



# ANNUAL REPORT 2019

**HOTEL PROPERTY INVESTMENTS**



Front cover: Chancellors Tavern  
Page 2: The Regatta Hotel

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# DIRECTORS' REPORT



Cleveland Sands Hotel

## INTRODUCTION

The Directors of Hotel Property Investments Limited as Responsible Entity (the "Responsible Entity") for the Hotel Property Investments Trust ("the Trust") present the consolidated financial report of Hotel Property Investments Trust, Hotel Property Investments Limited ("the Company") and their controlled entities (together "the HPI Group") for the year ended 30 June 2019.

The units in the Trust and the shares in the Company are stapled and cannot be traded or dealt with separately.

The Responsible Entity is incorporated and domiciled in Australia. The registered office of the Responsible Entity is Suite 2, Level 17, IBM Centre, 60 City Road, Southbank, Victoria, 3006.

## CORPORATE GOVERNANCE

A copy of HPI Group's Corporate Governance Statement is available on HPI Group's website at [www.hpitrust.com.au/cms/corporate\\_governance](http://www.hpitrust.com.au/cms/corporate_governance)

## DIRECTORS AND OFFICERS

The members of the Board of Directors and the Officers of the Company in office during the year and since the end of the year are listed on the following pages.

### MICHAEL TILLEY

#### INDEPENDENT NON-EXECUTIVE CHAIRMAN

**Appointed 19 November 2013**

Michael Tilley is a highly experienced executive having spent over 30 years advising and managing leading companies in financial services, life insurance and funds management in Australasia. He has served as Managing Director and Chief Executive Officer of Challenger Financial Services, Chairman and Chief Executive Officer of Merrill Lynch Australasia, and as a partner at Deloitte Touche Tohmatsu.

Michael was a non-executive Director at Orica Ltd from November 2003 until January 2014 where he was the Chairman of Orica's Safety, Health & Environment Committee and a member of the Audit and Risk and Corporate Governance and Nominations Committees. Michael is a former member of the Takeovers Panel and has previously served as a non-executive Director of Incitec Ltd.

Michael was appointed non-executive Chairman of Tubi Limited in June 2013.

He holds a Post Graduate Diploma in Business Administration from Swinburne University and is a Fellow of The Australian Institute of Company Directors.

### RAYMOND GUNSTON

#### INDEPENDENT NON-EXECUTIVE DIRECTOR

**Appointed 19 November 2013**

Raymond Gunston has over 30 years of corporate and financial services experience in the public and private sectors, specialising in finance, treasury, mergers and acquisitions, and accounting.

Raymond is currently a non-executive Director of Sigma Healthcare Limited, where he is also a member of the People and Remuneration Committee and Chairman of the Risk Management and Audit Committee.

He was formerly Chief Financial Officer of Tatts Group Limited and Director of many of the Tatts Group's subsidiary and associate companies and is currently General Manager – Infrastructure, Major Projects and Investment at the Australian Football League.

Raymond has a Bachelor of Commerce (Honours) from the University of Melbourne and a Diploma of Education. Raymond is a Fellow Certified Practising Accountant and a Graduate Member of the Australian Institute of Company Directors.

Raymond is Chairman of HPI Group's Board Audit and Risk Committee and the Responsible Entity Compliance Committee.

### LACHLAN EDWARDS

#### INDEPENDENT NON-EXECUTIVE DIRECTOR

**Appointed 19 November 2013**

Lachlan Edwards is the founder of the advisory business Faraday Associates, having been the Co-Head of the advisory businesses at Lazard in Australia from 2013 until June 2018. Lachlan has extensive experience in capital markets and has been a senior level advisor to Governments, boards, executive teams and creditors in Australia and Europe. He has previously held board positions including Director of NM Rothschild & Sons, a Governor of the English National Ballet in London, and Director at the University & Schools Club in Sydney.

Lachlan was a Managing Director of Goldman Sachs between 2006 and 2013 and was previously at Rothschild in both Sydney and London for 15 years.

Lachlan currently serves on the board of the Bell Shakespeare Company and as Chairman of the Turnaround Management Association in Australia.

Lachlan has a Bachelor of Economics degree from the University of Sydney and a Graduate Diploma in Applied Finance & Investments from the Securities Institute of Australia and is a Member of the Australian Institute of Company Directors.

Lachlan is a member of the HPI Group's Board Audit and Risk Committee and the Human Resources Committee.

## JOHN RUSSELL

### INDEPENDENT NON-EXECUTIVE DIRECTOR

**Appointed 23 May 2013**

John Russell is an experienced executive having worked across large and small public and private companies and multiple industries, including an extensive background in hospitality and gaming. He was most recently Chief Executive Officer of Redcape Group Limited and has enjoyed senior executive roles at Australian Leisure and Hospitality Group Limited (ALH) and Tabcorp Holdings Limited.

John joined Redcape Group from Customers Limited where he was Managing Director & Chief Executive Officer. Previously he was Chief Financial Officer of ALH and has served as General Manager Strategy & Operations at AWB Limited and Group General Manager Operations at Tabcorp.

John holds an Honours Degree in Economics and a Master of Business Administration from the University of Adelaide and is a Graduate Member of the Australian Institute of Company Directors.

John is the Chairman of HPI Group's Human Resources Committee.

## GISELLE COLLINS

### INDEPENDENT NON-EXECUTIVE CHAIRMAN

**Appointed 19 April 2017**

Giselle Collins is a company Director with significant executive experience in property, tourism and financial services.

Giselle has previously chaired the boards of Aon Superannuation Pty Ltd (as Trustee for Aon Master Trust), The Travelodge Hotel Group and the Heart Research Institute, and served on the boards of Big4 Holiday Parks and the Royal Australian Institute of Architects.

Giselle is currently Chairman of Darwin Hotel Pty Ltd, as nominee for Indigenous Business Australia. Giselle also sits on the boards of Generation Life Pty Ltd, subsidiary of ASX listed Generation Development Group Ltd and the Royal Botanic Gardens and Domain Trust board.

Giselle has a Bachelor of Economics degree from the University of Sydney and a Graduate Diploma in Applied Finance & Investments from the Securities Institute of Australia and is a Graduate Member of the Australian Institute of Company Directors.

Giselle is a member of HPI Group's Board Audit and Risk Committee and the Human Resources Committee.

## DON SMITH

### MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER

**Appointed 1 October 2018 as Managing Director and Chief Executive Officer**

Don Smith was appointed Managing Director and Chief Executive Officer of HPI in October 2018 and brings more than 20 years of property and funds management experience with listed and unlisted companies. Most recently, Don has been a member of the management team at OSK Property and prior to that held a range of roles at Vicinity Centres and Colonial First State.

Don is also a Board Member and Chairman of Melbourne Athenaeum Incorporated, a not-for-profit cultural institution.

Don holds a Bachelor of Applied Science – Planning and a Graduate Diploma – Banking and Finance.

## BLAIR STRIK

### CHIEF FINANCIAL OFFICER AND COMPANY SECRETARY

**Appointed 26 April 2017 as Chief Financial Officer and 19 May 2017 as Company Secretary**

Blair Strik joined HPI Group in April 2017 as Chief Financial Officer and has over 15 years' experience in the property industry, professional services and treasury. Prior to joining the HPI Group, Blair held senior finance positions with the Industry Superannuation Property Trust for over 9 years, building on experience from previous roles at Rio Tinto and KPMG.

Blair holds a Bachelor of Business from Swinburne University of Technology and is a member of Chartered Accountants in Australia and New Zealand.

## DAVID CHARLES

### MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER

**Retired 1 October 2018**

## PRINCIPAL ACTIVITIES

The principal activity of the HPI Group is real estate investment in the pub sector in Australia. There has been no significant change in the nature of the principal activity during the year.

## SIGNIFICANT CHANGES IN STATE OF AFFAIRS

There are no significant changes to the state of affairs of the HPI Group.

## DISTRIBUTIONS AND DIVIDENDS

For the year ended 30 June 2019 the HPI Group paid an interim distribution of 9.8 cents per stapled security for the half year ended 31 December 2018 and has declared a final income distribution of 10.1 cents per stapled security to be paid on 6 September 2019. The aggregate income distribution of 19.9 cents per security consists of 19.7 cents from trading operations and 0.2 cents from capital to ensure that the total distribution is the greater of the taxable income of the Trust or adjusted funds from operations.

No provisions for, or payments of dividends from The Company have been made during the year (2018: nil).

## MATTERS SUBSEQUENT TO THE END OF THE FINANCIAL YEAR

No item, transaction or event has occurred subsequent to 30 June 2019 that is likely in the opinion of the Directors of the Responsible Entity to significantly affect the operations of the HPI Group, the results of those operations, or the state of affairs of the HPI Group in future financial periods.

## REVIEW AND RESULTS OF OPERATIONS

The HPI Group is an Australian Real Estate Investment Trust ("AREIT") and listed on the Australian Securities Exchange. Its principal activity is real estate investment in the pub sector in Australia.

### CURRENT YEAR PERFORMANCE

The HPI Group recorded a total profit after tax for the year of \$49.2 million. Operating revenues and expenses included rental income from investment properties of \$46.8 million, property cost recoveries of \$4.3 million, property outgoing costs of \$7.3 million, other trust and management costs of \$3.8 million, and financing expenses of \$13.0 million. Additionally, there was a fair value gain on investment property of \$20.6 million and a realised gain on sale of The Wickham Hotel of \$1.6 million.

At 30 June 2019, the Investment Properties have been valued by Directors. In accordance with the HPI Group policy, Directors valuations have been determined by reference to the current net income, including allowance for contracted rental growth for each property and the specific circumstances of each property. Half of the 43 properties were independently valued in December 2018 and the remaining properties were independently valued in December 2017. Market capitalisation rates applied at 30 June 2019 remained constant at their previous independent valuation level. The current average capitalisation rate is 6.42%.

Adjusting profit after tax for fair value adjustments, non-cash finance costs and other minor items, the distributable earnings of the HPI Group were \$29.1 million. Adjusting further for maintenance capex of \$0.3 million the Adjusted Funds from Operations (AFFO) was \$28.8 million.

## FINANCIAL POSITION

At 30 June 2019 the HPI Group's net assets were \$426.9 million representing net assets per stapled security of \$2.93 (June 2018: \$2.79). Major assets and liabilities included investment property of \$708.5 million, borrowings of \$263.2 million and a provision for payment of distributions of \$14.7 million. During the period investment property values increased by \$8.3 million resulting mainly from fair value gains of \$20.6 million and capital additions of \$1.1 million partially offset by the sale of the Wickham Hotel with a fair value of \$12.0 million. Loans have decreased by \$12.7 million primarily due to sale of the Wickham Hotel.

At 30 June 2019, the HPI Group's total borrowing facilities of \$304.0 million were drawn to \$264.7 million, including \$230.0 million under the US Private Placement ("USPP") and \$34.7 million under the Common Terms Deed ("CTD") facility, of which \$130 million or 49.1% of drawn debt is on fixed interest terms. The CTD expiry has been extended from August 2020 to June 2024.

## RISK MANAGEMENT

The HPI Group's business of investing directly in freehold property exposes it to certain risks which the HPI Group actively monitors and seeks to manage. The Company's Board Audit and Risk Committee ("BARC") assists the Board in fulfilling its responsibilities relating to the oversight of the HPI Group's risk profile. During the period the BARC and the Company's Board reviewed and updated the Risk Management framework, including the risk matrix. Interest rate risk, market risk and regulatory risk are considered the key risks for the HPI Group.

Further material risks include credit availability, tenant credit risk, valuation risk, property liquidity risk, succession planning, and the possible adverse impacts of inflation. The Company's Board concluded that the material risks to which the HPI Group is exposed remain consistent with those previously identified, and continues to maintain a level of fixed rate debt or interest rate hedging to mitigate interest rate risk, and to continually monitor the Queensland regulatory environment.

## BUSINESS STRATEGIES AND PROSPECTS

The HPI Group's key financial goal is to improve cash distributions to stapled security holders whilst maintaining the key attributes of the HPI Group business. Distribution growth may be achieved organically from contracted annual rent increases across the portfolio and by prudent management of financing charges, management fees and other costs of the Trust. Further distribution growth may arise from development opportunities undertaken on surplus land or with Queensland Venue Company (a joint venture between Coles Group and Australian Venue Company) ("QVC") as it pursues its retail liquor and hotels strategy, or through accretive acquisitions.

