

NBS

NELSON BUILDING SOCIETY

Annual Report 2008

New Zealand's Oldest Building Society Est'd. 1862

The 146th Annual Report of the Nelson Building Society

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DIRECTORS T N Cameron Chartered Accountant (Chairman)
P A Bell LLB (Deputy Chairman)
P J Robson AREINZ
G R Dayman
J C Taylor

GENERAL MANAGER K J Beams

SECRETARY A J Cadigan

SOLICITOR Glasgow Harley

BANKERS Westpac / ASB Bank

AUDITOR Deloitte

HEAD OFFICE 111 Trafalgar Street
PO Box 62
Nelson

NOTICE OF ANNUAL GENERAL MEETING Notice is hereby given that the One Hundred and Forty Sixth Annual General Meeting of Shareholders of the Nelson Building Society will be held at The Rutherford Hotel, Waimea Wairau Room, Trafalgar Square, Nelson on Wednesday 25 June 2008 at 5.30pm.

- BUSINESS**
1. To receive the Director's Report and Statement of Accounts.
 2. To fix the remuneration for the Directors for the ensuing year.
 3. To appoint the Auditors for the ensuing year and fix their remuneration.
 4. General Business.

PROXIES A member entitled to vote is entitled to appoint one proxy who need not be a member of the Society to attend and vote instead. Proxies shall be deposited with the Society not less than 72 hours before the meeting. Proxy forms are available at the Society's office during normal business hours.

A J Cadigan
Secretary

Chairman of Directors' & General Manager's Report

The financial markets in New Zealand have been under extreme pressure over the past 12 months and we are pleased to report that your local NBS has performed outstandingly well recording another record profit.

During the earlier part of the financial year we were still faced with high demand for mortgage finance and found it difficult to fund from the retail market. This pressure lessened as major parts of the financial world stalled in the second half, which in turn slowed down the market demand for lending.

The key results for the year:

| | | |
|--------------------|----------|-----------|
| Borrowing Growth | up 7.3% | to \$204m |
| Advances Growth | up 7.7% | to \$194m |
| Total Asset Growth | up 8.2% | to \$224m |
| Profit Growth | up 77.7% | to \$1.4m |

The profit before tax increased by 77.7% which is a pleasing result for Management and Board in a difficult financial year. This has been achieved as a result of a stabilised interest market with only two changes to the OCR and a better mix achieved in our Mortgage Book. The outlook for an OCR reduction now looks certain with all the economic data creating market pressures on the Government to look at reducing rates.

With the review of Financial Institutions still continuing the NBS Directors decided to press forward with the Societies Credit Rating with Fitch. The rating given was a BB, which for our size is an outstanding result. It is worth noting a comment from the Fitch report:

“NBS demonstrates a conservative approach to risk management and its lending is undertaken within prudent limits, with the majority of loans secured by first mortgages over real estate. The asset quality is excellent”.

This comment coming from a leading global rating agency should encourage more people to support their local Building Society, and give more comfort to existing clients.

With Financial Institutions collapsing and more mergers taking place, I am pleased to report that the Building Societies as a collective, have been working closer together. We have issued joint press releases based on the security offered by the Building Societies and at the same time made the Government aware of the market share we hold in our respective areas.

NBS will upgrade the Nelson premises this year, and at the same time will carry out a re-branding of our market image to better recognise the quality organisation we are.

This year has seen us further develop our product base with the introduction of NBS Lifestages KiwiSaver Scheme and the NBS Lifestages Deposit Portfolio (PIE). The PIE structure is a new regime of taxation for qualifying managed funds.

The next financial year will be one of consolidation, with moderate growth projected.

On behalf of the Board we extend our thanks to the staff and management team for their professionalism in managing our client base in a very difficult year of operation.

We thank our members for their ongoing support of the Society and trust this will continue into the future which will allow NBS to achieve it's goal of being the preferred local financial institution.

The Directors retiring by rotation are Mr Craig Taylor and Mr Garry Dayman. Both Directors are eligible for re-election without nomination and accordingly we declare them duly re-elected.



TREVOR CAMERON



KEN BEAMS

*When you've been busy
keeping your customers happy,*



just seems like yesterday.



Since 1862 Nelson Building Society has been growing and developing competitive financial services tailored specifically to the local community.

Generations of Nelson and Tasman residents have entrusted their savings and their futures to our care. This indeed makes us a very safe pair of hands.

As the region grows, our products continue to diversify and deliver, for a modern fast paced world.

We will always be competitive, and we will always be relevant to the society we live and work in. It's a formula that has stood us in good stead for 146 years!

Personal Banking

The things that appealed to your great, great, great grandfather are the same things that will appeal to you

We're not talking about our services, because they've obviously changed over the years... we're talking about our attitude. Our business has always been about people. It was the case in the 1860s and in 2008! It will be in a hundred years' time. Whoever you are and whatever you want to achieve, we've been helping people turn their dreams into reality for 146 years. There are many ways in which we help our customers.

OUR PERSONAL BANKING SERVICES INCLUDE:

- Personal loans and personal accounts
- Personal investments
- Portfolio Investments Entity
- Kiwisaver
- A whole host of insurances
- Mortgages
- Online banking & telephone banking
- Direct debits and direct credits
- Bill payments and automatic payments



Business Banking

The core values of business don't change...
...and neither do concepts like trust, reliability and wanting our business customers to succeed.

It doesn't matter who you are. Whether you're a sole trader or a big company, a partnership or a non-profit organisation. We actively support businesses because they're the heart of our community. To keep the cash-flowing we have facilities like overdrafts and business loans, we also offer internet banking so you can stay on top of things wherever and whenever you want. Then, there are cheque accounts. In fact, there's everything you need. Including one thing you won't find at some of the other big banks - people who are interested in you, what you're trying to achieve, and are actually available to talk to you when you want to discuss your plans, needs and goals. It's an old fashioned concept but we like it and so do our clients.

WE KNOW EVERYONE'S A LITTLE DIFFERENT BECAUSE WE WORK WITH ALL SORTS OF DIFFERENT BUSINESS BANKING ENTITIES:

- Sole traders facing the world alone!
- Partnerships
- Very big and very small companies
- Non-profit organisations making a difference.

Community



Grey District Primary School Soccer Tournament



Tasman Tennis Centre



Mapua Easter Fair



West Coast Netball Centre



Murchison A & P Show

We use our profits to help the community, not Australian Shareholders, because we believe in our region. Local people making local decisions and giving something back to the area.

Each year NBS reinvests many thousands of dollars back into the local community.

NELSON BRANCH

- Dance Sport
- Federation of Graduate Women
- Fifeshire Foundation
- Nelson Bays Squash
- Nelson Bowling Club
- Nelson Budget Service
- Nelson Croquet Association
- Nelson Golf Club
- Nelson Hinemoa Croquet
- Nelson Indoor Bowls
- Nelson Masters Hockey
- Nelson Performing Arts
- Nelson Regional Hospice
- Nelson RSA
- Nelson U13 Cricket
- Nelson Women's Softball
- Ngawhatu Bowling Club
- Relay for Life
- Special Olympics
- Stoke Hockey
- Tahunanui Bowling Club
- Tasman Bay Heritage
- Theatre Alive
- Uniquely Nelson
- Waimea U14 Basketball

RICHMOND BRANCH

- Hope Indoor Bowling Club
- Moutere Hills Complex
- Richmond Touch Module
- Star & Garter Wheelers
- Tasman Tennis
- Totaradale Golf Club
- Waimea Rugby Football Club

MOTUEKA BRANCH

- Festival of Lights
- Inlet House Military Museum
- Mapua Bowling Club
- Motueka Bowling Club
- Motueka Golf Club
- Motueka Senior Net
- Ngatimoti Bowling Club
- Riwaka Bowling Club
- Takaka Bowling Club
- Tasman Golf Club
- Top of the South Music Awards

MURCHISON BRANCH

- Bowls Murchison
- Murchison A & P
- Murchison Area School
- Murchison Community Services
- Murchison Pony Club
- Murchison Sport & Recreation Centre

WESTPORT BRANCH

- Buller District Council
- Buller Women's Triathlon
- Westport Contract Bridge Club
- Westport Trotting Club

GREYMOUTH BRANCH

- Greymouth Motorcycle Street Racing
- Karoro Hockey
- West Coast Netball Association

{community}

We **believe** in it.
We're **part** of it.
We **invest** in it.



WE'RE PROUD TO BE KNOWN AS LOCAL.

**NEW ZEALAND'S
OLDEST
BUILDING SOCIETY**

NBS
NELSON BUILDING SOCIETY

NELSON. RICHMOND. MOTUEKA. MURCHISON. WESTPORT. GREYMOUTH.

Financials

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Audit Report

To The Members of Nelson Building Society



We have audited the financial statements on pages 10 to 36. The financial statements provide information about the past financial performance of Nelson Building Society (the Society) and its financial position as at 31 March 2008. This information is stated in accordance with the accounting policies set out on pages 15 to 18.

Board of Directors' Responsibilities

The Board of Directors is responsible for the preparation, in accordance with New Zealand law and generally accepted accounting practice, of financial statements which give a true and fair view of the financial position of the Society as at 31 March 2008 and the results of operations and cash flows for the year ended on that date.

Auditors' Responsibilities

It is our responsibility to express to you an independent opinion on the financial statements presented by the Board of Directors.

Basis of Opinion

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial statements.

It also includes assessing:

- the significant estimates and judgements made by the Board of Directors in the preparation of the financial statements, and
- whether the accounting policies are appropriate to the Society's circumstances, consistently applied and adequately disclosed.

We conducted our audit in accordance with New Zealand Auditing Standards. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to obtain reasonable assurance that the financial statements are free from material misstatements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

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

Unqualified Opinion

We have obtained all the information and explanations we have required.

In our opinion:

- proper accounting records have been kept by the Society as far as appears from our examination of those records; and
- the financial statements on pages 10 to 36 :
 - comply with generally accepted accounting practice in New Zealand;
 - comply with International Financial Reporting Standards; and
 - give a true and fair view of the financial position of the Society as at 31 March 2008 and the results of its operations and cash flows for the year ended on that date.

Our audit was completed on 30 May 2008 and our unqualified opinion is expressed as at that date.