The HPI Group will continue to pursue acquisition opportunities which meet its investment criteria, namely that target properties be in good condition, in key regional or metropolitan locations with potential for long term growth, and leased to experienced tenants on favourable lease terms.

The HPI Group expects to improve the quality of its existing property portfolio by diligently managing those properties in co-operation with its tenants and trading out of lesser quality properties in the portfolio as markets create value opportunities over time.

## DISTRIBUTIONS

For the year ended 30 June 2019 the HPI Group will distribute 100% of its Taxable Income. Due to the sale of The Wickham Hotel, Taxable Income is greater than Adjusted Funds From Operations ("AFFO"), which is calculated as profit for the year adjusted for fair value movements, other one off and non-cash items, tax, and maintenance capital expenditure.

The following statement reconciles the profit after income tax to the AFFO and the distribution.

	2019 \$'000
<b>Profit after income tax for the year</b>	<b>49,238</b>
Plus/(Less): Adjustments for non-cash items	
Net fair value increments to investment properties	(20,617)
Straight line lease adjustment	1,410
Gain on sale of investment properties	(1,586)
Share-based payments expense	78
Non-cash finance costs	574
Income tax expense	13
<b>Total adjustments for non-cash items</b>	<b>(20,128)</b>
<b>Distributable earnings</b>	<b>29,110</b>
Less maintenance capital expenditure	(301)
<b>Adjusted funds from operations</b>	<b>28,809</b>
Taxable income adjustment	233
<b>Distribution provided for</b>	<b>29,042</b>

	2019 Cents
<b>Earnings and distribution per stapled security</b>	
Basic and diluted earnings	33.7
<b>Earnings available for distribution per security</b>	<b>19.7</b>
Interim distribution per security	9.8
Final distribution per security	10.1
<b>Total distribution per security</b>	<b>19.9</b>

## DIRECTORS' INFORMATION

### DIRECTORSHIPS OF LISTED ENTITIES WITHIN THE LAST THREE YEARS

The following Directors held directorships of other listed entities within the last three years and from the date appointed up to the date of this report unless otherwise stated:

Director	Directorships of listed entities	Type	Appointed	Resigned
Raymond Gunston	Sigma Healthcare Limited	Non-executive	July 2010	-
Michael Tilley	Tubi Limited <sup>1</sup>	Non-executive	June 2013	-

<sup>1</sup> Tubi Limited was listed on the Australian Stock Exchange in June 2019.

### SPECIAL RESPONSIBILITIES OF DIRECTORS

The following are the special responsibilities of each Director:

- Michael Tilley is Chairman of the Board
- Raymond Gunston is Chairman of the BARC and the Responsible Entity Compliance Committee ("RECC")
- John Russell is Chairman of the Human Resources Committee ("HRC")
- Lachlan Edwards and Giselle Collins are members of the BARC and HRC

### DIRECTORS' INTERESTS IN STAPLED SECURITIES

The following Directors and their associates held or currently hold the following stapled security interests in the HPI Group:

Name	Role	Number held at 1 July 2018	Net Movement	Number held at 30 June 2019
<b>Michael Tilley</b>	Independent non-executive Chairman	1,100,714	-	1,100,714
<b>Raymond Gunston</b>	Independent non-executive Director	125,714	-	125,714
<b>Lachlan Edwards</b>	Independent non-executive Director	172,510	-	172,510
<b>John Russell</b>	Independent non-executive Director	56,450	-	56,450
<b>Giselle Collins</b>	Independent non-executive Director	20,000	-	20,000
<b>Don Smith</b>	Managing Director & Chief Executive Officer	-	10,000	10,000

### MEETINGS OF DIRECTORS

The number of meetings of the Company's Board of Directors held and of each Board Committee held during the year ended 30 June 2019 and the number of meetings attended by each Director at the time the Director held office during the year were:

	Board		BARC		RECC		HRC	
	Eligible	Attended	Eligible	Attended	Eligible	Attended	Eligible	Attended
<b>Michael Tilley</b>	10	10	-	-	-	-	-	-
<b>Raymond Gunston</b>	10	10	4	4	4	4	-	-
<b>Lachlan Edwards</b>	10	10	4	4	-	-	2	2
<b>John Russell</b>	10	10	-	-	-	-	2	2
<b>Giselle Collins</b>	10	10	4	4	-	-	2	2
<b>David Charles</b>	2	2	-	-	-	-	-	-
<b>Don Smith</b>	8	8	-	-	-	-	-	-

## REMUNERATION REPORT – AUDITED

This report provides details on the remuneration structure, decisions and outcomes for the year ended 30 June 2019 for Key Management Personnel (“KMP”) of the HPI Group. KMP includes the non-executive directors, the Managing Director & Chief Executive Officer (“CEO”) and the Chief Financial Officer & Company Secretary (“CFO”).

### REMUNERATION GOVERNANCE

The remuneration arrangements for non-executive directors are distinct and separate from those for executives. The Board determines the fees payable to non-executive directors within the aggregate amount approved by Securityholders, currently set at a maximum of \$900,000 per annum, and which can only be increased by the passing of an ordinary resolution of Security holders.

The HRC assists the Board by recommending to the Board policies and practices which enable the HPI Group to attract, develop, retain and motivate high calibre directors and executives. The HRC reviews and makes recommendations on policies for remuneration, development, retention and termination of KMPs.

The Board appoints members to the HRC from time to time and reviews the composition of the HRC annually. The HRC consists of at least three directors and is comprised solely of non-executive directors with a majority being independent (including the Chairman).

The HRC facilitates a Board performance assessment and review annually, and makes recommendations to the Board on remuneration packages and policies applicable to KMPs.

The number of meetings held by the HRC and the members’ attendance is set out above.

### EXECUTIVE REMUNERATION PHILOSOPHY AND LINK TO BUSINESS STRATEGY OBJECTIVES

The Board’s overall objective is to ensure that executive remuneration is effective in attracting, motivating and retaining high calibre executives to allow the HPI Group to generate sustainable growth in value for Securityholders, and that in doing so reflects the Group’s risk culture and organisational values.

More specifically, the executive remuneration framework is intended to:

- Provide fair remuneration outcomes for executives having regard to relevant market remuneration levels and their ability, experience and contribution to the HPI Group’s sustainable long-term performance;
- Be sufficiently closely linked to the HPI Group’s sustained growth performance to provide alignment with the interests of Securityholders;
- Ensure that remuneration and remuneration outcomes are determined on a clear and transparent basis; and
- Take account of specific circumstances applying to the HPI Group to achieve the right balance between fixed and variable remuneration and the right timeframes and performance measures used to assess variable remuneration outcomes.

A mix of fixed and performance-related remuneration is provided to achieve these objectives. Under the current business model, the Board considers it appropriate that all performance-based rewards be provided through the equity-based long-term incentive plan (“LTI”), with no annual bonus or short-term incentive (“STI”). The weighting to fixed pay is reflective of the steady and predictable nature of HPI’s current business.

### SERVICES FROM REMUNERATION CONSULTANTS

No advice was sought from remuneration consultants by the HRC during the year.

### EXECUTIVE REMUNERATION STRATEGY AND STRUCTURE

#### FIXED REMUNERATION

Fixed remuneration is the guaranteed salary component for executives and includes superannuation. Fixed remuneration is set having regard to the employee’s responsibilities, experience, skills and performance, as well as to the external market and internal relativities.

The Board has set fixed remuneration at a level it believes is reasonable in relation to the market. The remuneration of the CEO and CFO was benchmarked against both comparable ASX-listed real estate investment trusts and similar sized ASX-listed general market companies.

#### VARIABLE REMUNERATION

Variable remuneration is intended to provide a link between total remuneration outcomes of KMPs and the HPI Group’s achieved performance reflecting, in particular, the value created for Securityholders.

The Board considered whether a short-term incentive should be included in executive remuneration and determined that the interests of Securityholders is currently best served if all of the performance-based remuneration are focused on longer-term outcomes. This determination was made given the nature of the current HPI business model, with its long-term leases and built-in annual rental adjustments, meaning that available financial performance metrics are largely too predictable for a STI based on such measures to provide a purposeful incentive.

The Board has therefore determined that 100% of executive variable remuneration be in the form of a LTI.

### PERFORMANCE - BASED REMUNERATION - HPI RIGHTS PLAN

Under the LTI Plan, participants receive annual grants of Rights over HPI Securities. Each Right may be exercised to provide one HPI Security if the performance conditions attached to that Right are satisfied and the executive remains employed with the HPI Group until the vesting outcomes have been determined. To further maximise the alignment of interests between executives and Securityholders, for the period between vesting and exercise of a Right, the Company will remunerate the executive an amount equivalent to the distributions paid on a Security over that same period for each Right that vests.

The Board has determined that HPI’s relative Total Shareholder Return (“TSR”), as assessed over 3-year performance periods, and in relation to a comparator group consisting of comparable ASX-listed real estate investment trusts will be the only performance metric used in the LTI plan. The comparator grouping is selected to align with the complexity, size and nature of operations of the Group.

To maximise alignment with the returns experienced by Securityholders, the Board has imposed a gateway requirement that the HPI Group’s TSR over each 3-year performance period be positive before any Rights are able to vest under the LTI plan. This ensures that Rights cannot vest to executives when Securityholders have lost value over a performance period, even where HPI’s relative TSR against the comparator group would otherwise result in some or all Rights vesting.

The number of Rights to be granted to executives under annual LTI grants is determined by dividing the annual LTI component of the executive’s remuneration by the weighted average closing price for HPI Securities over the 20 trading days following release of HPI’s audited statutory accounts for the prior financial year. No consideration is payable by executives to acquire or exercise Rights granted under the LTI plan. In the event of a capital reconstruction, the Board may adjust the rights attaching to Rights, including the number of Securities that may be acquired on exercise of the Rights on any basis it sees fit and at its absolute discretion. Rights expire on the earlier of five years after grant date (or the next business day) and the occurrence of any earlier lapsing or forfeiture event.



Rights granted under the LTI Plan will vest if the following vesting conditions are met:

- HPI's Total Shareholder Return (TSR) measured over the three years (the Performance Period) is positive;
- HPI's TSR measured over the Performance Period is ranked at or above the 50th percentile of the comparator group of ASX-listed real estate investment trusts; and
- The executive remains continuously employed by the Company from the Grant Date until the date on which the Board makes a determination as to whether the Vesting Conditions applicable to those Rights have been met.

The proportion of the Rights that vest will then be determined according to HPI's relative TSR percentile ranking against the comparator group companies over the Performance Period, as follows:

- Below the 50th percentile of the peer group: no Rights in the grant vest;
- At the 50th percentile of the peer group: 50% of the Rights in the grant vest;
- Between the 50th and 75th percentile of the peer group: Rights vest on a straight- line basis between 50% and 100%; and
- At or above the 75th percentile of the peer group: 100% of the Rights in the grant vest.

Rights will be forfeited if they do not vest or upon cessation of employment, except in the case where a participant ceases employment with the HPI Group for reasons including ill-health, total and permanent disability, death, redundancy, retirement or sale of the business, in which case unvested rights will vest pro rata according to the extent to which the relevant performance period has been completed at the date employment ceases, and having regard to the extent to which performance conditions have been achieved, as determined by the Board.

For participants whose employment are terminated by the HPI Group all rights, entitlements, and interests in any Rights, including vested but unexercised Rights will be forfeited. For participants leaving for any other reason the Board has the discretion to permit some or all of the unvested Rights held by an executive to vest.

Executives may only deal with Rights in accordance with the HPI Group's Securities Trading Policy and are not permitted to hedge or otherwise deal with Rights prior to vesting.