Chartered Accountants
CHRISTCHURCH, NEW ZEALAND

Income Statement

For The Year Ended 31 March 2008

| | Year to 31/03/2008 | Year to 31/03/2007 |
|--|--------------------|--------------------|
| | \$ | \$ |
| Income | | |
| Income Received From: | | |
| Mortgages & Personal Loans | 17,612,698 | 14,504,083 |
| Consumer Lending | 1,033,674 | 936,733 |
| Bank Deposits, Investments & Debentures | 2,131,264 | 1,790,914 |
| Other Interest | - | 4,970 |
| Interest Income | 20,777,636 | 17,236,700 |
| Deduct Finance Costs | | |
| Interest Incurred on: | | |
| Term & Call Deposits | 15,211,087 | 13,012,481 |
| Other Borrowings | 261,147 | 241,208 |
| Commission on: | | |
| Consumer Lending | 244,343 | 266,783 |
| | 15,716,577 | 13,520,472 |
| Net Interest And Commission Income | 5,061,059 | 3,716,228 |
| Add - Other Income | | |
| Bad Debts Recovered | 22,975 | 9,602 |
| Commission | 72,138 | 48,235 |
| Establishment Fees | 246,225 | 254,409 |
| Consumer Lending Fees | 114,496 | 84,445 |
| Other Income | 527,913 | 462,116 |
| Rental Income on Investment Property | 142,187 | 202,089 |
| Rental Expenses on Investment Property | (1,618) | (868) |
| | 1,124,316 | 1,060,028 |
| Gross Contribution From Activities | 6,185,375 | 4,776,256 |
| Deduct Overhead expenses | | |
| Auditors Audit Fees | 46,125 | 43,875 |
| Assurance Services | 44,544 | 44,942 |
| Prospectus Review | 9,338 | 8,200 |
| Administration Expenses | 1,689,917 | 1,410,180 |
| Amortisation & Depreciation | 458,537 | 402,256 |
| Bad Debts | 235,419 | 13,110 |
| Directors Fees | 88,500 | 74,026 |
| Operating Lease Costs | 226,672 | 221,420 |
| Personnel Cost | 1,864,620 | 1,618,831 |
| Provision for Credit Impairment | - | 144,000 |
| Sponsorship | 144,714 | 129,224 |
| Total Expenses | 4,808,386 | 4,110,064 |
| Operating Surplus | 1,376,989 | 666,192 |
| Add Revaluation of Investment Property | Note 10 | 60,000 |
| Deduct Loss on Sale of Investment Property | | - |
| | | 96,676 |
| Surplus Before Taxation | 1,436,989 | 808,511 |
| Taxation | Note 2 | 630,085 |
| Net Surplus For The Period | 806,904 | 585,152 |

The Notes to the Financial Statements (pages 15 to 36) form part of and should be read in conjunction with these financial statements.

Statement of Changes in Equity

For The Year Ended 31 March 2008

| | Year to 31/03/2008 | Year to 31/03/2007 |
|---|--------------------|--------------------|
| | \$ | \$ |
| Opening Equity | 16,267,992 | 7,054,237 |
| Net Surplus for the Period | 806,904 | 585,152 |
| Other Recognised Income And Expenses | | |
| Revaluation of Land and Buildings, Net of Tax | Note 17 | 49,722 |
| Total Recognised Income and Expenses | 856,626 | 836,410 |
| Shares - Issued | Note 15 | 5,892,000 |
| Redeemed | | (3,650,000) |
| Dividends | Note 16 | (779,528) |
| | | (52,655) |
| Closing Equity | 18,587,090 | 16,267,992 |

Approval of Financial Statements for the Year Ended 31 March 2008

Authorised for Issue

The Directors authorised the issue of these financial statements on 30 May 2008.

Approval by Directors

The Directors are pleased to present the financial statements of Nelson Building Society for the year ended 31 March 2008.



K J Beams
General Manager



T N Cameron CA
Chairman of Directors



P A Bell LLB
Deputy Chairman of Directors

The Notes to the Financial Statements (pages 15 to 36) form part of and should be read in conjunction with these financial statements.

Balance Sheet

As at 31 March 2008

| | | As at 31/03/2008 | As at 31/03/2007 |
|---|---------|--------------------|--------------------|
| | | \$ | \$ |
| Assets | | | |
| Cash and Cash Equivalents | Note 3 | 21,255,017 | 17,312,101 |
| Trade Receivables | Note 9 | 10,095 | 4,775 |
| Prepayments | | 303,455 | 306,605 |
| Investments | Note 5 | 3,535,522 | 4,580,592 |
| Loans and Receivables | Note 4 | | |
| Mortgages | | 185,692,216 | 173,331,823 |
| Personal Loans | | 593,842 | 461,669 |
| Consumer Lending | | 8,150,591 | 6,696,886 |
| Less Provision for Credit Impairment | Note 7 | (148,000) | (148,000) |
| Investment Property | Note 10 | 2,000,000 | 1,940,000 |
| Property, Plant & Equipment | Note 11 | 2,501,410 | 2,467,328 |
| Intangible Assets | Note 12 | | |
| Software | | 160,180 | 361,750 |
| | | 224,054,328 | 207,315,529 |
| Liabilities | | | |
| Borrowings | Note 18 | 204,115,998 | 190,161,718 |
| Employee Entitlements | | 125,371 | 116,065 |
| Trade and Other Payables | | 810,600 | 578,160 |
| Current Tax Liabilities | Note 2 | 192,553 | 53,870 |
| Deferred Taxation | Note 13 | 222,716 | 137,724 |
| | | 205,467,238 | 191,047,537 |
| Net Assets | | 18,587,090 | 16,267,992 |
| Equity | | | |
| Share Capital | Note 15 | 10,672,000 | 8,430,000 |
| Retained Earnings | Note 16 | 6,914,480 | 6,887,104 |
| Revaluation Reserve | Note 17 | 1,000,610 | 950,888 |
| Attributable to Members of the Society | | 18,587,090 | 16,267,992 |

The Notes to the Financial Statements (pages 15 to 36) form part of and should be read in conjunction with these financial statements.

Cash Flow Statement

For The Year Ended 31 March 2008

| | Year to 31/03/2008 | Year to 31/03/2007 |
|--|---------------------|---------------------|
| | \$ | \$ |
| Cash Flows From Operating Activities | | |
| Cash was provided from: | | |
| Interest Received | 20,777,636 | 17,069,233 |
| Fees, Rents and Commissions | 1,124,316 | 1,100,960 |
| | 21,901,952 | 18,170,193 |
| Cash was disbursed to: | | |
| Interest Paid | (15,688,405) | (13,202,383) |
| Operating Expenses | (4,141,344) | (3,668,569) |
| Income Taxes Paid | (380,617) | (324,032) |
| | (20,210,366) | (17,194,984) |
| Net Cash Flows From Operating Activities before changes in Operating Assets | 1,691,586 | 975,209 |
| Increase in Loans and Receivables: Advances | 70,099,705 | 74,582,625 |
| Decrease in Loans and Receivables: Repayments | (84,045,974) | (93,263,279) |
| Net Cash Flows From Operating Activities | (12,254,683) | (17,705,445) |
| Cash Flows From Investing Activities | | |
| Cash was provided from: | | |
| Decrease in Investments | 1,045,071 | 297,329 |
| Sale of Investment Property | - | 2,433,324 |
| | 1,045,071 | 2,730,653 |
| Cash was disbursed to: | | |
| Increase in Investments | - | 1,284 |
| Property, Plant & Equipment | (216,763) | (271,109) |
| Intangible Assets | (47,461) | (16,650) |
| | (264,224) | (286,475) |
| Net Cash Flows used in Investing Activities | 780,847 | 2,444,178 |
| Cash Flows From Financing Activities | | |
| Cash was provided from: | | |
| Increase in Borrowings | 13,954,279 | 6,390,181 |
| Issue of Shares | 2,242,000 | 8,430,000 |
| | 16,196,279 | 14,820,181 |
| Cash was disbursed to: | | |
| Dividends Paid | (779,527) | (4,472) |
| Net Cash Flows from Financing Activities | 15,416,752 | 14,815,709 |
| Increase/(Decrease) in Cash Held | 3,942,916 | (445,558) |
| Add Opening Cash and Cash Equivalents | 17,312,101 | 17,757,659 |
| Closing Cash and Cash Equivalents | 21,255,017 | 17,312,101 |

The Notes to the Financial Statements (pages 15 to 36) form part of and should be read in conjunction with these financial statements.

Cash Flow Statement

For The Year Ended 31 March 2008

| | Year to 31/03/2008 | Year to 31/03/2007 |
|--|---------------------|---------------------|
| | \$ | \$ |
| Reconciliation Of Net Surplus To Cash Flows From Operating Activities | | |
| Net Surplus | 806,904 | 585,152 |
| Non Cash Items | | |
| Deferred Taxation | 110,784 | (102,323) |
| Depreciation and Amortisation | 458,537 | 402,256 |
| Investment Properties (Revaluation) | (60,000) | (238,995) |
| Increase/(Decrease) in Provision for Credit Impairment | - | (119,090) |
| Loss on Sale of Investment Property | - | 96,676 |
| | 509,321 | 38,524 |
| Movement in Other Items | | |
| Increase in Trade and Other Payables | 229,543 | 241,129 |
| Increase/(Decrease) in Taxation Payable | 138,682 | 12,780 |
| (Increase)/Decrease in Trade Receivables | (5,320) | 413 |
| (Increase)/Decrease in Prepayments | 3,150 | 82,226 |
| Increase/(Decrease) in Employee Entitlements | 9,306 | 14,985 |
| Increase in Loans and Receivables: Advances | 70,099,705 | 74,582,625 |
| Decrease in Loans and Receivables: Repayments | (84,045,974) | (93,263,279) |
| | (13,570,908) | (18,329,121) |
| | (12,254,683) | (17,705,445) |

Notes to the Financial Statements

For The Year Ended 31 March 2008

Statement Of Accounting Policies

Statement Of Compliance

Nelson Building Society (the Society) is a profit-oriented mutual entity incorporated in New Zealand under the Building Societies Act 1965. The Society is a financial institution which takes deposits and provides banking type services to the community. Banking services include personal and commercial loans, investments, insurances, mortgages and online and telephone banking.

The financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand ("NZ GAAP") the Financial Reporting Act 1993 and the Securities Regulations 1983. They comply with the New Zealand equivalents to International Financial Reporting Standards ("NZ IFRS") and other applicable reporting standards as appropriate for profit-oriented entities. Compliance with NZ IFRS ensures that the financial statements comply with International Financial Reporting Standards ("IFRS").

The Society is an issuer as defined in the Financial Reporting Act 1993.

The financial statements were authorised by the directors on 30 May 2008.

Adoption Of NZ IFRS

The Society adopted NZ IFRS for the reporting period commencing 1 April 2007. Hence, from this date the Society has prepared financial statements using NZ IFRS as issued by the NZ Financial Reporting Standards Board and approved by the New Zealand Accounting Standard's Review Board.

These financial statements are the first financial statements prepared in accordance with NZ IFRS. NZ IFRS 1: First-time Adoption of New Zealand Equivalents to International Financial Reporting Standards has been applied. An explanation of how the transition from previous GAAP to NZ IFRS has impacted the Society's previously reported Income Statement, Balance Sheet and Cash Flow Statement is set out in Note 29 Explanation of Transition to NZ IFRS.

The accounting policies set out below have been consistently applied to all periods in these financial statements and in preparing an opening NZ IFRS Balance Sheet as at 1 April 2006.

Basis Of Preparation

The financial statements have been prepared on the general principles of historical cost accounting, as modified by the revaluation of certain assets. The going concern concept and the accrual basis of accounting have been adopted. Cost is based on the fair value of the consideration given in exchange for assets. Accounting policies are selected and applied in a manner which ensures that the resulting financial information satisfies the concepts of relevance and reliability, thereby ensuring that the substance of the underlying transactions or other events is reported.

Presentation Currency

The amounts contained in the financial statements are presented in New Zealand dollars, unless otherwise stated.

Principal Activities

The Society's principal activities during the year were:

- Receiving deposits for investments.
- Providing personal banking services including current accounts, personal loans and mortgages.

Particular Accounting Policies

i. Revenue Recognition

Revenue is recognised to the extent that it is probable that economic benefits will flow to the Society and that revenue can be reliably measured. The principle sources of revenue are interest income, fees and commissions.

• Interest Income

Interest income for all instruments measured at amortised cost is recognised in the Income Statement as it accrues using the effective interest method. The effective interest method is a method of calculating the amortised cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument, or where appropriate, a shorter period, to the net carrying amount of the financial asset or liability initially recognised. When calculating the effective interest rate, cash flows are estimated based upon contractual terms and behavioural aspects of the financial instrument (e.g. prepayment options), but do not consider future credit losses. The calculation includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

• Leases as Lessor

Operating lease rentals are included in the Income Statement on a systematic basis over the lease term. Gross operating lease income comprises amounts received under the lease contracts.

• Fee and Commission Income

Fees and commissions are generally recognised on an accrual basis over the period during which the service is performed. However all fees related to the successful origination or settlement of a loan (together with the related direct costs) are deferred and are recognised as an adjustment to the effective interest rate on the loan. Asset management fees relating to investment funds are recognised over the period the service is provided.

• Gain or Loss on Sale of Property, Plant and Equipment

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sale proceeds and the carrying amount of the asset and is recognised as non-interest income.

ii. Expense Recognition

• Interest Expense

Interest expense, including premiums or discounts and associated issue expenses incurred on the issue of securities is recognised in the income statement for all financial liabilities measured at amortised cost using the effective interest method.

• Losses on Loans and Receivables carried at Amortised Cost

The charge recognised in the Income Statement for losses on loans and receivables carried at amortised cost reflects the net movement in the provisions for individually assessed and collectively assessed loans, write offs and recoveries of losses previously written off.

Notes to the Financial Statements

For The Year Ended 31 March 2008

• Leasing

Operating lease payments are recognised in the Income Statement as an expense on a straight-line basis over the lease term unless another systematic basis is more representative of the time pattern of the benefit received.

• Commissions and other fees

External commissions and other costs paid to acquire mortgage loans through brokers are deferred and are recognised as an adjustment to the effective interest rate. All other fees and commissions are recognised in the Income Statement over the period which the related service is consumed.

iii. Taxation

Income Tax

Income tax expense on the profit for the period comprises current tax and movements in deferred tax balances. Current tax is the expected tax payable or recoverable on the taxable profit or tax loss for the period, using tax rates that have been enacted or substantively enacted as at balance date, and any adjustment to tax payable in respect of previous periods.

Deferred tax is provided using the comprehensive balance sheet liability method, providing for temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding amounts used for taxation purposes. Deferred tax assets and liabilities are not recognised if the temporary difference arises from the initial recognition of assets and liabilities that affect neither accounting nor taxable profit. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates that have been enacted or substantively enacted as at balance date that are expected to apply when the liability is settled or the asset is realised.

Deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the asset can be utilised.

Current and deferred tax is recognised as an expense or income in the income statement, except when it relates to items credited or debited to equity, in which case the deferred tax or current tax is also recognised directly in equity.

iv. Goods And Services Tax

GST is recognised as part of the revenue, expense or asset. GST attaches to all Investment Property activities. It is also recoverable in direct proportion to the Society's commercial clients on all expenditure, pursuant to Section 20F of the Goods and Services Tax Act 1985.

v. Assets

• Financial Assets

The Society classifies its financial assets in the following categories:
Loans and Receivables
Financial Assets Held to Maturity (investments in listed securities)

Management determines the classification of its financial assets at initial recognition.

• Recognition and Derecognition of Financial Assets and Financial Liabilities

The Society recognises a financial asset or liability on its Balance Sheet when, and only when, the Society becomes a party to the contractual provisions of the financial asset or liability. Financial assets are initially recognised at their fair value plus transaction costs.

The Society derecognises a financial asset from its Balance Sheet when, and only when, (i) the contractual rights to the cash flows from the financial asset expire, or (ii) the Society has transferred all or substantially all of the risks and rewards of ownership of the financial asset. The Society derecognises a financial liability from its Balance Sheet, when and only when, it is extinguished.

• Loans and Receivables

Loans and Receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are not available for sale. They arise when the Society provides money, goods or services directly to a debtor with no intention of trading the receivable. Loans are recognised when cash is advanced to the borrowers. Loans include mortgages, personal loans and consumer lending. Security is obtained if, based on an evaluation of the customer's credit worthiness, it is considered necessary for the customer's overall borrowing facility. Security would normally consist of assets such as cash deposits, receivables, inventory, plant and equipment, real estate and investments.

Loans and Receivables are recorded at amortised cost using the effective interest method less impairment. The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset, or, where appropriate, a shorter period to the amount initially recognised.

• Investments

Investments in Listed Securities are classified as Held to Maturity Financial Instruments. Investments in listed securities are non-derivative financial assets with fixed or determinable payments and fixed maturity that the Society has the intention and ability to hold to maturity. Investment securities are managed by Bancorp Treasury Services Limited. They comprise financial institution subordinated debt and financial institution bonds.

Investment securities are initially recorded at fair value plus directly attributable transaction costs. Subsequent to initial recognition, investment securities are recorded at amortised cost using the effective interest method less impairment.

• Trade Receivables

Trade Receivables are measured at initial recognition at fair value, and are subsequently measured at amortised cost, using the effective interest rate method. Appropriate allowances for estimated irrecoverable amounts are recognised in profit and loss when there is objective evidence that the asset is impaired.

• Cash and Cash Equivalents

Cash and Cash Equivalents comprise cash on hand, cash in branches and investments in money market instruments with maturity within three months. Money market instruments (short term deposits) are recorded at amortised cost using the effective interest method.

Notes to the Financial Statements

For The Year Ended 31 March 2008

Cash and cash equivalents reflect the balance of cash and liquid assets used in the day-to-day cash management of the Society.

• Property, Plant and Equipment

Asset Recognition

Land and Buildings are initially recognised at cost and are subsequently valued by an independent registered valuer. Valuations of Land and Buildings are carried out annually, at highest and best use. Land and Buildings are carried at the revalued amount less accumulated depreciation. Other items of Property, Plant and Equipment are carried at cost less accumulated depreciation and impairment losses.

Cost of an asset is the fair value of the consideration provided plus incidental costs directly attributable to the acquisition of the asset and includes the cost of materials and direct labour, and any other costs directly attributable to bringing the asset to a working condition for its intended use. Other subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the item of property, plant and equipment. All other expenditure is recognised in the Income Statement as an expense as incurred. Impairment losses are recognised as a non-interest expense in the Income Statement.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. 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 item) is included in the Income Statement in the period the item is derecognised.

Revaluation

Land and Buildings are carried at the revalued amount which is the fair value at the date of the revaluation less any subsequent accumulated depreciation of buildings and accumulated impairment losses.

Where the land and building is revalued, any revaluation surplus net of tax is credited to the asset revaluation reserve included in equity unless it reverses a revaluation decrease of the same asset previously recognised in the Income Statement. Any revaluation deficit is recognised in the Income Statement unless it directly offsets a previous surplus of the same asset recognised in the asset revaluation reserve. Any accumulated depreciation as at the revaluation date is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount of the asset. Upon disposal, any revaluation reserve relating to a particular asset being disposed is transferred to retained earnings.

Depreciation

Depreciation is provided in the financial statements on all property, plant and equipment other than land, on a basis which will write down the net cost or revalued amount of each item of property, plant and equipment over its expected useful life.

The following methods and rates have been applied to the major categories:

| | Estimated Life | Method |
|----------------------------|----------------|-------------------|
| Buildings and Improvements | 10 - 50 yrs | Straight Line |
| General Office Equipment | 10% | Diminishing Value |
| Computer Hardware | Over 3 - 5 yrs | Straight Line |
| Other Assets | Over 3 - 5 yrs | Straight Line |

• Investment Property

Investment property, which is property held to earn rental and/or for capital appreciation, is measured at its fair value at the reporting date. Gains or losses arising from changes in fair value of the investment property are included in the Income Statement in the period in which they arise.

• Intangible Assets

Software is finite life intangibles and are recorded at cost less accumulated amortisation and impairment. Amortisation is charged on a straight line basis over the estimated useful lives of 3 - 5 years. The estimated useful life and amortisation method is reviewed at the end of each annual reporting period.

vi. Impairment

• Impairments of Financial Assets

Financial Assets comprising loans and receivables and held to maturity investments are reviewed at each Balance Sheet date to determine whether there is any objective evidence of impairment based on the expected future cash flows from these assets discounted at their original effective interest rates. If any indication of impairment exists, the assets recoverable amount is estimated and provision is made for any shortfall between the carrying amount and the recoverable amount. Losses for impaired loans are recognised immediately when there is objective evidence that the impairment of a loan has occurred i.e. all reasonable actions to recover the debt have been exhausted. Until such time, the Society treats all amounts owing as collectable within the terms of the contract with the other party. When a loan is recognised as being impaired action is taken to recover the debt security. The Society does not hold assets acquired under enforcement of a debt security. The security is immediately realised in satisfaction of the loan. Loans are written off when the proceeds from realising the security have been received.

Where loan receivables are outstanding beyond the normal contractual terms, the likelihood of the recovery of these loans is assessed by management. If any indication of impairment exists the specific impairment loss is estimated with reference to the loan property value ratio (LVR), the probability of recovery, the cost of possible acquisition through enforcement of security, and related costs and sale proceeds. The process of estimating the recoverable amount involves considerable management judgement. These judgements are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised in the Income Statement immediately.

Past Due Assets represent the total loans and receivables due where the counter party is in default by one or more contractual repayments. Restructured Assets are loans and receivables that are impaired, have had their original terms changed and the new terms are not comparable with the terms for new facilities.

Notes to the Financial Statements

For The Year Ended 31 March 2008

vii. Liabilities

• Borrowings

Term and Call borrowings are measured initially at fair value plus transaction costs. Subsequent to initial recognition Term and Call borrowings are measured at amortised cost and are recorded in the Balance Sheet inclusive of accrued interest. Interest payable on borrowings is recognised using the effective interest rate method. Call borrowings include those amounts in the Trust Deed and previously referred to as call shares.

• Trade and Other Payables

Trade and other payables and accrued expenses are recognised when the Society becomes obliged to make future payments resulting from the purchase of goods and services. They are measured initially at fair value plus transaction costs. Subsequent to initial recognition trade and other payables are carried at amortised cost. These amounts are unsecured.

• Employee Entitlements

Wages and salaries, annual leave and sick leave

Liabilities for wages and salaries, including non-monetary benefits and annual leave expected to be settled within 12 months of the balance date are recognised in other provisions in respect of employees' services and are measured at the amounts expected to be paid when the liabilities are settled.

viii. Equity

• Debt and Equity Instruments

Perpetual Preferential Shares are classified as equity and are recognised at the amount paid per perpetual preferential share.

Debt and Equity instruments are classified in accordance with the substance of the contractual arrangement.

Interest and dividends are classified as expenses or as distributions of profit consistent with the Balance Sheet classification of the related debt or equity instruments.

ix. Cash Flow Statement

• Basis of Presentation

The Cash Flow Statements have been prepared using the direct approach modified by the netting of certain items disclosed below.

• Cash and Cash Equivalents

Cash and Cash Equivalents comprise cash on hand, cash in banks and investments in money market instruments, net of outstanding bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities in the Balance Sheet.