## EXECUTIVE SERVICE AGREEMENTS

The details of executive service agreements as at 30 June 2019 are:

Executive	CEO – Don Smith
<b>Contract Duration</b>	No fixed date
<b>Remuneration</b>	Fixed remuneration \$425,000 p.a. (including superannuation) LTI annual grant value \$200,000 p.a. delivered in Rights over Securities and based on performance and continued service
<b>Total Remuneration</b>	\$625,000 p.a. (68% fixed; 32% at-risk)
<b>Termination by Executive</b>	6 month notice
<b>Termination by Company for cause</b>	No notice
<b>Termination by Company (other circumstances)</b>	6 month notice
<b>Post - employment restraints</b>	6 month non-compete

Executive	CFO – Blair Strik
<b>Contract Duration</b>	No fixed date
<b>Remuneration</b>	Fixed remuneration \$325,000 p.a. (including superannuation) LTI annual grant value \$100,000 p.a. delivered in Rights over Securities and based on performance and continued service
<b>Total Remuneration</b>	\$425,000 p.a. (76% fixed; 24% at-risk)
<b>Termination by Executive</b>	3 month notice
<b>Termination by Company for cause</b>	No notice
<b>Termination by Company (other circumstances)</b>	3 month notice
<b>Post - employment restraints</b>	6 month non-compete

### DETAILS OF RIGHTS GRANTED TO EXECUTIVES

	Number of rights granted during the year ended 30 June 2019	Grant date	Fair value per right at grant date	Expiry date
<b>Don Smith</b>	63,333	19 December 2018	\$1.10	19 December 2023
<b>Blair Strik</b>	31,666	19 December 2018	\$1.10	19 December 2023

	Number of rights granted during the year ended 30 June 2018 <sup>1</sup>	Grant date	Fair value per right at grant date	Expiry date
<b>Blair Strik</b>	32,419	18 October 2017	\$1.40	18 October 2022

<sup>1</sup> Rights previously granted to David Charles under the LTI were forfeited in full upon retirement in October 2018.

## REMUNERATION OF THE COMPANY'S DIRECTORS

Board / Committee	Role	Fees per annum <sup>1</sup> \$
<b>Board</b>	Chairman	<sup>2</sup>
	Non-executive Director	75,000
<b>Board Audit and Risk Committee (BARC)</b>	Chairman	20,000
	Member	10,000
<b>Human Resources Committee (HRC)</b>	Chairman	10,000
	Member	2,500

<sup>1</sup> Fees are exclusive of superannuation.

<sup>2</sup> During the year the Chairman of the Company elected not to receive director's fees.

Directors of the Company may also be reimbursed for all reasonable travel and other expenses properly incurred in attending Board meetings or any meetings of committees of Directors of the Company, in attending general meetings of the Company, and otherwise in connection with the Company's business.

## CONSEQUENCES OF PERFORMANCE ON SHAREHOLDER WEALTH

The following indicators will be considered when assessing the HPI Group's performance and benefits for shareholder wealth.

	2019	2018	2017	2016	2015
Distributable profit (\$m)	28.8	28.6	28.6	26.7	23.8
Distributions paid or payable (\$m)	29.0	28.6	46.9	26.7	23.8
Distributions per stapled Security from trading operations (cents)	19.7	19.6	19.6	18.3	16.3
Distributions per stapled Security from trust capital (cents)	0.2	-	12.5	-	-
Change in share price (cents)	28.0	16.0	2.3	51.7	49.8
Total Securityholder return (percent)	15%	12%	11%	28%	34%

## KEY MANAGEMENT PERSONNEL TRANSACTIONS - AUDITED

### MOVEMENTS IN SECURITIES

The movement during the year in the number of Securities in Hotel Property Investments Limited held, directly, indirectly or beneficially, by each KMP, including their related parties, is as follows:

	Held at 1 July 2018	Received on exercise of options	Other changes*	Held at 30 June 2019
<b>Don Smith</b>	-	-	10,000	10,000
<b>Blair Strik</b>	1,000	-	-	1,000

\* Other changes represent shares that were purchased or sold during the year.

Details of non-executive directors' Security holdings are included under the heading "Directors' Information".

### MOVEMENTS IN OPTIONS AND RIGHTS

	Opening performance rights	Granted as remuneration	Forfeited / lapsed	Vested	Closing
<b>Don Smith</b>	-	63,333	-	-	63,333
<b>Blair Strik</b>	32,419	31,666	-	-	64,085
<b>David Charles</b>	129,944	-	(129,944)	-	-



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## DETAILS OF REMUNERATION

Details of the remuneration of the KMPs for the current year and the comparative year are set out in the following tables.

### REMUNERATION DETAILS 1 JULY 2018 TO 30 JUNE 2019

	Short term				Post-employment
	Salary & Fees	STI cash bonus	Non-monetary benefits	Total	Super-annuation benefits
	\$	\$	\$	\$	\$
<b>Independent non-executive Director</b>					
Michael Tilley (Chairman)	-	-	-	-	-
Raymond Gunston	95,000	-	-	95,000	9,025
Lachlan Edwards	87,500	-	-	87,500	8,313
John Russell	85,000	-	-	85,000	8,075
Giselle Collins	87,500	-	-	87,500	8,313
<b>CEO</b>					
Don Smith (Current)	300,000	-	-	300,000	18,750
David Charles (Former)	328,491 <sup>1</sup>	-	3,668	332,159	7,791
<b>CFO</b>					
Blair Strik	300,062	-	3,668	303,730	24,938
	<b>1,283,553</b>	<b>-</b>	<b>7,336<sup>2</sup></b>	<b>1,290,889</b>	<b>85,205</b>

1 Includes \$175,000 payment for past services rendered to HPI by David Charles.

2 Non-monetary benefits relate to car parking through November 2018.

3 Leave entitlements reflect long service leave and annual leave paid by HPI to David Charles upon retirement.

4 The value of option and rights reflects the amounts recognised in the consolidated statement of profit or loss and other comprehensive income at fair value for the year. Refer to the share-based payment accounting policy in note 3. Refer to note 22 for reversal of accumulated share-based payment expenses related to David Charles upon his retirement in October 2018.

5 Accumulated share-based payment expenses related to David Charles was reversed upon his retirement in October 2018. Refer note 22.

Leave entitlements	Termination benefits	Share-based payments	Total	Proportion of remuneration performance related	Value of options as proportion of remuneration
\$	\$	Options and rights \$	\$	%	%
-	-	-	-	-	-
-	-	-	104,025	-	-
-	-	-	95,813	-	-
-	-	-	93,075	-	-
-	-	-	95,813	-	-
-	-	14,536	333,286	-	4.4%
122,255 <sup>3</sup>	-	- <sup>5</sup>	462,205	-	-
-	-	23,917	352,585	-	6.8%
<b>122,255</b>	<b>-</b>	<b>38,453<sup>4</sup></b>	<b>1,536,802</b>	<b>-</b>	<b>-</b>

**REMUNERATION DETAILS 1 JULY 2017 TO 30 JUNE 2018**

	Short term				Post-employment
	Salary & Fees	STI cash bonus	Non-monetary benefits	Total	Super-annuation benefits
	\$	\$	\$	\$	\$
<b>Independent non-executive Director</b>					
Michael Tilley (Chairman)	-	-	-	-	-
Raymond Gunston	95,000	-	-	95,000	9,025
Lachlan Edwards	85,000	-	-	85,000	8,075
John Russell	74,174	-	-	74,174	7,038
Giselle Collins	85,000	-	-	85,000	8,075
<b>CEO</b>					
David Charles	404,951	-	8,475	413,426	20,049
<b>CFO</b>					
Blair Strik	248,701	-	8,475	257,176	20,049
	<b>992,826</b>	<b>-</b>	<b>16,950<sup>2</sup></b>	<b>1,009,776</b>	<b>72,311</b>

Other long term	Termination benefits	Share-based payments	Total	Proportion of remuneration performance related	Value of options as proportion of remuneration
\$	\$	Options and rights \$	\$	%	%
-	-	-	-	-	-
-	-	-	104,025	-	-
-	-	-	93,075	-	-
-	-	-	81,212	-	-
-	-	-	93,075	-	-
-	-	37,705	471,180	-	8.0%
-	-	11,997	289,222	-	4.0%
-	-	<b>49,702<sup>1</sup></b>	<b>1,131,789</b>	<b>-</b>	<b>-</b>

1 The value of option and rights reflects the amounts recognised in the consolidated statement of profit or loss and other comprehensive income at fair value for the year. Refer to the share-based payment accounting policy in note 3.

2 Non-monetary benefits relate to car parking

## INDEMNIFICATION AND INSURANCE OF OFFICERS AND AUDITORS

The Constitution of the Company provides that subject to and to the extent permitted by the *Corporations Act 2001*, the Company must indemnify or enter into and pay premiums on a contract insuring any current or former Officer of the Company and/or its Related Bodies Corporate against any liability incurred by that person in that capacity, including legal costs. The Company has agreed to indemnify the following current Non-executive directors of the Company; Michael Tilley, Raymond Gunston, Lachlan Edwards, John Russell and Giselle Collins.

During the financial year, the HPI Group paid an insurance premium of \$366,774 (2018: \$203,689) in respect of the Directors and Officers of the Company.

No insurance premiums were paid out of the HPI Group with regards to insurance cover for the auditors of the HPI Group. As long as the Directors and Officers of the Responsible Entity and its Compliance Committee act in accordance with the Constitution and Corporations Act, they remain indemnified out of the assets of the HPI Group against losses incurred while acting on behalf of the HPI Group. The auditors of the HPI Group are in no way indemnified out of the assets of the HPI Group.

## NON-AUDIT SERVICES

During the year KPMG, the HPI Group's auditor has performed certain other services in addition to the audit and review of the financial statements, including the audit of the scheme's compliance plan and the Australian Financial Services Licence ("AFSL") held by the Company.

The Company's Board has considered these services provided by the auditor as audit services and in accordance with advice provided by resolution of the BARC, is satisfied that the provision of those services by the auditor is compatible with, and did not compromise the auditor independence requirements of the Corporations Act 2001.

Details of the amounts paid or payable to the auditor of the HPI Group, KPMG for all services provided during the year are set out below.

	\$
Audit and review of financial statements	180,556
AFSL audit	9,513
Compliance Plan audit	9,931
<b>Total payable to KPMG</b>	<b>200,000</b>

## LIKELY DEVELOPMENTS

The HPI Group will continue to review the portfolio with a view to increasing distributions, whether by divesting assets and recycling the proceeds into higher returning assets, or by acquiring new assets at appropriate prices.

## LEAD AUDITOR'S INDEPENDENCE DECLARATION

A copy of the Lead auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 26 and forms part of the Directors' Report for the year ended 30 June 2019.

## ENVIRONMENTAL REGULATION

Whilst the HPI Group is not subject to significant environmental regulation in respect of its property activities, the Directors are satisfied that adequate systems are in place for the management of its environmental responsibility and compliance with the various license requirements and regulations. Further, the Directors are not aware of any material breaches of these requirements.

## ROUNDING OF AMOUNTS

The HPI Group is of a kind referred to in Instrument 2016/191 issued by the Australian Securities and Investments Commission, relating to the rounding of amounts in the directors' report and financial report. Amounts in the directors' report and financial report have been rounded off to the nearest one thousand dollars, in accordance with that Instrument, except where otherwise indicated.

Signed in accordance with a resolution of the Directors of Hotel Property Investments Limited.



**Michael Tilley**  
Director  
Melbourne

**Dated this 20th day of August 2019**



Everton Park Hotel

## AUDITOR'S INDEPENDENCE DECLARATION



### Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To the Directors of Hotel Property Investments Limited, being the responsible entity of the Hotel Property Investment Trust

I declare that, to the best of my knowledge and belief, in relation to the audit of Hotel Property Investments Limited, being the responsible entity for Hotel Property Investments Trust for the financial year ended 30 June 2019 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

  
KPMG



Rachel Milum  
Partner

Melbourne  
20 August 2019

KPMG, an Australian partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

Liability limited by a scheme approved under Professional Standards Legislation.