• Netting of Cash Flows

Certain cash flows have been netted in order to provide more meaningful disclosure, as many of the cash flows are received and disbursed on behalf of customers and reflect the activities of those customers rather than the Society. These include customer loans and receivables and customer borrowings.

x. Significant Judgements, Accounting Estimates And Assumptions

The preparation of the financial statements requires the use of management judgements, estimates and assumptions that affect the application of accounting policies and the carrying values of assets and liabilities that are not readily

available from other sources. The judgements, estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances the results of which form the basis of making the judgements. Such judgements include determining whether substantially all the significant risks and rewards of ownership of financial assets are transferred to other entities. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Significant judgements, estimates and assumptions made by management in the application of NZ IFRS and in the preparation of these financial statements are outlined below:

• Estimation of average lives of loans used to defer fees and costs

The estimation of the useful lives of loans has been based on historical experience, and market and statistical trends. In addition, the average life of loans is assessed at least once per year and considered against the remaining contractual life. Adjustments to the average life are made when considered necessary. The average life of loans is used to defer fees and costs under the effective interest rate method.

xi. Changes In Accounting Policies

The Society has changed its accounting policies from 1 April 2007 to comply with NZ IFRS. The impact of these changes have been explained in note 29. There have been no other changes in accounting policies.

xii. Standards And Interpretations In Issue Not Yet Adopted

The Society have adopted all new standards and interpretations as issued by the Financial Reporting Standards Board except for those listed in the table below.

Initial application of the following Standards will not affect any of the amounts recognised in the financial statements, but may change the disclosures presently made in relation to the Society's financial statements:

| Standard | Effective for Annual reporting periods beginning on or after | Expected to be initially applied in the year ending |
|--|--|---|
| NZ IFRS-8 'Operating Segments' | 01/01/2009 | 31/03/2010 |
| NZ IAS-1 'Presentation of Financial Statements' (Revised Standard) | 01/01/2009 | 31/03/2010 |
| NZ 1AS -23 'Borrowing Costs' (Revised Standard) | 01/01/2009 | 31/03/2010 |
| NZ IFRS-3 'Business Combinations' (Revised Standard) | 01/07/2009 | 31/03/2011 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

1. Key Management Compensation

Amounts received, or due and receivable by Directors:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|--------------------------|--------------------|--------------------|
| T Cameron (Chairman) | 28,500 | 25,000 |
| P Bell (Deputy Chairman) | 17,500 | 7,667 |
| P Robson | 15,000 | 14,750 |
| G Dayman | 13,750 | 11,000 |
| JC Taylor | 13,750 | 12,250 |
| KA Carr | - | 3,359 |
| | 88,500 | 74,026 |

Fees to directors' include chairman fees, travel and other allowances.

Key Management Compensation which comprised:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|---|--------------------|--------------------|
| Salaries & Short-Term Employee Benefits | 323,738 | 298,532 |
| Post-employment benefits | 45,597 | 35,595 |
| Total Compensation of Key Management Personnel | 369,335 | 334,127 |

2. Taxation

(a) Income Tax Recognised in Profit

Income Tax Expense Comprises:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|---|--------------------|--------------------|
| Current Tax Expense | 519,300 | 325,682 |
| Adjustments Recognised in the Current Year in Relation to the Current Tax of Prior Years: | | |
| Deferred Tax Expense Relating to the Origination and Reversal of Temporary Differences | 116,892 | (102,323) |
| Deferred Tax Expense (Income) Relating to Changes in Tax Rates | (6,107) | - |
| Total Income Tax Expense Recognised in Profit | 630,085 | 223,359 |

The prima facie income tax expense on pre tax accounting profit reconciles to the income tax expense in the financial statements as follows:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|--|--------------------|--------------------|
| Profit from Operations | 1,436,989 | 808,511 |
| Taxation thereon at 33% | 474,206 | 266,809 |
| Non Assessable Income | (19,966) | (78,868) |
| Non-deductible Expenses | 181,952 | 35,418 |
| Effect on Deferred Tax balances due to change in Income Tax Rate from 33% to 30% effective 1 April | (6,107) | - |
| | 630,085 | 223,359 |

The tax rate used on the above reconciliation is the corporate tax rate of 33% payable by New Zealand companies under New Zealand tax law.

The corporate tax rate in New Zealand was changed from 33% to 30% with effect from 1 April 2008. The revised rate has not impacted the current tax payable for the current year but will do so in future years. However, the impact of the change in tax rate has been taken into account in the measurement of deferred tax at the end of the reporting year.

(b) Income Tax Recognised in Equity

The following deferred tax amounts were charged direct to equity during the year:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|--|--------------------|--------------------|
| Property Revaluations (Note 17) | (5,552) | (5,556) |
| Deferred Tax Expense (Income) Relating to Changes in Tax Rates | (20,240) | - |
| | (25,792) | (5,556) |

Notes to the Financial Statements

For The Year Ended 31 March 2008

| | Year to 31/03/2008 | Year to 31/03/2007 |
|---|-----------------------|-----------------------|
| (c) Current Tax (Asset) Liability | | |
| Balance at the Beginning of the Year | 53,870 | 41,090 |
| Taxation Expense | 519,300 | 325,682 |
| Taxation Paid | (380,617) | (312,902) |
| Balance at End of Year | 192,553 | 53,870 |
| (d) Deferred Tax Balances | | |
| Deferred tax liabilities comprise: | | |
| Temporary Differences (Note 13) | 222,716 | 137,724 |
| | 222,716 | 137,724 |
| 3. Cash And Cash Equivalents | | |
| | Year to 31/03/2008 | Year to 31/03/2007 |
| Bank Deposits | 20,522,935 | 16,703,552 |
| Cash on Hand | 732,082 | 608,549 |
| | 21,255,017 | 17,312,101 |
| 4. Loans And Receivables | | |
| | Year to 31/03/2008 | Year to 31/03/2007 |
| Secured | 193,926,493 | 180,103,855 |
| Unsecured | 510,156 | 386,523 |
| Gross Advances | 194,436,649 | 180,490,378 |
| Less Provisions for Credit Impairment | (148,000) | (148,000) |
| Total Net Advances | 194,288,649 | 180,342,378 |
| 5. Investments | | |
| | Year to 31/03/2008 | Year to 31/03/2007 |
| Investments | 3,535,522 | 4,580,592 |
| | 3,535,522 | 4,580,592 |
| Investment Securities have a nominal value of \$3.5m (2007:\$4.5). Investment Securities include subordinated investments with a nominal value of \$1m (2007:\$2.5m). | | |
| 6. Asset Categorisation | | |
| | Year to 31/03/2008 | Year to 31/03/2007 |
| Financial Assets: | | |
| Loans and Receivables (including Cash and Cash Equivalents) | 215,553,761 | 197,659,254 |
| Assets Held to Maturity | 3,535,522 | 4,580,592 |
| | 219,089,283 | 202,239,846 |
| Financial Liabilities: | | |
| Financial Liabilities Held at Amortised Cost | 205,119,150 | 190,793,748 |
| | 205,119,150 | 190,793,748 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

| 7. Provision For Credit Impairment | Year to 31/03/2008 | | Year to 31/03/2007 | |
|--|-----------------------|---------------------------|-----------------------|---------------------------|
| | Peforming Assets | Impaired (Non-Accrual) | Peforming Assets | Impaired (Non-Accrual) |
| Specific and General Provisions Against Loans and Receivables (All relate to Impaired Assets) | | | | |
| Balance at Beginning of the Period | | | | |
| Collective | 73,000 | - | 148,000 | - |
| Specific | 75,000 | - | 119,090 | - |
| | 148,000 | - | 267,090 | - |
| New Provisions during the Period | | | | |
| Collective | 87,419 | - | (75,000) | - |
| Specific | 148,000 | - | 219,000 | - |
| Balances Written Off during the Period | | | | |
| Collective | 87,419 | - | - | - |
| Specific | 148,000 | - | 263,090 | - |
| Recoveries | - | - | - | - |
| Balance at End of the Period | | | | |
| Collective | 73,000 | - | 73,000 | - |
| Specific | 75,000 | - | 75,000 | - |
| | 148,000 | - | 148,000 | - |
| The collective provision is a provision for potential loss on mortgages and personal loans. Collateral is held by way of first mortgage over the clients residential assets. It is normal business practice that the loan does not exceed 80% of the registered valuation of the property. The specific provisions relate to the consumer lending. In most cases the Society has recourse for the debt against the car dealers. There are no restructured assets or assets acquired through enforcement of security. | | | | |
| 8. Asset Quality | | | Year to 31/03/2008 | Year to 31/03/2007 |
| (a) Asset Quality Advances to Customers | | | | |
| Past Due But Not Impaired | | | 577,140 | 634,842 |
| Neither Past Due or Impaired | | | 193,711,509 | 179,707,536 |
| Total Carrying Amount | | | 194,288,649 | 180,342,378 |
| The average Loan Value Ratio for advances when issued to customers is 60% with no advances to customers having a Loan Value Ratio in excess of 85%. | | | | |
| (b) Movements in Balances of Impaired and Past Due Assets | | | Year to 31/03/2008 | Year to 31/03/2007 |
| | Peforming Assets | Impaired (Non-Accrual) | Peforming Assets | Impaired (Non-Accrual) |
| Opening Balance | 634,842 | - | 788,738 | - |
| Assets Classified as Past Due | 774,388 | - | 535,367 | - |
| Charges | 21,108 | - | 16,275 | - |
| Customer Repayments | (35,162) | - | (55,136) | - |
| Loan Balance Written Off | (235,419) | - | (263,000) | - |
| Assets no Longer Meeting Definition | (582,617) | - | (387,402) | - |
| Closing Balance | 577,140 | - | 634,842 | - |

Notes to the Financial Statements

For The Year Ended 31 March 2008

(c) Ageing of Past Due and not Impaired Assets

| | Year to 31/03/2008 | Year to 31/03/2007 |
|------------------------|-----------------------|-----------------------|
| Past due 0-29 days | 313,872 | 186,758 |
| Past due 30-59 days | 174,574 | 287,956 |
| Past due 60-89 days | 40,978 | 53,654 |
| Past due 90 days+ | 47,717 | 106,473 |
| Carrying Amount | 577,140 | 634,842 |

The balance is in respect of Consumer Lending. In most cases the Society has recourse for the debt against the car dealers and as such it is not necessary to determine the fair value of the collateral (which is the responsibility of the third party car dealer). The balance is reviewed regularly and the Society is satisfied that there are no impairment issues.

9. Trade Receivables

| | Year to 31/03/2008 | Year to 31/03/2007 |
|-------------------|-----------------------|-----------------------|
| Other Receivables | 10,095 | 4,775 |
| | 10,095 | 4,775 |

10. Investment Property

| | Year to 31/03/2008 | Year to 31/03/2007 |
|-------------------------------------|-----------------------|-----------------------|
| Freehold Land (at valuation) | | |
| Balance at Beginning of the Period | 980,000 | 956,000 |
| Net Revaluation Increments | 110,000 | 24,000 |
| Balance at End of the Period | 1,090,000 | 980,000 |
| Buildings (at valuation) | | |
| Balance at Beginning of the Period | 960,000 | 744,000 |
| Additions | - | 1,005 |
| Net Revaluation Increments | (50,000) | 214,995 |
| | 910,000 | 960,000 |
| Balance at End of the Period | 2,000,000 | 1,940,000 |

Investment Property

The property at 231 Trafalgar Street, Nelson, is classified as an investment property. An independent valuation of the property was carried out at 31 March 2008 by Murray Lauchlan of Duke & Cooke Ltd, Registered Valuers. The valuation was based on highest and best use. Such valuations are performed on an open market basis, being the amounts for which the assets could be exchanged between a knowledgeable, willing seller in an arm's length transaction at the valuation date. The property has been valued in accordance with NZ IAS 40 using the Income Capitalisation Approach.

The investment property has a rental income of \$140,000 per annum with its next renewal date being the 20th December 2009.