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

		2019	2018
	Note	\$'000	\$'000
<b>REVENUE</b>			
Rent from investment properties		46,847	46,117
Revenue from outgoings recovered		4,296	4,136
<b>Total revenue</b>		<b>51,143</b>	<b>50,253</b>
<b>Other income</b>			
Fair value adjustment to investment properties	13	20,617	21,172
Gain on sale of investment properties		1,586	-
Finance revenue		15	9
Sundry income		-	20
<b>Total other income</b>		<b>22,218</b>	<b>21,201</b>
<b>Total income from operating activities</b>		<b>73,361</b>	<b>71,454</b>
<b>OPERATING EXPENSES</b>			
Investment property outgoings and expenses		(7,293)	(6,687)
Other expenses	8	(3,787)	(3,124)
<b>Total expenses from operating activities</b>		<b>(11,080)</b>	<b>(9,811)</b>
<b>Profit from operating activities</b>		<b>62,281</b>	<b>61,643</b>
<b>Non-operating expenses</b>			
Realised loss on derivative financial instruments		-	(45)
Finance expenses	9	(13,030)	(13,204)
<b>Total non-operating expenses</b>		<b>(13,030)</b>	<b>(13,249)</b>
<b>Profit before tax</b>		<b>49,251</b>	<b>48,394</b>
Tax expense	14	(13)	(7)
Profit for the year		49,238	48,387
<b>Other comprehensive income</b>			
<b>Total comprehensive income</b>		<b>49,238</b>	<b>48,387</b>
<b>Profit/(loss) for the year attributable to:</b>			
Unitholders of the Trust		52,300	50,902
Shareholders of the Company		(3,062)	(2,515)
Total comprehensive income attributable to the stapled security holders of HPI		49,238	48,387
Basic and diluted earnings per security (cents)	24	33.74	33.15

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

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

		2019	2018
	Note	\$'000	\$'000
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	10	586	1,240
Trade and other receivables	11	369	353
Other current assets	12	404	299
<b>Total current assets</b>		<b>1,359</b>	<b>1,892</b>
<b>Non-current assets</b>			
Investment property	13	708,500	700,220
Plant and equipment		182	250
Deferred tax assets	14	84	93
<b>Total non-current assets</b>		<b>708,766</b>	<b>700,563</b>
<b>TOTAL ASSETS</b>		<b>710,125</b>	<b>702,455</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	15	5,149	5,615
Employee benefit liabilities	16	94	159
Provisions	19	14,740	14,302
<b>Total current liabilities</b>		<b>19,983</b>	<b>20,076</b>
<b>Non-current liabilities</b>			
Loans and borrowings	17	263,234	275,644
Employee benefit liabilities	16	1	7
<b>Total non-current liabilities</b>		<b>263,235</b>	<b>275,651</b>
<b>TOTAL LIABILITIES</b>		<b>283,218</b>	<b>295,727</b>
<b>NET ASSETS</b>		<b>426,907</b>	<b>406,728</b>
<b>EQUITY</b>			
Contributed equity	20	262,640	262,640
Retained earnings	21	164,708	144,512
Reserves	22	(441)	(424)
<b>TOTAL EQUITY</b>		<b>426,907</b>	<b>406,728</b>

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

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

		Contributed Equity	Retained Earnings	Reserves	Total Equity
	Note	\$'000	\$'000	\$'000	\$'000
<b>Balance at 1 July 2018</b>		<b>262,640</b>	<b>144,512</b>	<b>(424)</b>	<b>406,728</b>
<b>Total comprehensive income for the year</b>					
Profit for the year		-	49,238	-	49,238
<b>Total comprehensive income for the year</b>		<b>-</b>	<b>49,238</b>	<b>-</b>	<b>49,238</b>
<b>Transactions with owners in their capacity as owners recognised directly in equity</b>					
Distribution to stapled security holders	21	-	(14,302)	-	(14,302)
Provision for distribution to stapled security holders	21	-	(14,740)	-	(14,740)
Share-based payment transactions	22	-	-	(17)	(17)
<b>Total transactions with owners</b>		<b>-</b>	<b>(29,042)</b>	<b>(17)</b>	<b>(29,059)</b>
<b>Balance at 30 June 2019</b>		<b>262,640</b>	<b>164,708</b>	<b>(441)</b>	<b>426,907</b>
<b>Balance at 1 July 2017</b>					
		<b>262,640</b>	<b>124,729</b>	<b>(169)</b>	<b>387,200</b>
<b>Total comprehensive income for the year</b>					
Profit for the year		-	48,387	-	48,387
<b>Total comprehensive income for the year</b>		<b>-</b>	<b>48,387</b>	<b>-</b>	<b>48,387</b>
<b>Transactions with owners in their capacity as owners recognised directly in equity</b>					
Distribution to stapled security holders	21	-	(14,302)	-	(14,302)
Provision for distribution to stapled security holders	21	-	(14,302)	-	(14,302)
Share-based payment transactions	22	-	-	49	49
Purchase of Treasury shares	22	-	-	(304)	(304)
<b>Total transactions with owners</b>		<b>-</b>	<b>(28,604)</b>	<b>(255)</b>	<b>(28,859)</b>
<b>Balance at 30 June 2018</b>		<b>262,640</b>	<b>144,512</b>	<b>(424)</b>	<b>406,728</b>

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.

## CONSOLIDATED STATEMENT OF CASH FLOWS

		2019	2018
	Note	\$'000	\$'000
<b>Cash flows from operating activities</b>			
Rent and outgoings from investment properties		57,791	55,483
Payments to suppliers		(16,793)	(13,380)
Interest receipts		15	9
Income tax refunded/(paid)		35	(57)
Other income from investment properties		-	20
<b>Net cash from operating activities</b>	<b>31</b>	<b>41,048</b>	<b>42,075</b>
<b>Cash flows from investing activities</b>			
Payment for acquisition of investment properties		-	(20,243)
Proceeds from disposal of investment properties		14,000	-
Payment for additions to investment properties		(1,103)	(486)
Payment for plant and equipment additions		(10)	(3)
Payment for treasury shares		-	(304)
<b>Net cash from / (used in) investing activities</b>		<b>12,887</b>	<b>(21,036)</b>
<b>Cash flows from financing activities</b>			
Proceeds from borrowings		38,545	284,200
Repayments of borrowings		(51,280)	(262,750)
Payment of borrowing costs		(13,250)	(12,444)
Payment for swap termination		-	(1,180)
Payment of distributions		(28,604)	(28,760)
<b>Net cash used in financing activities</b>		<b>(54,589)</b>	<b>(20,934)</b>
<b>Net increase/(decrease) in cash held</b>		<b>(654)</b>	<b>105</b>
Cash and cash equivalents at the beginning of the year		1,240	1,135
<b>Cash and cash equivalents at the end of the year</b>	<b>10</b>	<b>586</b>	<b>1,240</b>

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS



Cleveland Sands Hotel



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## NOTE 1 REPORTING ENTITY

The consolidated financial report of Hotel Property Investments as at and for the year ended 30 June 2019 comprises Hotel Property Investments Trust (the "Trust"), Hotel Property Investments Limited (the "Company") and their controlled entities (together "the HPI Group"). The Trust is a registered managed investment scheme under the Corporations Act 2001. The Company is a company limited by shares under the Corporations Act 2001. The responsible entity of the Trust is Hotel Property Investments Limited (the "Responsible Entity").

The units of the Trust and the shares of the Company are stapled such that the units and shares cannot be traded separately.

The Trust is a limited life trust which terminates on 31 December 2061 unless it has been terminated prior to that date by the Responsible Entity under the provisions contained in the constitution.

As a result of the stapling of the Trust and the Company and the public quoting of the HPI Group on the Australian Securities Exchange (ASX) with new stapled security holders on 10 December 2013, the HPI Group has been determined to be a disclosing and reporting entity.

The principal activity of the HPI Group is real estate investment in the pub sector in Australia. There has been no significant change in the nature of the principal activity during the year.

In accordance with clause 5.1 of the Stapling Deed, the Trust and the Company each agree to provide financial accommodation to all members of the HPI Group.

The Trust is a for profit entity.

## NOTE 2 BASIS OF PREPARATION

### A. COMPLIANCE STATEMENT

The consolidated financial statements are general purpose financial statements which have been prepared in accordance with Australian Accounting Standards (AASBs) adopted by the Australian Accounting Standards Board (AASB) and the Corporations Act 2001. The consolidated financial report also complies with the International Financial Reporting Standards (IFRS) and the interpretations adopted by the International Accounting Standards Board (IASB).

### B. BASIS OF MEASUREMENT

The financial statements have been prepared on the historical cost basis, except for the following that are measured at fair value:

- investment property, including investment property held for sale at reporting date;
- share-based payment arrangements; and
- trade receivables

The methods used to measure fair values are discussed further within the relevant notes.

The consolidated financial report as at and for the year ended 30 June 2019 was approved by the Directors on 20 August 2019.

### C. FUNCTIONAL AND PRESENTATION CURRENCY

These financial statements are presented in Australian dollars, which is the HPI Group's functional currency.

The HPI Group is of a kind referred to in ASIC Corporations (Rounding in Financial/Director's Reports) Instrument 2016/191 and in accordance with that instrument, amounts in the financial report have been rounded off to the nearest thousand dollars, unless otherwise stated.

## D. USE OF ESTIMATES

In preparing these consolidated financial statements, management has made estimates and assumptions that affect the application of the Group's accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the year in which the estimate is revised and in any future periods affected.

### ESTIMATION UNCERTAINTIES

Information about estimation uncertainties and assumptions that have a significant risk of resulting in a material adjustment in the year ended 30 June 2019 are described in the following notes:

Note 4(a) and Note 14 - investment property

Note 3(l) and Note 31 - financial instruments

## E. WORKING CAPITAL

As at 30 June 2019, the HPI Group had an excess of current liabilities over current assets of \$18.6 million. Notwithstanding this the financial report has been prepared on a going concern basis as the Directors believe the HPI Group will continue to generate operating cash flows and has sufficient undrawn committed debt facilities to meet current liability obligations, and that the net current deficit does not impact the underlying going concern assumption applied in preparing these financial statements.



The Boatshed Restaurant at The Regatta Hotel

## NOTE 3 SIGNIFICANT ACCOUNTING POLICIES

### A. BASIS OF CONSOLIDATION

#### SUBSIDIARIES

Subsidiaries are entities controlled by the Trust or the Company. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

#### TRANSACTIONS ELIMINATED ON CONSOLIDATION

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

#### BUSINESS COMBINATIONS

Business combinations are accounted for by applying the acquisition method as at the acquisition date, which is the date on which control is transferred to the HPI Group. The HPI Group controls an entity when it is exposed to, or has rights to, variable returns through its power over the entity. The consideration transferred in the acquisition is generally measured at fair value, as are the identifiable net assets acquired. Any goodwill that arises is tested annually for impairment. Any gain on a bargain purchase price is recognised in profit or loss immediately. Transaction costs are expensed as incurred, except if related to the issue of debt or equity securities.

The accounting standards require that an acquirer is identified in a business combination. In a stapling transaction, judgement is applied to determine the acquirer as outlined in Note 6. Non-controlling interests are measured at their proportionate share of the acquiree's identifiable net assets at the acquisition date.

Changes in the HPI Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions.

### B. REVENUE RECOGNITION

Revenue is measured based on the consideration specified in a contract and when the HPI Group transfers control over a product or service to the customer. Revenue recognised but not received at balance date is recognised as a receivable. The following specific recognition criteria must also be met before revenue is recognised:

#### RENTAL INCOME

Rental income from operating leases is recognised on a straight-line basis for those leases with fixed annual rent increases. An asset is recognised to represent the portion of operating lease revenue in a reporting year relating to fixed increases in operating lease rentals in future periods. This receivable is considered to be a component of the relevant property investment carrying value.

#### FINANCE REVENUE

Interest revenue is recognised on an effective interest rate method as it accrues.

#### OUTGOINGS AND OTHER REVENUE

Outgoings recoverable from tenants and other revenue are recognised when the right to receive the revenue has been established.

## C. FINANCE INCOME AND FINANCE EXPENSES

Finance revenue comprises interest income on bank deposits.

Finance expenses comprise interest expense, amortised borrowing costs and write off of deferred borrowing costs and other costs associated with unused debt facilities.

Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognised in profit or loss using the effective interest method.

## D. TAX

Under current Australian income tax legislation, the Trust is not liable to income tax, provided:

- unit holders are presently entitled to all the Trust's income at each year end; and
- the Trust only invests in land primarily for deriving rental income or units that invest in land primarily for the purpose of deriving rental income.

The Company and its wholly owned subsidiaries are liable to corporate income tax, have formed a tax consolidated group and will be subject to tax at the current corporate income tax rate of 30% (2018: 30%)

The HPI Rights Plan Trust, a subsidiary of the Company, is subject to income tax at the top marginal tax rate. For the year ending 30 June 2019 this rate is 47% (2018: 47%).

## E. GOODS AND SERVICES TAX

Revenues, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of expense. Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the ATO is included as a current asset or liability in the statement of financial position. Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.

## F. EMPLOYEE BENEFITS

Short-term employee benefits are expensed as the related service is provided. A liability is recognised for the amount expected to be paid if the Company has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

## G. SHARE-BASED PAYMENT TRANSACTIONS

The initial fair value of a share-based payment is established at grant date. The awards granted to employees are recognised as an expense, with a corresponding increase in the share-based payment reserve over the period during which the employees become unconditionally entitled to the awards. The amount recognised as an expense is adjusted to reflect the number of awards for which the related service and non-market performance are expected to be met.

## H. REPURCHASE AND REISSUE OF ORDINARY SHARES (TREASURY SHARES)

When shares recognised as equity are repurchased, the amount of the consideration paid, which includes directly attributable costs, is recognised as a deduction from equity. Repurchased shares are classified as treasury shares and are presented in the treasury share reserve. When treasury shares are sold or reissued subsequently, the amount received is recognised as an increase in equity and the resulting surplus or deficit on the transactions is presented within contributed equity.

## I. INVESTMENT PROPERTY

Investment property is property held to earn rental income or for capital appreciation or for both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes.

Investment properties are measured initially at cost. Subsequent to initial recognition, investment properties are stated at fair value, which is the amount for which an asset could be exchanged between knowledgeable, willing parties in an arm's length transaction and reflects market conditions at the reporting date. Any gain or loss on disposal of investment property (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

The HPI Group policy is to independently value at least one third of all properties each financial year. A greater number of valuations may be sought if the Board determines that circumstances have arisen that warrant it. The remainder of properties will be valued by the Directors. Where external valuation capitalisation rates have deteriorated, the Directors will apply the average market capitalisation expansion to the market capitalisation rates of the remaining investment properties in determining the Directors' valuations. Where external valuation market capitalisation rates have improved, the Directors will maintain the existing capitalisation rate and use the present net rent in determining the Directors' valuations. The Directors will also take into consideration any property nuances, specific market factors, property location, and change in weighted average lease expiry before deciding on the final Directors' valuation.

## J. ASSETS HELD FOR SALE

Properties that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale. These assets are reclassified from investment property to assets held for sale at the fair value as at the previous reporting year. Any subsequent gains or losses on re-measurement are recognised in profit or loss.

## K. PLANT & EQUIPMENT

### RECOGNITION AND MEASUREMENT

Items of plant and equipment are measured at cost less accumulated depreciation and accumulated impairment losses.

Cost includes expenditure that is directly attributable to the acquisition of the asset. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Gains and losses on disposal of an item of plant and equipment are determined by comparing the proceeds from disposal with the carrying amount of plant and equipment and are recognised net within other income in the profit or loss.

### DEPRECIATION

Depreciation is calculated over the depreciable amount, which is the cost of an asset, or other amount substituted for cost, less its residual value.

Depreciation is recognised in the profit or loss on a straight-line basis over the estimated useful lives of each part of an item of plant and equipment, since this most closely reflects the expected pattern of consumption of the future economic benefits embodied in the asset.

The estimated useful lives of property, plant and equipment for current and comparative periods are as follows:

- Furniture and fittings: 5 years
- Computer hardware and software: 5-7 years
- Office equipment: 15 years

## I. FINANCIAL INSTRUMENTS

### NON-DERIVATIVE FINANCIAL ASSETS

The HPI Group initially recognises receivables and deposits on the date that they are originated. All other financial assets (including assets designated at fair value through profit or loss) are recognised initially on the trade date at which the HPI Group becomes a party to the contractual provisions of the instrument.

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

Financial assets and liabilities are offset, and the net amount presented in the statement of financial position when, and only when, the HPI Group has a legal right to offset the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

The HPI Group has the following non-derivative financial assets:

#### Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest method, less any impairment losses.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash balances held at year end that are subject to an insignificant risk of changes in their fair value and are used by the HPI Group in the management of its short-term commitments.

### NON-DERIVATIVE FINANCIAL LIABILITIES

Financial liabilities (including liabilities designated at fair value through profit or loss) are recognised initially on the trade date at which the HPI Group becomes a party to the contractual provisions of the instrument. The HPI Group derecognises a financial liability when its contractual obligations are discharged or cancelled or expire. Financial assets and liabilities are offset, and the net amount presented in the statement of financial position when, and only when the HPI Group has a legal right to offset the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

The HPI Group's non-derivative financial liabilities are loans and borrowings and trade and other payables.

Such financial liabilities are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortised cost using the effective interest rate method.



### DERIVATIVE FINANCIAL INSTRUMENTS

The HPI Group may hold derivative financial instruments to hedge its interest rate risk exposure. Embedded derivatives are separated from the host contract and accounted for separately if certain criteria are met. Derivatives are initially recognised at fair value; any directly attributable transaction costs are recognised in profit or loss as incurred. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are generally recognised in Other Comprehensive Income (OCI) and accumulated in the hedging reserve.

#### Cash flow hedges

When a derivative is designated as a cash flow hedging instrument, the effective portion of changes in the fair value of the derivative is recognised in other comprehensive income (OCI) and accumulated in the hedging reserve. Any ineffective portion of changes in the fair value of the derivative is recognised immediately in profit or loss.

The amount accumulated in equity is retained in OCI and reclassified to profit or loss in the same period or periods during which the hedged item affects profit or loss. If the hedging instrument no longer meets the criteria for hedge accounting, expires or is sold, terminated or exercised, or the designation is revoked, then hedge accounting is discontinued prospectively. If the forecast transaction is no longer expected to occur, then the amount accumulated in equity is reclassified to profit or loss.

### ISSUED UNITS AND ISSUED SHARES

Issued units in the Trust are classified as equity. Incremental costs directly attributable to the issue of units are recognised as a deduction from equity. Issued shares in the Company are classified as equity.

## M. IMPAIRMENT

### NON-DERIVATIVE FINANCIAL ASSETS

A financial asset not classified as at fair value through profit or loss is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

Objective evidence that financial assets (including equity securities) are impaired can include default or delinquency by a debtor, restructuring of an amount due on terms that the HPI Group would not consider otherwise, indications that a debtor or issuer will enter bankruptcy, adverse changes in the payment status of borrowers or issuers and observable date indicating that there was a measurable decrease in the expected cash flows from a group of financial assets. The HPI Group allocates each exposure to credit loss risk based on data that is determined to be predictive of the risk of loss and apply experienced credit judgement.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognised in profit or loss and reflected in an allowance account. When the HPI Group considers that there were no realistic prospects of recovery of the asset, the relevant amounts are written off. If the amount of impairment loss subsequently decreased and the decrease was related objectively to an event occurring after the impairment was recognised, then the previously recognised impairment loss will be reversed through profit or loss.

### NON-FINANCIAL ASSETS

The carrying amounts of the HPI Group's non-financial assets, other than investment property, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. An impairment loss is recognised if the carrying amount of an asset or its related cash-generating unit (CGU) exceeds its estimated recoverable amount.

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or CGUs.

## N. ACCOUNTING STANDARDS IMPLEMENTED IN THE PERIOD

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning on or after 1 July 2018 and have been applied in preparing these financial statements.

### AASB 9 – FINANCIAL INSTRUMENTS

AASB 9 sets out requirements for recognising and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. AASB 9 is effective for annual periods beginning on or after 1 January 2018.

The HPI Group has assessed the effect of the new standard based on the Group's current position and determined that there will be no impact on recognition of financial instruments.

### AASB 15 – REVENUE FROM CONTRACTS WITH CUSTOMERS

AASB 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised. It replaces existing revenue recognition guidance, including AASB 118 Revenue, AASB 111 Construction Contracts and associated interpretations. AASB 15 is effective for annual periods beginning on or after 1 January 2018.

The HPI Group has assessed the effect of the new standard based on the Group's current position and determined that there will be no impact on revenue generated by leases and no impact of the standard on other revenue sources.

## O. NEW STANDARDS AND INTERPRETATIONS NOT YET ADOPTED

### AASB 16 – LEASES

AASB 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are optional exemptions for short-term leases and leases of low value items. Lessor accounting remains similar to the current standard – i.e. lessors continue to classify leases as finance or operating leases.

AASB 16 replaces existing leases guidance including AASB 117 Leases and associated pronouncements and is effective for annual periods beginning on or after 1 January 2019. Early adoption is permitted for entities that apply AASB 15 Revenue from Contracts with Customers at or before the date of initial application of AASB 16.

The HPI Group has assessed the impact of AASB 16 on its consolidated financial statements. On initial adoption on 1 July 2019 the HPI Group will recognise a Right of Use asset and lease liability of \$227,950. In addition, the nature of expenses related to those leases will now change as AASB 16 replaces the straight-line operating expense with a depreciation charge for right-of-use assets and interest expense on lease liabilities. For the first year of adoption of AASB 16 the expected depreciation charge is \$94,897 and the expected interest expense is \$7,164, resulting in total expenses of \$102,061. This compares with \$93,767 that would have been recognised under AASB 117.



Trinity Beach Tavern

## NOTE 4 DETERMINATION OF FAIR VALUES

A number of the HPI Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods. When applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

### A. INVESTMENT PROPERTY

Independent valuations of investment properties which the HPI Group intends to hold are obtained from suitably qualified independent valuers as discussed in notes 3 (i) and 13.

Where properties have not been independently valued at reporting date, properties will be valued by Directors of the Company by capitalising the assessed net rent at the appropriate market capitalisation rate.

The valuations of individual properties are prepared inclusive of liquor and gaming licences owned by the HPI Group. The fair value of investment properties is based on the amounts for which the properties could be exchanged between willing parties in an arm's length transaction, based on current prices in an active market for similar properties in the same location and condition and subject to similar leases. Valuations for properties are determined by reference to the net rent for each property and an applicable market capitalisation rate. Selection of an appropriate market capitalisation rate is based on multiple criteria including risk associated with achieving the net rent cash flows into the future and observed market-based rates for similar properties where they are available.

Alternatively, a components valuation approach is adopted whereby fair value is determined with reference to the value of the gaming authorities, the remaining lease income and the value of the land. Valuations reflect the creditworthiness of the tenant including market perceptions of the tenant's creditworthiness, the responsibility and division of property holding costs between the lessor and the lessee, the remaining economic life of the property and having regard to specific current market conditions at each location. Properties held for sale are valued at the fair value as at the previous reporting period. Any subsequent gains or losses on remeasurement are recognised in profit or loss.

### B. SHARE-BASED PAYMENT TRANSACTIONS

The fair value of the share-based payments as at the grant date is determined independently using a Monte Carlo simulation. A Monte Carlo simulation model simulates the path of the share price according to a probability distribution assumption. After a large number of simulations, the arithmetic average of the outcomes, discounted to the valuation date, is calculated to represent the option value. Service and non-market performance conditions attached to the arrangements are not taken into account in measuring fair value.

### C. TRADE RECEIVABLES

The fair values of trade receivables are estimated at the present value of future cash flows, discounted at the market rate of interest at the measurement date. Short-term receivables with no stated interest rate are measured at the original invoice amount if the effect of discounting is immaterial. Fair value is determined at initial recognition and, for disclosure purposes, at each annual reporting date.

## NOTE 5 FINANCIAL RISK MANAGEMENT

The HPI Group has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market (price) risk

This note presents information about the HPI Group's exposure to each of the above risks, its objectives, policies and processes for measuring and managing risk, and the management of capital. Further quantitative disclosures are included throughout this financial report.

The Company has overall responsibility for the establishment and oversight of the risk management framework.

The Company has established and maintains risk management policies and procedures to identify and analyse the risks faced by the HPI Group, sets appropriate risk limits, and monitors risks and adherence to limits. Risk management policies and procedures are reviewed regularly to reflect changes in market conditions and the HPI Group's activities.

### A. CREDIT RISK

Credit risk is the risk of financial loss to the HPI Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the HPI Group's receivables from tenants.

#### RENTAL AND OUTGOING RECEIVABLES

The HPI Group's exposure to credit risk is influenced mainly by the individual characteristics of its tenants. The HPI Group has sought to reduce this tenancy risk by establishing leases with reputable tenants of multiple properties. These are considered to be experienced operators in the pub industry with a strong financial position. Approximately 94% of the HPI Group's rental revenue is attributable to one major tenant, the Coles Group.

In the event of rental defaults by any of the HPI Group's pub tenants or if a lease comes to an end the liquor and gaming licenses where owned, will revert to the HPI Group which will therefore have a business capable of immediate sale. Should there be any intervening period of time between surrender and sale of the new lease, then the lease can be operated on behalf of the HPI Group by another operator.

### B. LIQUIDITY RISK

Liquidity risk is the risk that the HPI Group will not be able to meet its financial obligations as they fall due. The HPI Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the HPI Group's reputation. The HPI Group maintains a prudent level of gearing (targeting a 40-50% range) to mitigate liquidity risk associated with refinancing.