11. Property, Plant & Equipment**Land and Buildings**

An independent valuation of the Society's freehold land and building was carried out at 31 March 2008 by Murray Lauchlan of Duke & Cooke Ltd, Registered Valuers. The valuations were based on highest and best use. Such valuations are performed on an open market basis, being the amounts for which the assets could be exchanged between a knowledgeable, willing seller in an arm's length transaction at the valuation date. The property has been valued in accordance with NZ IAS 40 using the Income Capitalisation Approach.

The carrying amount of land and buildings had they been recognised under the cost model are as follows:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|---------------|-----------------------|-----------------------|
| Freehold Land | 16,550 | 16,550 |
| Buildings | 833,435 | 833,435 |
| | 849,985 | 849,985 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

Freehold Land and Buildings**Cost**

| | Year to 31/03/2008 | Year to 31/03/2007 |
|------------------------------------|-----------------------|-----------------------|
| Balance at Beginning of the Period | 1,985,411 | 1,728,587 |
| Additions | - | - |
| Net Revaluation Increments | 26,824 | 256,824 |
| Balance at End of the Period | 2,012,235 | 1,985,411 |

Amortisation and Impairment

| | | |
|------------------------------------|----------------|----------------|
| Balance at Beginning of the Period | 245,411 | 228,587 |
| Depreciation for the Period | 16,824 | 16,824 |
| Impairment Losses | - | - |
| Balance at End of the Period | 262,235 | 245,411 |

Total Freehold Land and Buildings

| | | |
|--|------------------|------------------|
| | 1,750,000 | 1,740,000 |
|--|------------------|------------------|

Computer Equipment**Cost**

| | | |
|------------------------------------|----------------|----------------|
| Balance at Beginning of the Period | 256,616 | 221,385 |
| Additions | 102,449 | 35,231 |
| Net Revaluation Increments | - | - |
| Balance at End of the Period | 359,065 | 256,616 |

Amortisation and Impairment

| | | |
|------------------------------------|----------------|----------------|
| Balance at Beginning of the Period | 183,711 | 164,119 |
| Depreciation for the Period | 68,001 | 19,592 |
| Impairment Losses | - | - |
| Balance at End of the Period | 251,712 | 183,711 |

Total Computer Equipment

| | | |
|--|----------------|---------------|
| | 107,353 | 72,905 |
|--|----------------|---------------|

Other**Cost**

| | | |
|------------------------------------|------------------|------------------|
| Balance at Beginning of the Period | 1,128,976 | 894,145 |
| Additions | 114,314 | 234,831 |
| Net Revaluation Increments | - | - |
| Balance at End of the Period | 1,243,290 | 1,128,976 |

Amortisation and Impairment

| | | |
|------------------------------------|----------------|----------------|
| Balance at Beginning of the Period | 474,553 | 381,611 |
| Depreciation for the Period | 124,680 | 92,942 |
| Impairment Losses | - | - |
| Balance at End of the Period | 599,233 | 474,553 |

Total Other Assets

| | | |
|--|----------------|----------------|
| | 644,057 | 654,423 |
|--|----------------|----------------|

Total Property, Plant and Equipment

| | | |
|--|------------------|------------------|
| | 2,501,410 | 2,467,328 |
|--|------------------|------------------|

Notes to the Financial Statements

For The Year Ended 31 March 2008

12. Intangible Assets

Software

Cost

| | Year to 31/03/2008 | Year to 31/03/2007 |
|------------------------------------|-----------------------|-----------------------|
| Balance at Beginning of the Period | 1,223,484 | 1,206,834 |
| Additions | 47,461 | 16,650 |
| Balance at End of the Period | 1,270,945 | 1,223,484 |

Amortisation and Impairment

| | | |
|------------------------------------|----------------|----------------|
| Balance at Beginning of the Period | 861,734 | 618,878 |
| Amortisation for the Period | 249,031 | 242,856 |
| Impairment Losses | - | - |
| Balance at End of the Period | 1,110,765 | 861,734 |
| Total Software | 160,180 | 361,750 |

Amortisation expense is included in the line item 'depreciation and amortisation expense' in the Income Statement.

No impairment losses have been recognised against the gross carrying amount of software for the year ended 31 March 2008 (March 2007 \$nil).

There are no contractual commitments to purchase software at 31 March 2008 (March 2007 \$nil).

13. Deferred Taxation

| | Opening Balance SNZ | Charged to Income SNZ | Charged to Equity SNZ | Closing Balance SNZ |
|---------------------------------|------------------------|--------------------------|--------------------------|------------------------|
| 2008 | | | | |
| Establishment Fees in Advance | 24,798 | 307 | - | 25,105 |
| Provision for Credit Impairment | 48,840 | (4,440) | - | 44,400 |
| Investment Property | 53,766 | (168,947) | - | (115,181) |
| Property, Plant and Equipment | (237,079) | 12,359 | 25,792 | (198,928) |
| Intangible Assets - Software | (65,229) | 53,995 | - | (11,234) |
| Employee Entitlements | 38,301 | (690) | - | 37,611 |
| Other | (1,121) | (3,368) | - | (4,489) |
| | (137,724) | (110,784) | 25,792 | (222,716) |
| 2007 | | | | |
| Establishment Fees in Advance | - | 24,798 | - | 24,798 |
| Provision for Credit Impairment | 88,140 | (39,300) | - | 48,840 |
| Investment Property | 53,766 | - | - | 53,766 |
| Property, Plant and Equipment | (323,929) | 81,284 | 5,566 | (237,079) |
| Intangible Assets - Software | (65,229) | - | - | (65,229) |
| Employee Entitlements | - | 38,301 | - | 38,301 |
| Other | 1,639 | (2,760) | - | (1,121) |
| | (245,613) | 102,323 | 5,566 | (137,724) |

14. Imputation Credit Account

| | Year to 31/03/2008 | Year to 31/03/2007 |
|-----------------|-----------------------|-----------------------|
| Opening Balance | 1,958,140 | 1,660,041 |
| Tax Paid | 376,300 | 324,034 |
| Dividends Paid | (820,722) | (25,935) |
| Closing Balance | 1,513,718 | 1,958,140 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

15. Share Capital

During the year ending 31 March 2008 an additional 2,242,000(net) preference shares were issued for \$1 each, fully paid (31st March 2007 8,430,000 for \$1 each). Each share attracts a fully imputed dividend. Dividends, paid quarterly, may only be paid from the surplus profits of the Society. The dividend shall be paid at the 90 day bill rate, set at the beginning of each quarter, plus 1.5% pa. The Society can cancel the payment of a dividend by giving the holder a Dividend Cancellation Notice. The holder of shares has no right to attend, vote or speak at general meetings nor do the shares carry any right to participate in any cash, bonus or other issues of shares declared or made by the Society. The shares may only be redeemed by the Society giving a Redemption Notice to the holders.

| | 31/03/2008 | | 31/03/2007 | |
|------------------------|-------------------|-------------------|------------------|------------------|
| | Number of Shares | \$ | Number of Shares | \$ |
| Opening Balance | 8,430,000 | 8,430,000 | - | - |
| Shares Issued | 5,892,000 | 5,892,000 | 8,430,000 | 8,430,000 |
| Shares Redeemed | (3,650,000) | (3,650,000) | - | - |
| | 2,242,000 | 2,242,000 | 8,430,000 | 8,430,000 |
| Closing Balance | 10,672,000 | 10,672,000 | 8,430,000 | 8,430,000 |

16. Retained Earnings

| | Year to 31/03/2008 | Year to 31/03/2007 |
|---------------------------------|-----------------------------------|-----------------------------------|
| Opening Balance | 6,887,104 | 6,354,607 |
| Net Surplus for the Period | 806,904 | 585,152 |
| Dividends | (779,528) | (52,655) |
| Closing Balance | 6,914,480 | 6,887,104 |
| Dividends Paid per Share | \$0.068 cents per Share | \$0.062 cents per Share |

17. Revaluation Reserve - Property Plant & Equipment

| | | |
|--|-----------|---------|
| Balance at Beginning of the Period | 950,888 | 699,630 |
| Surplus on Revaluation of Land and Buildings | 55,274 | 256,824 |
| Deferred Tax on Revaluation | (5,552) | (5,566) |
| Balance at End of the Period | 1,000,610 | 950,888 |

18. Borrowings

| | Year to 31/03/2008 | Year to 31/03/2007 |
|------------------------------|-----------------------|-----------------------|
| Borrowings | | |
| Call Borrowings - Depositors | 27,047,084 | 28,627,055 |
| Term Borrowings - Depositors | 177,068,914 | 159,534,663 |
| ASB Funding Line | - | 2,000,000 |
| Total Borrowings | 204,115,998 | 190,161,718 |

All borrowings are unsecured.

| | 31/03/2008 | Weighted Average Interest Rate % | 31/03/2007 | Weighted Average Interest Rate % |
|---|--------------------|--|--------------------|--|
| Maturity Analysis Of Term And Current Borrowings | | | | |
| Borrowings at Call | 27,047,084 | 3.38 | 30,627,055 | 4.33 |
| Between 0 and 1 year | 169,923,367 | 8.55 | 149,811,890 | 7.49 |
| Between 1 and 2 years | 7,145,547 | 8.80 | 9,462,481 | 7.68 |
| Between 2 and 5 years | - | - | 260,292 | 6.60 |
| Total Borrowings | 204,115,998 | 7.87 | 190,161,718 | 6.98 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

19. Commitments And Contingent Liabilities

The Society has a commitment for loans approved but not yet paid at 31 March 2008 of \$5,286,751 (31 March 2007 for a total of \$10,728,218).

The Society has entered into property leases in Richmond, Motueka, Murchison, Westport and Greymouth for 3 years commencing 1 November 2006, 1 August 2005, 1 January 2007, 15 November 2004 and 1 May 2006 respectively, with right of renewal for a further 3 years at the conclusion of the current lease periods.

The Society also entered into certain motor vehicle leases.

Lease commitments under non-cancellable operating leases:

| | Year to 31/03/2008 | Year to 31/03/2007 |
|-----------------------|-----------------------|-----------------------|
| Less than 1 year | 157,515 | 206,277 |
| Between 1 and 2 years | 60,309 | 154,972 |
| Between 2 and 5 years | 24,151 | 68,417 |
| | 241,975 | 429,666 |

Sponsorship commitments beyond 31 March 2008 total \$7,500. (March 2007: \$27,000).

The Society had no contingent liabilities as at 31 March 2008. (2007: \$Nil).

The Society has no contractual capital commitments at 31 March 2008 (2007:nil).

20. Segmental Analysis

The Society operates in one industry and one geographical location: a building society within the Nelson and West Coast Region.

21. Fair Value

Disclosed below is the estimated fair value of the Society's financial instruments disclosed in terms of NZ IFRS 7 (Financial Instruments). For variable interest rate advances, the carrying amount is a reasonable estimate of fair value.

Methodologies

The methodologies and assumptions used when determining fair value depend on the terms and risk characteristics of the various instruments. The following methods have been used:

Cash and Cash Equivalents

Carrying amount is equivalent to fair value.

Investments

Investments are held to maturity and are valued at amortised cost. Fair value is determined in accordance with current market values.

Loans and Receivables

Carrying amounts are calculated using discounted cash flow methodology and available market interest rates.

Trade Debtors

Carrying amount is equivalent to fair value.

Borrowings

The fair value of demand deposits is the amount payable on demand at the reporting date. For other liabilities with maturities of less than 3 months the carrying amount is a reasonable estimate of fair value.