### C. MARKET (PRICE) RISK

Market risk is the risk that changes in market prices, such as interest rates will affect the HPI Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

### INTEREST RATE RISK

Interest rate risk for the HPI Group arises from borrowings on which interest is charged on a variable rate basis. This risk is mitigated by a portion of fixed rate debt. Interest rate risk also exists for interest earned on cash and cash equivalents.

### PROPERTY VALUATION RISK

The HPI Group owns a number of investment properties and their valuations may increase or decrease from time to time. The HPI Group's loan agreements contain financial covenants which include a Gearing Ratio covenant and a Total Asset covenant. The HPI Group monitors the risk of breach of these covenants by regularly performing sensitivity analysis.

### D. CAPITAL MANAGEMENT

The HPI Group's policy is to maintain a strong capital base so as to maintain investor and creditor confidence and to sustain future development of the business. Capital consists of ASX listed stapled securities. The HPI Group monitors the return on capital as well as capitalisation rates on the property portfolio.

The HPI Group considers its borrowings as part of its capital management strategy. The borrowing agreements contain financial covenants within which the HPI Group must always operate, including a Gearing covenant, an Interest Cover Ratio (ICR) covenant and a net assets covenant. The Board monitors compliance with the financial covenants through forward projections to ensure that the HPI Group is unlikely to breach the covenants into the future. The HPI Group complied with the covenants for the year ended 30 June 2019.

The HPI Group has targeted a gearing ratio in the range of 40% to 50% in the normal course of business, which has been determined as an appropriate range given the nature of the business. However, gearing may be higher if the HPI Board consider the circumstances warrant a short-term increase and it is prudent to increase gearing. The targeted gearing ratio range is lower than the covenant in the borrowing agreements, which requires the HPI Group to have a Gearing covenant of less than 60%.

The distribution policy of the HPI Group has been established taking into consideration the covenants of the borrowing agreements and may be adapted to maintain gearing within the range of 40-50% in the normal course of business.

### NOTE 6 STAPLING

The stapling of the units of the Trust and the shares of the Company occurred on 10 December 2013 for the purpose of the public quotation of the HPI Group on the ASX. Australian Accounting Standards require an acquirer to be identified in a business combination. In relation to the stapling of the Company and the Trust, the Trust has been identified as the acquirer due to its large relative size to the Company.

In a business combination achieved as a consequence of stapling, the acquirer receives no equity interests in the acquiree. Therefore 100% of the acquiree's equity is attributable to the shareholders of the Company and is accounted for as non-controlling interests. Also, as a result no goodwill is recognised.

As the Trust has not acquired an equity interest in the Company, no consideration was transferred in connection with the stapling. The Company had no assets at the time of stapling.

### NOTE 7 AUDITOR'S REMUNERATION

	2019	2018
	\$	\$
<b>KPMG Australia</b>		
Audit of financial reports	180,556	177,043
Audit of AFSL	9,513	9,738
Audit of compliance plan	9,931	9,328
	<b>200,000</b>	<b>196,109</b>

### NOTE 8 OTHER EXPENSES

	2019	2018
	\$'000	\$'000
Advisory and legal fees	248	58
Auditor's remuneration	200	196
Directors' fees	355	339
Employment expenses	1,580	1,285
Insurance	358	221
All other expenses	1,046	1,025
	<b>3,787</b>	<b>3,124</b>

### NOTE 9 FINANCE EXPENSES

	2019	2018
	\$'000	\$'000
Interest expense	12,391	11,661
Interest rate swaps	-	5
Amortised borrowing costs	361	332
Borrowing costs expensed	213	1,129
Other finance costs	65	77
	<b>13,030</b>	<b>13,204</b>

### NOTE 10 CASH AND CASH EQUIVALENTS

	2019	2018
	\$'000	\$'000
<b>Cash at bank and on hand</b>	<b>586</b>	<b>1,240</b>

## NOTE 11 TRADE AND OTHER RECEIVABLES

	2019	2018
	\$'000	\$'000
Trade receivables	369	350
Less: Allowance for impairment	-	-
Net trade receivables	369	350
Other receivables	-	3
	<b>369</b>	<b>353</b>

## NOTE 12 OTHER CURRENT / NON-CURRENT ASSETS

	2019	2018
	\$'000	\$'000
Other current assets	404	299
Other non-current assets	-	-
	<b>404</b>	<b>299</b>

Other current assets held at 30 June 2019 consist primarily of prepaid property and Director's and Officer's insurance premiums.

## NOTE 13 INVESTMENT PROPERTY

All investment properties are freehold and 100% owned by the Company as appointed sub-custodian of the Trust, with the exception of the Crown Hotel and Quest Griffith, which are owned by wholly owned subsidiaries. Investment properties are comprised of land, buildings, fixed improvements and liquor and gaming licenses. Plant and equipment are held by the tenant.

RECONCILIATION OF MOVEMENTS	2019	2018
	\$'000	\$'000
Investment property	708,500	700,220
Carrying amount at the beginning of the year	700,220	658,675
Acquisition of investment properties	-	20,243
Disposal of investment properties	(12,030)	-
Capital additions on investment properties	1,103	433
Straight line lease adjustment	(1,410)	(303)
Fair value adjustments	20,617	21,172
<b>Carrying amount at the end of the year</b>	<b>708,500</b>	<b>700,220</b>

### LEASING ARRANGEMENTS

The investment properties are each leased to their respective tenants inclusive of any liquor and gaming licenses attached to these properties under long-term operating leases with rentals payable monthly. The HPI Group has incurred no lease incentive costs to date.

## VALUATION OF INVESTMENT PROPERTIES

The valuations of individual properties are prepared inclusive of liquor and gaming licenses owned by the HPI Group. The fair value of investment properties is based on the amounts for which the properties could be exchanged between willing parties in an arm's length transaction, based on current prices in an active market for similar properties in the same location and condition and subject to similar leases. Valuations for properties are determined by reference to the net rent for each property, and an applicable capitalisation rate.

Selection of an appropriate capitalisation rate is based on multiple criteria, including risk associated with achieving the net rent cash flows into the future, and observed market based capitalisation rates for similar properties in the same location, condition, and subject to similar lease terms, where they are available.

Alternatively, a components valuation approach is adopted whereby fair value is determined with reference to the value of the gaming authorities, the remaining lease income and the value of the land. Valuations reflect the creditworthiness of the tenant including market perceptions of the tenant's creditworthiness, the responsibility and division of property costs between the lessor and the lessee, the remaining economic life of the property and having regard to specific current market conditions at each location. Properties held for sale are valued at the fair value as at the previous reporting period. Any subsequent gains or losses on remeasurement are recognised in profit or loss.

### FAIR VALUE ADJUSTMENTS AT 30 JUNE 2019

Independent valuations were obtained for 20 investment properties as at 31 December 2018. These valuations were completed by CBRE Hotels Valuation & Advisory Services and Urbis Valuations Pty Ltd.

At 30 June 2019 all investment properties within the portfolio were valued by the Directors of the Company in accordance with the HPI Group policy.

	2019	2018
Market capitalisation rate range at last independent valuation	5.75% - 8.0%	5.75% - 8.0%

### FAIR VALUE HIERARCHY

The fair value measurement for investment property of \$708.5 million has been categorised as a Level 3 fair value based on the inputs to the valuation technique used.

The table above shows a reconciliation from the opening balances to the closing balances for Level 3 fair values.

### VALUATION TECHNIQUE AND SIGNIFICANT UNOBSERVABLE INPUTS

The following table shows the valuation technique used in measuring the fair value of investment property, as well as the significant unobservable inputs used.

Valuation technique	Significant unobservable inputs	Inter-relationship between key observable inputs and fair value measurement
<b>Capitalisation of rent allowing for the following adjustments:</b>	Net rent	The estimated fair value would increase (decrease) if: Net rent was higher (lower)
	Capitalisation rates	Capitalisation rates were lower (higher)
	• Additional land	Additional land was higher (lower) in value
	• Capital allowance	Capital allowance was (smaller) larger
<b>Components basis</b>	• Other property specific factors	Other property specific factors
	Gaming authorities	Gaming authorities were higher (lower)
	NPV remaining lease	NPV remaining lease was higher (lower)
	Comparable land sales	Comparable land sales were higher (lower)



**ASSETS OWNED AS AT 30 JUNE 2019**

Property	Location	Note	2019		2018	
			Cap'n rate <sup>1</sup>	Fair value \$'000	Cap'n rate <sup>1</sup>	Fair value \$'000
Barron River Hotel	Stratford QLD	<sup>2</sup>	6.75%	8,400	7.00%	7,710
Beenleigh Tavern	Eagleby QLD	<sup>3</sup>	6.50%	12,800	6.50%	12,600
Berserker Tavern	Rockhampton QLD	<sup>2</sup>	7.00%	10,500	7.00%	9,960
Bonny View Tavern	Bald Hills QLD	<sup>2</sup>	7.00%	13,900	7.00%	13,330
Boomerang Motor Hotel	West Mackay QLD	<sup>2</sup>	8.00%	9,700	8.00%	9,220
Bribie Island Hotel	Bellara QLD	<sup>2</sup>	6.50%	18,200	6.75%	16,810
Brighton Hotel	Brighton QLD	<sup>3</sup>	6.75%	12,900	6.75%	12,360
Brighton Metro Hotel	Brighton SA	<sup>3</sup>	5.75%	18,300	5.75%	17,580
Caboolture Sundowner Hotel Motel	Caboolture QLD	<sup>3</sup>	6.75%	12,300	6.75%	11,900
Chancellors Tavern	Sippy Downs QLD	<sup>3</sup>	6.00%	15,500	6.00%	14,900
Cleveland Sands Hotel	Cleveland QLD	<sup>3</sup>	6.00%	31,200	6.00%	30,100
Cleveland Tavern	Cleveland QLD	<sup>2</sup>	6.25%	17,100	6.25%	16,210
Club Hotel	Gladstone QLD	<sup>3,6</sup>	n/a	3,600	7.00%	4,400
Coomera Lodge Hotel	Oxenford QLD	<sup>2</sup>	6.75%	5,600	6.50%	4,720
Crown Hotel	Lutwyche QLD	<sup>3</sup>	6.50%	37,900	6.50%	37,100
Diamonds Tavern	Kallangur QLD	<sup>3</sup>	7.00%	9,800	7.00%	9,740
Dunwoodys Tavern	Cairns QLD	<sup>3</sup>	6.75%	24,000	6.75%	23,090
Everton Park Hotel	Everton Park QLD	<sup>2</sup>	6.25%	27,300	6.25%	26,290
Ferry Road Tavern	Southport QLD	<sup>3</sup>	6.00%	32,100	6.00%	31,700
Fitzys Loganholme	Loganholme QLD	<sup>2</sup>	6.25%	25,200	6.50%	23,290
Fitzys Waterford	Waterford QLD	<sup>3</sup>	6.50%	19,300	6.50%	18,500
Grafton Hotel	Edmonton QLD	<sup>3</sup>	7.00%	5,700	7.00%	5,750
Grand Junction Hotel	Pennington SA	<sup>3</sup>	6.25%	11,300	6.25%	10,830
Hotel HQ	Underwood QLD	<sup>3</sup>	6.00%	26,600	6.00%	25,780

Property	Location	Note	2019		2018	
			Cap'n rate <sup>1</sup>	Fair value \$'000	Cap'n rate <sup>1</sup>	Fair value \$'000
Hotel Wickham	Fortitude Valley QLD	<sup>5</sup>	n/a	n/a	6.50%	12,030
Kings Beach Tavern	Caloundra QLD	<sup>3</sup>	6.25%	19,000	6.25%	18,280
Kooyong Motor Hotel	North Mackay QLD	<sup>2,6</sup>	n/a	3,500	8.00%	6,550
Leichhardt Hotel	Rockhampton QLD	<sup>2</sup>	7.75%	9,800	7.75%	9,220
Lord Stanley Hotel	East Brisbane QLD	<sup>2</sup>	6.00%	12,700	6.25%	11,590
Magnums Tavern	Airlie Beach QLD	<sup>2</sup>	6.50%	24,500	6.50%	23,700
Mi Hi Tavern	Brassal QLD	<sup>3</sup>	6.50%	19,200	6.50%	18,550
New Inala Hotel	Inala QLD	<sup>2</sup>	6.25%	13,500	6.50%	12,370
Palm Cove Tavern	Palm Cove QLD	<sup>2</sup>	6.75%	8,500	6.50%	8,360
Royal Hotel Townsville	West End QLD	<sup>3,6</sup>	n/a	3,200	7.50%	3,600
Royal Mail Hotel	Tewantin QLD	<sup>2</sup>	6.50%	20,700	6.50%	19,910
Quest Griffith	Griffith NSW	<sup>4</sup>	7.44%	15,900	7.44%	15,250
Q Sports Bar	Cairns QLD	<sup>3</sup>	6.50%	9,700	6.50%	9,300
The Hotel Allen	Northward QLD	<sup>3,6</sup>	n/a	6,300	8.00%	7,720
The Regatta	Toowong QLD	<sup>2</sup>	5.75%	50,200	6.00%	47,590
The Wallaby Hotel	Mudgeeraba QLD	<sup>3</sup>	6.25%	13,400	6.25%	13,100
Tom's Tavern	Aitkenvale QLD	<sup>2</sup>	6.75%	21,000	6.75%	22,720
Trinity Beach Tavern	Trinity Beach QLD	<sup>2</sup>	6.50%	18,800	6.75%	17,420
Waterloo Tavern	Paralowie SA	<sup>2</sup>	6.50%	20,700	6.25%	20,690
Woodpecker Tavern	Burpengary QLD	<sup>3</sup>	6.50%	8,700	6.50%	8,400
<b>Total Investment Property</b>			<b>6.42%</b>	<b>708,500</b>	<b>6.50%</b>	<b>700,220</b>

<sup>1</sup> Capitalisation rate at last independent valuation

<sup>2</sup> Independent valuation obtained as at 31 December 2018

<sup>3</sup> Independent valuation obtained as at 31 December 2017

<sup>4</sup> Independent valuation obtained as at 12 January 2018

<sup>5</sup> Sold in September 2018

<sup>6</sup> Components based valuation technique applied

## NOTE 14 TAXES

	2019	2018
	\$'000	\$'000
<b>Tax expense</b>		
<b>a. Tax expense recognised in profit or loss</b>		
Current tax expense	4	-
Deferred tax expense	9	7
<b>Tax expense attributable to profit from continuing operations</b>	<b>13</b>	<b>7</b>
<b>b. Numerical reconciliation between tax expense and pre-tax accounting profit</b>		
<b>Profit before tax</b>	<b>49,251</b>	<b>48,394</b>
Income tax expense calculated at 30%	14,775	14,518
Trust income not subject to tax	(14,768)	(14,430)
Effect of permanent differences	5	(80)
Difference due to tax rate differential	1	(1)
<b>Tax expense on profit before tax</b>	<b>13</b>	<b>7</b>

### c. Recognised deferred tax assets and liabilities

Deferred tax assets and liabilities are attributable to the following:

	Assets		Liabilities		Net	
	2019	2018	2019	2018	2019	2018
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Plant & equipment	12	8	-	-	12	8
Accrued expenses	43	22	-	-	43	22
Employee liabilities	29	50	-	-	29	50
Recognition of tax losses	-	13	-	-	-	13
	<b>84</b>	<b>93</b>	<b>-</b>	<b>-</b>	<b>84</b>	<b>93</b>

### (d) Movements in deferred tax balances during the year

	2019	2018
	\$'000	\$'000
Balance at the beginning of the year	93	101
Recognised in profit or loss	(9)	(8)
	<b>84</b>	<b>93</b>
Balance represented as follows:		
Deferred tax asset	84	93
Deferred tax liability	-	-
	<b>84</b>	<b>93</b>

## NOTE 15 TRADE AND OTHER PAYABLES

	2019	2018
	\$'000	\$'000
<b>CURRENT</b>		
Trade payables	26	49
Accrued interest	2,956	2,995
Other payables	2,167	2,571
	<b>5,149</b>	<b>5,615</b>

## NOTE 16 EMPLOYEE BENEFIT LIABILITIES

	2019	2018
	\$'000	\$'000
Employee benefit liabilities	95	166
Represented as follows:		
Current liabilities	94	159
Non-current liabilities	1	7
	<b>95</b>	<b>166</b>

## NOTE 17 LOANS AND BORROWINGS

	2019	2018
	\$'000	\$'000
Non-current		
USPP Notes	228,768	228,596
Bank loans	34,466	47,048
	<b>263,234</b>	<b>275,644</b>

### PRIVATE PLACEMENT ("USPP") NOTES

USPP - drawn	230,000	230,000
Borrowing costs capitalised	(1,553)	(1,553)
Accumulated amortisation of borrowing costs	321	149
	<b>228,768</b>	<b>228,596</b>

The USPP Note Purchase Agreement was executed on 8 August 2017 and funding occurred on 11 August 2017, with the proceeds used to repay bank loans.

The USPP issue comprises three tranches of unsecured, Australian Dollar denominated notes:

- A\$100 million fixed interest loan with an 8-year tenor, maturing in August 2025;
- A\$30 million fixed interest loan with a 10-year tenor, maturing in August 2027; and
- A\$100 million floating interest loan with a 10-year tenor, maturing in August 2027.

## BANK LOANS

### Common Terms Deed ("CTD")

CTD - drawn	34,715	47,450
Borrowing costs capitalised	(793)	(1,710)
Accumulated amortisation of borrowing costs	331	142
Borrowing costs written off	213	1,166
<b>Total CTD Loans</b>	<b>34,466</b>	<b>47,048</b>

The CTD facility maturity was extended on 28 June 2019 for 5 years maturing 28 June 2024.

The facility limit remains unchanged at \$78.1 million, inclusive of the \$4.1 million guarantee facility.

## FACILITY LIMITS

The available facilities and the amounts drawn are summarised below:

2019	USPP \$'000	CTD \$'000	Guarantee \$'000	Total \$'000
<b>Facility limit</b>	230,000	74,000	4,078	308,078
<b>Drawn</b>	(230,000)	(34,715)	(4,078)	(268,793)
<b>Available</b>	-	<b>39,285</b>	-	<b>39,285</b>

2018	USPP \$'000	CTD \$'000	Guarantee \$'000	Total \$'000
<b>Facility limit</b>	230,000	74,000	4,078	308,078
<b>Drawn</b>	(230,000)	(47,450)	(4,078)	(281,528)
<b>Available</b>	-	<b>26,550</b>	-	<b>26,550</b>

## NOTE 18 DERIVATIVE FINANCIAL INSTRUMENTS

	2019 \$'000	2018 \$'000
Derivative financial instruments - non current liability	-	-
Derivative financial instruments at the beginning of the year	-	(1,135)
Fair value loss for the year:		
- Cancelled derivatives	-	(45)
Close out of cancelled derivatives	-	1,180
Fair value of derivative financial instruments at end of the year	-	-

The HPI Group cancelled its \$62.5 million interest rate swap on 19 July 2017, at a payout cost of \$1.18 million.

## NOTE 19 PROVISIONS

	2019 \$'000	2018 \$'000
<i>Provision for distribution</i>		
Balance at the beginning of the year	14,302	14,458
Provisions made during the year	29,042	28,604
Provisions used during the year	(28,604)	(28,760)
Balance at the end of the year	14,740	14,302

## DISTRIBUTION

The provision for distribution relates to distributions to be paid to stapled security holders on 6 September 2019. This distribution will be funded via drawdown on the existing CTD loan facility.

## NOTE 20 CONTRIBUTED EQUITY

	No. of securities	\$'000
On issue at 30 June 2019 - fully paid	145,943,076	262,640
On issue at 30 June 2018 - fully paid	145,943,076	262,640
On issue at 30 June 2018 - fully paid	145,943,076	262,640
On issue at 30 June 2017 - fully paid	145,943,076	262,640



Magnums Hotel



## STAPLED SECURITIES

The units in the Trust are stapled to the shares in the Company and are referred to as "stapled securities". The stapled securities entitle the holder to participate in distributions and dividends and the proceeds on winding up of the HPI Group in proportion to the number of stapled securities held. On a show of hands every stapled security holder present at a meeting in person or by proxy, is entitled to one vote.

A unit confers on its holder an undivided absolute, vested and indefeasible beneficial interest in the Trust as a whole, subject to Trust liabilities, not in parts or single assets. All units confer identical interests and rights. Each member registered at the record date has a vested and indefeasible interest in a share of the distribution in proportion to the number of units held by them. All issued units are fully paid.

## TREASURY SHARES

Contributed equity reflects the number of stapled securities on market at balance date, exclusive of the effect of treasury shares held. (Refer to note 23.)

## NOTE 21 RETAINED EARNINGS

	2019	2018
	\$'000	\$'000
Balance at the beginning of the year	144,512	124,729
Profit for the year	49,238	48,387
Distribution to stapled security holders	(14,302)	(14,302)
Provision for distribution to stapled security holders	(14,740)	(14,302)
<b>Balance at the end of the year</b>	<b>164,708</b>	<b>144,512</b>

## NOTE 22 RESERVES

	Cashflow hedge reserve	Treasury share reserve	Share based payment reserve	Total
	\$'000	\$'000	\$'000	\$'000
Opening balance at 1 July 2018	-	(490)	66	(424)
Recognition of share-based payment expense	-	-	38	38
Reversal of share-based payment expense	-	-	(55)	(55)
<b>Closing balance at 30 June 2019</b>	<b>-</b>	<b>(490)</b>	<b>49</b>	<b>(441)</b>
Opening balance at 1 July 2017	-	(186)	17	(169)
Acquisition of shares	-	(304)	-	(304)
Recognition of share-based payment expense	-	-	49	49
<b>Closing balance at 30 June 2019</b>	<b>-</b>	<b>(490)</b>	<b>66</b>	<b>(424)</b>

## TREASURY SHARE RESERVE

The Treasury share reserve comprise the cost of the HPI Group's securities which were purchased on-market, and are held by the HPI Rights Plan Trust. At 30 June 2019, the HPI Group held 162,363 of the Company's securities (30 June 2018: 162,363).

## SHARE BASED PAYMENT RESERVE

The share-based payments reserve comprises amounts recognised under the long-term incentive plan for executive employees and is the portion of the fair value of the total cost recognised of the unissued securities, which remain conditional on employment with the HPI Group at the relevant vesting date and certain market-based performance hurdles being obtained.

## NOTE 23 NET ASSETS PER STAPLED SECURITY

	2019	2018
Number of stapled securities on issue as at the end of the year	146,105,439	146,105,439
Less treasury securities	(162,363)	(162,363)
Adjusted number of stapled securities on issue as at the end of the year	<b>145,943,076</b>	<b>145,943,076</b>
Net assets at balance date	<b>\$426,907,191</b>	<b>\$406,728,264</b>
Net assets per stapled security	<b>\$2.93</b>	<b>\$2.79</b>

## NOTE 24 EARNINGS PER STAPLED SECURITY

	2019	2018
	\$	\$
<b>Profit for the year</b>	<b>49,238,000</b>	<b>48,387,000</b>
<b>WEIGHTED AVERAGE NUMBER OF STAPLED SECURITIES</b>		
On issue at the beginning of the year	146,105,439	146,105,439
Effect of treasury shares held*	(162,363)	(139,732)
<b>WEIGHTED AVERAGE NUMBER OF STAPLED SECURITIES</b>	<b>145,943,076</b>	<b>145,965,707</b>
Basic and diluted earnings per stapled security – cents	33.74	33.15

\* The effect of treasury shares held is the weighted average of 162,363 (2018: 162,363) shares held from date of acquisition to the end of the year.

## NOTE 25 DISTRIBUTIONS

Number of stapled securities on issue as at the end of the year	Total distribution \$'000	No. of stapled securities	Distribution per stapled securities (cents)
<b>2019</b>			
1 July 2018 to 31 December 2018	14,302	145,943,076	9.80
1 January 2019 to 30 June 2019	14,740	145,943,076	10.10
	<b>29,042</b>		<b>19.90</b>
<b>2018</b>			
1 July 2017 to 31 December 2017	14,302	145,943,076	9.80
1 January 2018 to 30 June 2018	14,302	145,943,076	9.80
	28,604		19.60

Distributions are shown exclusive of expected distributions payable on treasury securities.