For liabilities with maturities of 3 months or longer, fair values have been based on quoted market prices, where such prices exist.

Otherwise, fair values have been estimated using the discounted cash flow approach by reference to rates currently offered for similar liabilities of similar remaining maturities.

Notes to the Financial Statements

For The Year Ended 31 March 2008

Trade Payables

Carrying amount is equivalent to fair value.

| Financial Assets | 31/03/2008 | | 31/03/2007 | |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|
| | Carrying Amount | Fair Value | Carrying Amount | Fair Value |
| Cash and Cash Equivalents | 21,255,017 | 21,255,017 | 17,312,101 | 17,312,101 |
| Investments | 3,535,522 | 3,460,355 | 4,580,592 | 4,538,669 |
| Loans and Receivables | 194,288,649 | 189,774,191 | 180,342,379 | 187,861,788 |
| Trade Receivables | 10,095 | 10,095 | 4,775 | 4,775 |
| Total Financial Assets | 219,089,283 | 214,499,658 | 202,239,847 | 209,717,333 |
| Financial Liabilities | | | | |
| Borrowings | 204,115,998 | 193,548,844 | 190,161,718 | 190,403,772 |
| Trade and Other Payables | 810,600 | 810,600 | 578,160 | 578,160 |
| Total Financial Liabilities | 204,926,599 | 194,359,444 | 190,739,878 | 190,981,932 |

22. Liquidity Risk

Liquidity risk is the risk that the Society will encounter difficulty in meeting commitments associated with its financial liabilities, e.g. call and term borrowings, and future commitments, e.g. loan draw-downs and guarantees. The Society manages its exposure to liquidity risk by maintaining sufficient liquid funds to meet its commitment based on historical and forecasted cash flow requirements.

The Society monitors its liquidity position on a daily basis.

The maturity profile of monetary assets and liabilities and loan commitments shows the undiscounted cash flows and has been prepared on the basis of the remaining period to contractual maturity as at balance date. The maturity profile of assets and liabilities presented below is not considered by the Society to be in any way indicative of future cash flows as a significant proportion of the Society's borrowings are renewed at maturity and therefore do not have a cash flow impact. In addition, all mortgage advances are repayable on demand, or repayable on three months notice of demand, at the Society's discretion. While the Society is not likely to call advances on demand the contractual maturity date is not indicative of future cash flows due to early repayments, further drawdowns and principal reductions.

To meet both expected and unexpected fluctuations in operating cash flows the Society maintains a stock of liquid investments which it considers from analysis of historical cashflows, forecast cash flows and the current composition of the Balance Sheet to be adequate.

Cash demands are usually met by realising liquid investments, drawing uncommitted lines and raising new deposits.

The Society's Trust Deed prescribes that liquid assets are to be maintained at a minimum of 15% of Total Tangible Assets less Reserves. The Society gained approval from the trustee to operate outside this limit for a short period during the September quarter while a new funding line was finalised.

Asset liquidity includes Cash and Cash Equivalents, Investments and Loans and Receivables.

The primary funding source for the Society comes from its members who reside in the Nelson and West Coast region.

Monetary Assets Receivable Matched Against Liabilities Payable as at 31 March 2008.

(The interest rate risk profile matches the liquidity risk profile)

| | Effective Interest | On Call Demand | Within 6 Months | 6 Months to 1 Year | 1 to 2 Years | Greater than 2 Years | Total Carrying Amount |
|------------------------------------|-----------------------|-------------------|--------------------|-----------------------|--------------------|-------------------------|--------------------------|
| Monetary Assets | | | | | | | |
| Cash & Cash Equivalents | 8.71% | 732,082 | 20,522,935 | - | - | - | 21,255,017 |
| Investments | 7.08% | - | 545,430 | 499,503 | 2,490,589 | - | 3,535,522 |
| Trade Receivables | | 10,095 | - | - | - | - | 10,095 |
| Personal Loans | 14.11% | 593,842 | - | - | - | - | 593,842 |
| Consumer Lending | 14.01% | - | 1,443,691 | 1,414,417 | 2,637,916 | 2,654,568 | 8,150,592 |
| Mortgage Advances | 9.83% | 21,053,396 | 10,247,933 | 6,333,360 | 148,057,527 | - | 185,692,216 |
| Provision for Credit Impairment | | (148,000) | - | - | - | - | (148,000) |
| | | 22,241,415 | 32,759,989 | 8,247,280 | 153,186,032 | 2,654,568 | 219,089,284 |
| Interest | | - | 6,183,158 | 4,554,564 | 3,710,476 | 270,400 | 14,718,598 |
| Total Monetary Assets | | 22,241,415 | 38,943,147 | 12,801,844 | 156,896,508 | 2,924,968 | 233,807,882 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

| | Effective Interest Rate% | On Call Demand | Within 6 Months | 6 Months to 1 Year | 1 to 2 Years | Greater than 2 Years | Total Carrying Amount |
|---|-----------------------------|---------------------|--------------------|-----------------------|--------------------|-------------------------|--------------------------|
| Monetary Liabilities | | | | | | | |
| Borrowings | 7.87% | 27,047,084 | 42,291,654 | 127,631,713 | 7,145,547 | - | 204,115,998 |
| Trade and Other Payables | | 810,600 | - | - | - | - | 810,600 |
| Employee Entitlements | | 125,371 | - | - | - | - | 125,371 |
| Current Tax Liabilities | | - | 192,553 | - | - | - | 192,553 |
| | | 27,983,055 | 42,484,207 | 127,631,713 | 7,145,547 | - | 205,244,522 |
| Interest | | - | 5,570,612 | 4,299,105 | 778,241 | - | 10,647,958 |
| Total Monetary Liabilities | | 27,983,055 | 48,054,819 | 131,930,818 | 7,923,788 | - | 215,892,480 |
| Net Monetary Assets/ (Liabilities) | | | | | | | |
| | | (5,741,640) | (9,111,672) | (119,128,974) | 148,972,720 | 2,924,968 | 17,915,402 |
| Unrecognised Loan Commitments | | | | | | | |
| | | 5,286,751 | - | - | - | - | 5,286,751 |
| Net Liquidity Gap | | (11,028,391) | (9,111,672) | (119,128,974) | 148,972,720 | 2,924,968 | 12,628,651 |

Monetary Assets Receivable Matched Against Liabilities Payable as at 31 March 2007

| | Effective Interest Rate% | On Call Demand | Within 6 Months | 6 Months to 1 Year | 1 to 2 Years | Greater than 2 Years | Total Carrying Amount |
|---|-----------------------------|---------------------|--------------------|-----------------------|--------------------|-------------------------|--------------------------|
| Monetary Assets | | | | | | | |
| Cash & Cash Equivalents | 7.65% | 2,225,493 | 15,086,608 | - | - | - | 17,312,101 |
| Investments | 6.64% | - | 2,574,492 | - | 999,053 | 1,007,047 | 4,580,592 |
| Trade Receivables | | 4,775 | - | - | - | - | 4,775 |
| Personal Loans | 13.93% | 461,669 | - | - | - | - | 461,669 |
| Consumer Lending | 13.47% | - | 1,410,949 | 1,318,887 | 2,072,220 | 1,894,830 | 6,696,886 |
| Mortgage Advances | 9.32% | 9,667,426 | 8,487,068 | 10,634,778 | 144,542,551 | - | 173,331,823 |
| Provision for Credit Impairment | | (148,000) | - | - | - | - | (148,000) |
| | | 12,211,363 | 27,559,117 | 11,953,665 | 147,613,824 | 2,901,877 | 202,239,846 |
| Interest | | - | 5,539,018 | 4,274,442 | 36,935,455 | 35,700 | 46,784,615 |
| Total Monetary Assets | | 12,211,363 | 33,098,135 | 16,228,107 | 184,549,279 | 2,937,577 | 249,024,461 |
| Monetary Liabilities | | | | | | | |
| Borrowings | 6.98% | 28,627,055 | 25,474,587 | 124,337,303 | 9,462,481 | 260,292 | 188,161,718 |
| ASB Bank Funding Line | 9.56% | 2,000,000 | - | - | - | - | 2,000,000 |
| Trade and Other Payables | | 578,160 | - | - | - | - | 578,160 |
| Employee Entitlements | | 116,065 | - | - | - | - | 116,065 |
| Current Tax Liabilities | | - | 53,870 | - | - | - | 53,870 |
| | | 31,321,280 | 25,528,457 | 124,337,303 | 9,462,481 | 260,292 | 190,909,813 |
| Interest | | - | 458,835 | 3,580,186 | 988,340 | - | 5,027,361 |
| Total Monetary Liabilities | | 31,321,280 | 25,987,292 | 127,917,489 | 10,450,821 | 260,292 | 195,937,174 |
| Net Monetary Assets/ (Liabilities) | | | | | | | |
| | | (19,109,917) | 7,110,843 | (111,689,382) | 174,098,458 | 2,677,285 | 53,087,287 |
| Unrecognised Loan Commitments | | | | | | | |
| | | 10,728,218 | - | - | - | - | 10,728,218 |
| Net Liquidity Gap | | (29,838,135) | 7,110,843 | (111,689,382) | 174,098,458 | 2,677,285 | 42,359,069 |

Although the Society has the right to call up mortgage advances at any time no such demands have been made. No estimate of the amount likely to be received from an early repayment of advances has been included in these financial statements. While all financial assets/liabilities are at call the ability to liquidate a financial asset is ultimately constrained by the timeliness to realise the asset.

Notes to the Financial Statements

For The Year Ended 31 March 2008

Loans and Receivables

Table Mortgages with no minimum term: The principal balances are shown as "on demand" from the time of advance.

Credit Facility

Included in the definition of liquid assets are committed but undrawn funding lines. As at 31 March 2008, the Society had total committed funding lines with Registered Banks of \$10,000,000 (March 2007 \$10,000,000). \$4,000,000 is with ASB and \$6,000,000 with Westpac. Of these facilities \$nil (March 2007 \$2,000,000) were drawn down at 31 March 2008.

23. Credit Risk. Exposure

The nature of the Society's activities as a financial intermediary necessitates the Society dealing in financial instruments that contain an inherent element of credit risk. Credit exposure means the amount of the maximum loss that the Society could incur as a result of the counterparty to a contract failing to discharge its obligations, without taking into account the value of collateral, guarantees, indemnities, other support arrangements and any potential recoveries. The maximum amount of credit exposure is limited to the carrying amount of the financial assets disclosed in the balance sheet plus loans approved but undrawn. The Society's activities are conducted within the bounds of prudent and conservative banking practice.

Financial instruments which potentially subject the Society to credit risk are mortgages, personal loans, consumer lending, investments, bank and sundry debtors. The Society's Loans and Receivables are secured by first mortgage over residential and commercial properties. As a guideline the Society will lend up to 80% of a property's valuation by a registered valuer on a residential first mortgage and up to 60% on a commercial first mortgage. The Society invests in New Zealand Government Stock, deposits and bonds with New Zealand registered banks and listed companies. The Society has appointed Bancorp Treasury Services Ltd to manage its investments. The credit risk on loans and receivables are limited because most counter parties are banks and companies with high credit ratings assigned by international credit-rating agencies. Personal advances are generally secured by way of guarantee. Consumer lending advances are all secured by chattel security.

In the normal course of business, the Society incurs credit risk from debtors. The Society has a credit policy, which is used to manage its exposure to unsecured advances. There are no significant concentrations of credit risk in any of the above areas. The majority of the Society's funds are invested in residential mortgages. Over 90% of all Loans and Receivables are in the Nelson region. This concentration does not significantly increase the Society's credit exposure.

Concentrations of Credit Risk to Individual Counterparties and Bank Counterparties

The table below shows the numbers of bank counterparties or groups of closely related counterparties of which a bank is a parent and individual counterparties (other than banks or groups of closely related counterparties of which a bank is parent) where the Society has large credit exposures. These have been disclosed in bands of 10% of the Society's equity at balance date.

| % of Equity % | 31/03/2008 | | 31/03/2007 | |
|---------------------|------------|-------|------------|-------|
| | Bank | Other | Bank | Other |
| 10-19 | - | 4 | - | 6 |
| 20-29 | - | 3 | - | - |
| 30-39 | - | - | - | - |
| 40-49 | 2 | - | 1 | - |
| 50-59 | - | - | - | - |
| 60-69 | - | - | 1 | - |

Credit Risk Profile by Category

The table below shows the level of lending by category. The Society has 4 major categories of lending: residential, commercial, personal lending and consumer finance.

| | Year to 31/03/2008 | Year to 31/03/2007 |
|------------------|-----------------------|-----------------------|
| Residential | 130,839,993 | 127,261,255 |
| Commercial | 54,777,221 | 45,995,569 |
| Personal Lending | 593,842 | 461,669 |
| Consumer Finance | 8,077,593 | 6,623,885 |
| | 194,288,649 | 180,342,378 |

The table below shows the level of lending by region.

| | Year to 31/03/2008 | Year to 31/03/2007 |
|------------|-----------------------|-----------------------|
| Nelson | 167,711,905 | 157,636,758 |
| West Coast | 26,428,744 | 22,705,620 |
| | 194,288,649 | 180,342,378 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

24. Interest Rate Risk

The Society's normal lending terms allow it to reset interest rates at thirty days notice.

Interest rates on "at call" loans and receivables can be reset immediately. Interest rates on term borrowings are all fixed until their respective maturity dates. Over 99% of the borrowings can be repriced within twelve months.

At 31 March 2008 there were 484 fixed rate borrowings totalling \$55,075,457 not reviewable within one year. (31 March 2007: 578 fixed rate borrowings totalling \$73,804,340).

25. Currency Risk

The Society is not exposed to currency risk.

26. Capital Adequacy

The Society is subject to minimum capital requirements of 5% as specified in its Trust Deed dated 20 December 1990. As at 31 March 2008 the capital ratio was 8.30% (31 March 2007:7.85%) This is calculated as Total Equity as a percentage of Total Assets.

Set out below are the Capital Ratios in relation to the above specified benchmarks.

Capital Adequacy Ratio Calculation

| Measurement of Equity | 31/03/2008 | 31/03/2007 |
|---|--------------------|--------------------|
| Share Capital | 10,672,000 | 8,430,000 |
| Retained Earnings | 6,914,480 | 6,887,104 |
| Revaluation Reserve | 1,000,610 | 950,888 |
| Total Equity | 18,587,090 | 16,267,992 |
| Total Assets | 224,054,328 | 207,315,529 |
| Capital Adequacy Ratio (Trust Deed Minimum 5%) | 8.30% | 7.85% |

The Society's policy is to maintain a strong capital base so as to maintain investor, creditor and customer confidence and to sustain future development of the business. The impact of the level of capital on shareholders return is also recognised and the Society recognises the need to maintain a balance between higher returns that might be possible with greater gearing and the advantages and security afforded by a sound capital position.

27. Related Parties

A number of transactions are entered into with related parties (including key management personnel¹) in the normal course of business. Details of these transactions are outlined below.

¹Key management personnel are defined as being Directors and Senior Management of the Society. The information relating to key management personnel disclosed below includes transactions with those individuals, their close family members and their controlled entities.

(a) Loans and Advances to Related Parties

| | Directors and Other Key Management Personnel | |
|---|--|-----------------------|
| | Year to 31/03/2008 | Year to 31/03/2007 |
| Loans and advances outstanding at beginning of period | 1,287,841 | 722,159 |
| Net loans issued/(repaid) during the period | (182,411) | 565,682 |
| Loans and advances outstanding at end of period | 1,105,430 | 1,287,841 |

No provisions have been recognised in respect of loans given to related parties. There were no debts with any of the above parties written off or forgiven during the year ended March 2008 (March 2007 \$nil).

(b) Deposits from Related Parties

| | Directors and Other Key Management Personnel | |
|--|--|-----------------------|
| | Year to 31/03/2008 | Year to 31/03/2007 |
| Deposits at beginning of period | 453,152 | 302,468 |
| Net deposits received/(repaid) during the period | 30,055 | 150,684 |
| Deposits at end of period | 483,207 | 453,152 |

The above deposits are unsecured and are repayable on demand.

(c) Key management compensation

Details of remuneration paid or payable to the Directors and other key management personnel are outlined in Note 1.

Loans and advances with non-executive key management personnel of the Society are made in the ordinary course of business on commercial terms and conditions. Loans and advances with executive key management personnel of the Society are made either:

- on normal terms and conditions; or
- on terms and conditions which apply to other employees in the Society

All loans made to key management personnel have been made in accordance with the Society's lending policies.

Notes to the Financial Statements

For The Year Ended 31 March 2008

28. Sensitivity Analysis

In managing interest rate risk the Society aims to reduce the impact of short term fluctuations. Over the long term, however, permanent changes in interest rates will have an impact on profit. At 31st March 2008 it is estimated that a general increase of one percentage point in interest rates would increase the Society's profit before income tax by \$193,736 (2007:\$71,630).

A decrease in interest rates would have the opposite impact on profit than that described above.

29. Explanation of Transition to NZ IFRS

The Society has prepared these financial statements using the New Zealand Standards that are equivalent to International Financial Reporting Standards ('NZ IFRS'). As these financial statements are for the first year reported in accordance with IFRS pages 32 and 36 provide explanations of how transition from previous New Zealand generally accepted accounting principles ('previous GAAP') to NZ IFRS has affected previously reported financial position, financial performance and cash flows.

The Society changed its accounting policies on 1 April 2007 to comply with NZ IFRS. The transition to NZ IFRS is accounted for in accordance with NZ IFRS-1 'First-time Adoption of New Zealand Equivalents to International Financial Reporting Standards', with 1 April 2006 as the transition date.

NZ IFRS adjustments with effect from 1 April 2006

(a) Fee Revenue

Initial reduction in retained earnings; Some impact on future earnings

Under NZ IAS-18: 'Revenue', certain service type fees (such as administration fees) which had been recognised when billed, have been deferred and amortised over the period of service. Further, under NZ IAS-39: 'Financial Instruments: Recognition and Measurement', certain fee income (such as loan approval fees) integral to the yield of an originated financial instrument (such as loans and receivables measured at amortised cost), net of any direct incremental costs, will be capitalised as part of the amortised cost of the item and deferred over the expected life of the financial instrument using the effective interest method.

On 1 April 2006, certain fees that had previously been recognised in the Income Statement, are deferred and recognised against net loans and receivables in the Balance Sheet with a corresponding reduction to retained earnings. The impact was a reduction to opening retained earnings at 1 April 2006 of \$23,505 (post tax) with a corresponding decrease to Loans and Receivables of \$35,082 and an increase to deferred tax assets of \$11,577. The impact of this change on the Income Statement for the period ended 31 March 2007 is a decrease to net surplus of \$40,065 post tax with a corresponding decrease in Loans and Receivables at 31 March 2007 of \$40,065 and a decrease in deferred tax liability at 31 March 2007 of \$24,798. The ongoing impact of this change on the Income Statement for the Society is not expected to be material. However, there will be an increase in interest income offset by a reduction in fee income and a reclassification of certain assets and liabilities.

(b) Employee Benefits

Impact on retained earnings; immaterial impact on future earnings

Under previous GAAP employee entitlements to salaries and wages, annual leave, long service leave, and other benefits are recognised when they accrue to employees and are fully vested. Under NZ IFRS accrued leave is recognised on an actuarial basis over the period of service.

For the Society this resulted in an increase to Holiday Pay and Sick Leave liabilities at 1 April 2006 of \$55,037 to \$101,080 together with a corresponding decrease to retained earnings. As at 31 March 2007 the Holiday Pay and Sick Leave liability was adjusted upwards to \$116,065 resulting in a decrease to retained earnings of \$28,184 with a corresponding decrease to operating expenses.

(c) Property, Plant and Equipment and Intangible Assets

No impact on earnings; Reclassification only

On transition to NZ IFRS capitalised software assets have been reclassified from Property, Plant and Equipment to a separately identifiable intangible asset. For the Society this resulted in a reclassification of \$587,956 at 1 April 2006 and a further \$(226,206) as at 31 March 2007. On transition to NZ IFRS all temporary tax differences on building revaluation are now recognised. For the Society this resulted in a temporary difference of \$103,534. There is no impact on the Income Statement.

(d) Investments - Cash & Bank

No impact on earnings; Reclassification only

On transition to NZ IFRS term bank deposits have been reclassified from Investments to bank & cash on hand. For the Society this resulted in a reclassification of \$4,530,549 at 1 April 2006 and a further \$10,556,059 as at 31 March 2007. There is no impact on the Income Statement.

Reconciliations from previous GAAP to NZ IFRS

The tables that follow contain reconciliations from previous GAAP to NZ IFRS in accordance with NZ IFRS 1. The NZ IFRS adjustment column is referenced to detailed discussion of the changes under NZ IFRS.

| | | Page |
|--------------------|--------------------------|------|
| Income Statement | Year ended 31 March 2007 | 32 |
| Balance Sheet | As at 1 April 2006 | 33 |
| | As at 31 March 2007 | 34 |
| Cashflow Statement | Year ended 31 March 2007 | 35 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

29. Explanation of Transition to NZ IFRS (continued)

Reconciliation of Income Statement for the year ended 31 March 2007

| | Previous GAAP | Deferred Fee Revenue (note a) | Employee Benefits (note b) | Reclassification of Assets (note c & d) | Total IFRS Adjustemnts | NZ IFRS |
|--|-------------------|-------------------------------------|----------------------------------|---|---------------------------|-------------------|
| Income | | | | | | |
| Income Received From: | | | | | | |
| Mortgages & Personal Loans | 14,504,083 | - | - | - | - | 14,504,083 |
| Consumer Lending | 936,733 | - | - | - | - | 936,733 |
| Bank Deposits, Investments & Debentures | 1,790,914 | - | - | - | - | 1,790,914 |
| Other Interest | 4,970 | - | - | - | - | 4,970 |
| Interest Income | 17,236,700 | - | - | - | - | 17,236,700 |
| Deduct Finance Costs | | | | | | |
| Interest incurred on: | | | | | | |
| Term and Call Deposits | 13,012,481 | - | - | - | - | 13,012,481 |
| Other Borrowings | 241,208 | - | - | - | - | 241,208 |
| Commission on: | | | | | | |
| Consumer Lending | 266,783 | - | - | - | - | 266,783 |
| | 13,520,472 | - | - | - | - | 13,520,472 |
| Net Interest Income | 3,716,228 | - | - | - | - | 3,716,228 |
| Add - Other Income | | | | | | |
| Bad Debts Recovered | 9,602 | - | - | - | - | 9,602 |
| Commission | 48,235 | - | - | - | - | 48,235 |
| Establishment Fees | 294,474 | (40,065) | - | - | (40,065) | 254,409 |
| Consumer Lending Fees | 84,445 | - | - | - | - | 84,445 |
| Other Income | 462,116 | - | - | - | - | 462,116 |
| Rental Income on Investment Property | 202,089 | - | - | - | - | 202,089 |
| Rental Expense on Investment Property | (868) | - | - | - | - | (868) |
| | 1,100,093 | (40,065) | - | - | (40,065) | 1,060,028 |
| Operating Income | 4,816,321 | (40,065) | - | - | (40,065) | 4,776,256 |
| Deduct Overhead expenses | | | | | | |
| Auditors - Audit Fees | 43,875 | - | - | - | - | 43,875 |
| - Other Services | 44,942 | - | - | - | - | 44,942 |
| - Prospectus Review | 8,200 | - | - | - | - | 8,200 |
| Administration Expenses | 3,041,983 | - | (12,972) | - | (12,972) | 3,029,011 |
| Amortisation & Depreciation | 402,256 | - | - | - | - | 402,256 |
| Bad Debts | 13,110 | - | - | - | - | 13,110 |
| Directors Fees | 74,026 | - | - | - | - | 74,026 |
| Operating Lease Costs | 221,420 | - | - | - | - | 221,420 |
| Provision for Credit Impairment | 144,000 | - | - | - | - | 144,000 |
| Sponsorship | 129,224 | - | - | - | - | 129,224 |
| Total Expenses | 4,123,036 | - | (12,972) | - | (12,972) | 4,110,064 |
| Operating Surplus | 693,285 | (40,065) | 12,972 | - | (27,093) | 666,192 |
| Add Revaluation of Investment Property | 238,995 | - | - | - | - | 238,995 |
| Deduct Loss on Sale of Investment Property | 96,676 | - | - | - | - | 96,676 |
| Surplus Before Taxation | 835,604 | (40,065) | 12,972 | - | (27,093) | 808,511 |
| Taxation | 232,299 | (13,221) | 4,281 | - | (8,941) | 223,359 |
| Net Surplus For The Year | 603,305 | (26,844) | 8,691 | - | (18,152) | 585,152 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

29. Explanation of Transition to NZ IFRS (continued)

Reconciliation of Balance Sheet as at 1 April 2006

| | Previous GAAP | Deferred Fee Revenue (note a) | Employee Benefits (note b) | Reclassification of Assets (note c & d) | Total IFRS Adjustemnts | NZ IFRS |
|---|--------------------|-------------------------------------|----------------------------------|---|---------------------------|--------------------|
| Assets | | | | | | |
| Cash and Cash Equivalents | 13,186,469 | - | - | 4,530,549 | 4,530,549 | 17,717,018 |
| Debtors | 4,360 | - | - | - | - | 4,360 |
| Prepayments | 389,659 | - | - | - | - | 389,659 |
| Investments | 9,182,882 | - | - | (4,530,549) | (4,530,549) | 4,652,333 |
| Loans and Receivables | | | | | | |
| Mortgages | 155,421,771 | (35,082) | - | - | (35,082) | 155,386,689 |
| Personal Loans | 259,865 | - | - | - | - | 259,865 |
| Consumer Lending | 6,203,235 | - | - | - | - | 6,203,235 |
| Less Provision for Credit Impairment | (267,090) | - | - | - | - | (267,090) |
| Property | | | | | | |
| Investment Properties | 1,700,000 | - | - | - | - | 1,700,000 |
| Property Plant & Equipment | 2,687,756 | - | - | (587,956) | (587,956) | 2,099,800 |
| Property Intended for Sale | 2,530,000 | - | - | - | - | 2,530,000 |
| Intangible Assets | | | | | | |
| Software | - | - | - | 587,956 | 587,956 | 587,956 |
| | 191,298,907 | (35,082) | - | - | (35,082) | 191,263,825 |
| Liabilities | | | | | | |
| Borrowings | 183,504,024 | - | - | - | - | 183,504,024 |
| Employee Entitlements | 46,043 | - | 55,037 | - | 55,037 | 101,080 |
| Trade and Other Payables | 317,781 | - | - | - | - | 317,781 |
| Current Tax Liabilities | 70,829 | (11,577) | (18,162) | - | (29,739) | 41,090 |
| Deferred Taxation | 245,613 | - | - | - | - | 245,613 |
| | 184,184,290 | (11,577) | 36,875 | - | 25,298 | 184,209,588 |
| Net Assets | 7,114,617 | (23,505) | (36,875) | - | (60,380) | 7,054,237 |
| Equity | | | | | | |
| Share Capital | | | | | | |
| Reserve Fund | 6,311,453 | (23,505) | (36,875) | 103,534 | 43,154 | 6,354,607 |
| Revaluation Reserve | 803,164 | - | - | (103,534) | (103,534) | 699,630 |
| Attributable to Members of the Society | 7,114,617 | (23,505) | (36,875) | - | (60,380) | 7,054,237 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

29. Explanation of Transition to NZ IFRS (continued)

Reconciliation of Balance Sheet as at 31 March 2007

| | Previous GAAP | Deferred Fee Revenue (note a) | Employee Benefits (note b) | Reclassification of Assets (note c & d) | Total IFRS Adjustments | NZ IFRS |
|---|--------------------|-------------------------------------|----------------------------------|---|---------------------------|--------------------|
| Assets | | | | | | |
| Cash and Cash Equivalents | 2,225,493 | - | - | 15,086,608 | 15,086,608 | 17,312,101 |
| Debtors | 4,775 | - | - | - | - | 4,775 |
| Prepayments | 306,605 | - | - | - | - | 306,605 |
| Investments | 19,667,200 | - | - | (15,086,608) | (15,086,608) | 4,580,592 |
| Loans and Receivables | | | | | | |
| Mortgages | 173,406,970 | (75,147) | - | - | (75,147) | 173,331,823 |
| Personal Loans | 461,669 | - | - | - | - | 461,669 |
| Consumer Lending | 6,696,886 | - | - | - | - | 6,696,886 |
| Less Provision for Doubtful Debts | (148,000) | - | - | - | - | (148,000) |
| Property | | | | | | |
| Investment Properties | 1,940,000 | - | - | - | - | 1,940,000 |
| Property Plant & Equipment | 2,829,078 | - | - | (361,750) | (361,750) | 2,467,328 |
| Intangible Assets | | | | | | |
| Software | - | - | - | 361,750 | 361,750 | 361,750 |
| | 207,390,676 | (75,147) | - | - | (75,147) | 207,315,529 |
| | - | - | - | - | - | - |
| Liabilities | | | | | | |
| Borrowings | 190,161,718 | - | - | - | - | 190,161,718 |
| Employee Entitlements | 74,000 | - | 42,064 | - | 42,064 | 116,064 |
| Trade and Other Payables | 578,160 | - | - | - | - | 578,160 |
| Current Tax Liabilities | 53,870 | - | - | - | - | 53,870 |
| Deferred Taxation | 176,404 | (24,798) | (13,881) | - | (38,679) | 137,725 |
| | 191,044,152 | (24,798) | 28,183 | - | 3,385 | 191,047,537 |
| Net Assets | 16,346,524 | (50,349) | (28,183) | - | (78,532) | 16,267,992 |
| Equity | | | | | | |
| Share Capital | 8,430,000 | - | - | - | - | 8,430,000 |
| Reserve Fund | 6,862,102 | (50,349) | (28,183) | 103,534 | 25,002 | 6,887,104 |
| Revaluation Reserve | 1,054,422 | - | - | (103,534) | (103,534) | 950,888 |
| Attributable to Members of the Society | 16,346,524 | (50,349) | (28,183) | - | (78,532) | 16,267,992 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

29. Explanation of Transition to NZ IFRS (continued)

Reconciliation of Cash Flows for the year ended 31 March 2007

| | Previous GAAP | Effect of Transition to NZ IFRS | NZ IFRS |
|--|---------------------|---------------------------------------|---------------------|
| Cash Flows From Operating Activities | | | |
| Cash was provided from: | | | |
| Interest Received | 17,036,851 | 32,382 | 17,069,233 |
| Fees, Rents and Commissions | 1,100,960 | - | 1,100,960 |
| | 18,137,811 | 32,382 | 18,170,193 |
| Cash was disbursed to: | | | |
| Interest paid | (13,202,383) | - | (13,202,383) |
| Operating Expenses | (3,668,569) | - | (3,668,569) |
| Taxation Paid | (324,032) | - | (324,032) |
| | (17,194,984) | - | (17,194,984) |
| Net Cash Flows From Operating Activities before changes in Operating Assets | 942,827 | 32,382 | 975,209 |
| Increase in Loans and Receivables: Advances | - | 74,582,625 | 74,582,625 |
| Decrease in Loans and Receivables: Repayments | - | (93,263,279) | (93,263,279) |
| Net Cash Flows From Operating Activities | 942,827 | (18,648,272) | (17,705,445) |
| Cash Flows From Investing Activities | | | |
| Cash was provided from: | | | |
| Net (Increase)/Decrease in Investments | 297,329 | - | 297,329 |
| Sale of Property held for Resale | 2,433,324 | - | 2,433,324 |
| | 2,730,653 | - | 2,730,653 |
| Cash was Disbursed to: | | | |
| Net increases in Advances | (18,680,654) | 18,680,654 | - |
| Net Increase in investments | (10,481,752) | 10,483,036 | 1,284 |
| Purchase of Property, Plant & Equipment | (271,109) | - | (271,109) |
| Purchase of Intangibles | (16,650) | - | (16,650) |
| | (29,450,165) | 29,163,690 | (286,475) |
| Net Cash Flows used in Investing Activities | (26,719,512) | 29,163,690 | 2,444,178 |
| Cash Flows From Financing Activities | | | |
| Cash was provided from: | | | |
| Net Increase in Borrowings | 6,390,181 | - | 6,390,181 |
| Issue of Shares | 8,430,000 | - | 8,430,000 |
| | 14,820,181 | - | 14,820,181 |
| Cash was disbursed to: | | | |
| Dividends Paid | (4,472) | - | (4,472) |
| Net Cash Flows From Financing Activities | 14,815,709 | - | 14,815,709 |
| Net Increase/(Decrease) in Cash Held | (10,960,976) | 29,196,072 | (445,558) |
| Add Opening Cash and Cash Equivalents | 13,186,469 | 4,571,191 | 17,757,659 |
| Closing Cash and Cash Equivalents | 2,225,493 | 33,767,263 | 17,312,101 |

Notes to the Financial Statements

For The Year Ended 31 March 2008

29. Explanation of Transition to NZ IFRS (continued)

The main NZ IFRS transition effects presented by the Society in its statement of cashflows for the year ended 31 March 2007, were:

- (1) Under NZ IFRS, the definition of cash and cash equivalents has been widened to include short-term, highly liquid investments that are readily convertible to cash. This includes short-term bank deposits with an original maturity of less than 90 days. Previously, bank deposits were classified as investments.
- (2) Advances made and repayments received on Loans and Advances are reclassified from Investing Activities to Operating Activities.



Moving forward while celebrating the past is the vision for NBS.

We have a modern look that shows our contemporary side while also acknowledging our respect for good, old-fashioned values. We believe in continuing those principles that helped NBS to become a success way back in those gold-rush days of the 1860's. Not that it's anything new. We've been doing it for well over a hundred years now and it seems to be something that our customers can relate to – because the things that really matter to people, like trust, friendliness, performance and dependability, never go out of fashion.



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