## NOTE 26 OPERATING LEASES

The HPI Group leases out its investment properties under operating leases (refer to note 13). The future minimum lease receipts under non-cancelable leases are as follows:

	2019	2018
	\$'000	\$'000
<b>LEASES AS LESSOR</b>		
Less than one year	49,508	48,289
Between one and five years	117,272	143,477
More than five years	53,521	70,251
	<b>220,301</b>	<b>262,017</b>
<b>LEASES AS LESSEE</b>		
Less than one year	96	92
Between one and five years	143	239
More than five years	-	-
	<b>239</b>	<b>331</b>

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

## NOTE 27 GROUP ENTITIES

Subsidiaries	Country of incorporation	Ownership interest
The C.H. Trust	Australia	100%
HPI Hold Trust No. 1	Australia	100% <sup>1</sup>
HPI Retail Fund No. 1	Australia	100% <sup>1</sup>
HPI Vic Sub Trust No. 1	Australia	100% <sup>1</sup>
HPI NSW Sub Trust No.1	Australia	100% <sup>1</sup>
Hotel Property Investments Limited	Australia	100% <sup>2</sup>
C.H. Properties Pty Ltd	Australia	100% <sup>2</sup>
HPI LTIP Pty Ltd	Australia	100% <sup>2</sup>
HPI Holdings No.1 Pty Ltd	Australia	100% <sup>1,2</sup>
HPI Retail Fund No. 1 Pty Ltd	Australia	100% <sup>1,2</sup>
HPI Sub Fund No. 1 Pty Ltd	Australia	100% <sup>1,2</sup>
HPI Rights Plan Trust	Australia	<sup>3</sup>

1 Established in February 2018.

2 Hotel Property Investments Limited is not a subsidiary of the Trust, Hotel Property Investments Limited is stapled to the Trust. C.H. Properties Pty Ltd, HPI Holdings No. 1 Pty Ltd, HPI Retail Fund No. 1 Pty Ltd, HPI Sub Fund No. 1 Pty Ltd and HPI LTIP Pty Ltd are 100% subsidiaries of Hotel Property Investments Ltd.

3 The HPI Rights Plan Trust is deemed to be controlled by the HPI Group and is therefore classified as a subsidiary for financial reporting purposes.

## NOTE 28 PARENT ENTITY

As at and throughout the financial year ended 30 June 2019 the parent entity of the HPI Group was the Trust.

	2019	2018
	\$'000	\$'000
<b>RESULTS OF THE PARENT ENTITY</b>		
Profit for the year	47,807	47,461
Other comprehensive income	-	-
<b>Total comprehensive income</b>	<b>47,807</b>	<b>47,461</b>
<b>FINANCIAL POSITION OF THE PARENT ENTITY AT YEAR END</b>		
Current assets	25,017	26,539
Total assets	681,717	676,889
Current liabilities	20,139	21,169
Total liabilities	283,373	296,813
<b>Net assets</b>	<b>398,344</b>	<b>380,076</b>
<b>TOTAL EQUITY OF THE PARENT ENTITY COMPRISING OF:</b>		
Contributed equity	262,642	262,642
Retained earnings	135,702	117,434
<b>Total equity</b>	<b>398,344</b>	<b>380,076</b>

The parent's contingent assets and commitments are the same as those of the HPI Group as disclosed in notes 32 and 34. The parent's contingent liabilities comprises of a bank guarantee, as disclosed in note 33.

## NOTE 29 RELATED PARTIES

### KEY MANAGEMENT PERSONNEL

The key management personnel of the HPI Group during the year were the non-executive directors of the Company, the Chief Executive Officer & Managing Director and the Chief Financial Officer & Company Secretary.

### KEY MANAGEMENT PERSONNEL COMPENSATION

Key management personnel compensation during the year comprised the following:

	2019	2018
	\$	\$
Short-term employee benefits	1,290,889	1,009,776
Post-employment benefits	85,205	72,311
Leave entitlements	122,255	-
Share-based payment expense	38,453	49,702
	<b>1,536,802</b>	<b>1,131,789</b>

Post-employment benefits relate to defined contribution superannuation benefits.

No other related party transactions were entered into during the year.

Leave entitlements relate to long service leave and annual leave paid by HPI Group to David Charles upon retirement in October 2018.

## NOTE 30 FINANCIAL INSTRUMENTS

### ACCOUNTING CLASSIFICATIONS AND FAIR VALUES

The following table shows the carrying amounts and fair values of financial assets and financial liabilities. It does not include fair value information of financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

2019	Carrying amount		Total
	Financial assets at amortised cost	Other financial liabilities	
	\$'000	\$'000	\$'000
<b>Financial assets not measured at fair value</b>			
Trade and other receivables	369	-	369
Cash and cash equivalents	586	-	586
	<b>955</b>	<b>-</b>	<b>955</b>
<b>Financial liabilities not measured at fair value</b>			
Loans and borrowings	-	(263,234)	(263,234)
Trade and other payables	-	(5,149)	(5,149)
	<b>-</b>	<b>(268,383)</b>	<b>(268,383)</b>

2018	Carrying amount		
	Financial assets at amortised cost	Other financial liabilities	Total
	\$'000	\$'000	\$'000
Financial assets not measured at fair value			
Trade and other receivables	353	-	353
Cash and cash equivalents	1,240	-	1,240
	<b>1,593</b>	<b>-</b>	<b>1,593</b>
Financial liabilities not measured at fair value			
Loans and borrowings	-	(275,644)	(275,644)
Trade and other payables	-	(5,615)	(5,615)
	<b>-</b>	<b>(281,259)</b>	<b>(281,259)</b>

## CREDIT RISK

### EXPOSURE TO CREDIT RISK

The carrying amount of the HPI Group's financial assets represents the maximum credit risk exposure. The HPI Group's maximum exposure to credit risk at the reporting date was:

	2019	2018
	\$'000	\$'000
Cash and cash equivalents	586	1,240
Trade receivables	369	353
	<b>955</b>	<b>1,593</b>

There was no credit risk exposure to regions other than Australia.

### CONCENTRATIONS OF CREDIT RISK

The HPI Group's maximum exposure to credit risk for aged trade receivables as at the reporting date by type of customer was as follows:

		Gross	Impairment	Gross	Impairment
		2019	2019	2018	2018
		\$'000	\$'000	\$'000	\$'000
<b>Hotel tenants</b>	Not past due	40	-	156	-
	Past due 0 – 30 days	172	-	110	-
	Past due 31 – 120 days	115	-	7	-
		<b>327</b>	<b>-</b>	<b>273</b>	<b>-</b>
<b>Specialty tenants</b>	Not past due	4	-	41	-
	Past due 0 – 30 days	33	-	16	-
	Past due 31 – 120 days	4	-	20	-
		<b>41</b>	<b>-</b>	<b>77</b>	<b>-</b>
	<b>368</b>	<b>-</b>	<b>350</b>	<b>-</b>	

## IMPAIRMENT LOSSES

The HPI Group believes that the unimpaired amounts that are past due by more than 30 days are still collectable, based on historical payment behavior. Based on historic default rates, the HPI Group believes that no impairment allowance is necessary in respect of trade receivables past due.

## LIQUIDITY RISK

The following are the contractual maturities of financial liabilities, including estimated interest payments and excluding the impact of netting agreements:

	Carrying amount	Contractual cash flows	6 months or less	6-12 months	1-2 years	2-5 years	More than 5 years
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>2019</b>							
Loans and borrowings	264,715	344,763	5,821	5,813	11,629	66,741	254,759
Trade and other payables	5,149	5,149	5,149	-	-	-	-
Provision for distribution	14,740	14,740	14,740	-	-	-	-
	<b>284,604</b>	<b>364,652</b>	<b>25,710</b>	<b>5,813</b>	<b>11,629</b>	<b>66,741</b>	<b>254,759</b>

### 2018

Loans and borrowings	277,450	377,924	6,555	6,661	13,325	81,367	270,016
Trade and other payables	5,615	5,615	5,615	-	-	-	-
Provision for distribution	14,302	14,302	14,302	-	-	-	-
	<b>297,367</b>	<b>397,841</b>	<b>26,472</b>	<b>6,661</b>	<b>13,325</b>	<b>81,367</b>	<b>270,016</b>

## MARKET RISK

### INTEREST RATE RISK

Interest rate profile of the HPI Group's interest-bearing financial instruments:

	2019	2018
	\$'000	\$'000
<b>Variable rate instruments</b>		
Financial assets	586	1,240
Financial liabilities	(134,715)	(147,450)
	<b>(134,129)</b>	<b>(146,210)</b>

### CASH FLOW SENSITIVITY ANALYSIS FOR VARIABLE RATE INSTRUMENTS

A change of 100 basis points in interest rates at the reporting date would have increased / (decreased) equity and profit or loss by the amounts shown below. This analysis assumes that all other variables remain constant.

	Carrying amount \$'000	+ 100 bps of AUD IR Profit/(Loss) \$'000	+ 100 bps of AUD IR Equity \$'000	- 100 bps of AUD IR Profit/(Loss) \$'000	- 100 bps of AUD IR Equity \$'000
<b>2019</b>					
Cash at bank	586	6	-	(6)	-
Loans and borrowings	(134,715)	(1,347)	-	1,347	-
	<b>(134,129)</b>	<b>(1,341)</b>	-	<b>1,341</b>	-
<b>2018</b>					
Cash at bank	1,240	12	-	(12)	-
Loans and borrowings	(147,450)	(1,475)	-	1,475	-
	<b>(146,210)</b>	<b>(1,463)</b>	-	<b>1,463</b>	-

#### FAIR VALUES

The fair values of variable-rate financial assets and liabilities approximate their carrying values.

### NOTE 31 STATEMENT OF CASH FLOWS – ADDITIONAL INFORMATION

	2019	2018
	\$'000	\$'000
<b>RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES WITH PROFIT ATTRIBUTABLE TO THE STAPLED SECURITY HOLDERS</b>		
Profit for the year	49,238	48,387
<b>ADJUSTED FOR NON-CASH ITEMS:</b>		
Fair value adjustment to investment property	(20,617)	(21,172)
Straight lining of rental income	1,410	303
Amortisation of borrowing costs	574	1,458
Depreciation expense	78	69
Share-based payments	(17)	49
Tax expense/(benefit)	13	7
<b>INVESTING ACTIVITIES:</b>		
Gain on sale of investment property	(1,586)	-
<b>FINANCING ACTIVITIES:</b>		
Fair value loss on cancelled derivatives	-	45
Interest paid	13,030	12,444
<b>CHANGE IN OPERATING ASSETS AND LIABILITIES</b>		
(Increase)/decrease in trade and other receivables	(18)	(128)
(Increase)/decrease in other current assets	(190)	149
Increase/(decrease) in trade and other payables	(796)	467
Increase/(decrease) in provisions	(71)	(3)
<b>Net cash from operating activities</b>	<b>41,048</b>	<b>42,075</b>

### NOTE 32 CONTINGENT ASSETS

The HPI Group is not aware of any contingent assets as at 30 June 2019 which may materially affect the operation of the business (2018: nil).

### NOTE 33 CONTINGENT LIABILITIES

The HPI Group has issued a bank guarantee as security over the office premises for \$78,304 (2018: \$78,304).

The parent has issued a bank guarantee of \$4 million to the Company in its capacity of Responsible Entity (2018: \$4 million).

The HPI Group is not aware of any other contingent liabilities at 30 June 2019 which may materially affect the operation of the business (2018: nil).

### NOTE 34 COMMITMENTS

The HPI Group is not aware of any commitments at 30 June 2019 which may materially affect the operation of the business. (2018: nil).

### NOTE 35 SEGMENT INFORMATION

The HPI Group operates wholly within Australia and derives rental income, as a freehold pub owner and lessor.

Revenues from QVC represented approximately \$44.1 million (2018: \$43.7 million) of the HPI Group's total revenues.

### NOTE 36 SUBSEQUENT EVENTS

No other item, transaction or event has occurred subsequent to 30 June 2019 that is likely in the opinion of the directors to significantly affect the operations of the HPI Group, the results of those operations, or the state of affairs of the HPI Group in future financial periods.



## DIRECTORS' DECLARATION

In the opinion of the directors of Hotel Property Investments Limited, as Responsible Entity for the Hotel Property Investments Trust:

1. the consolidated financial statements and notes, set out on pages 27 to 63, are in accordance with the *Corporations Act 2001*, including:
  - a. giving a true and fair view of the Hotel Property Investments Group financial position as at 30 June 2019 and of its performance for the twelve months ended on that date; and
  - b. complying with Australian Accounting Standards and the *Corporations Regulations 2001*.
2. There are reasonable grounds to believe that the Hotel Property Investments Trust will be able to pay its debts as and when they become due and payable.

The directors draw attention to note 2 to the consolidated financial statements, which includes the statement of compliance with International Financial Reporting Standards.

Signed in accordance with a resolution of the directors of Hotel Property Investments Limited



**Michael Tilley**  
 Director  
 Melbourne  
 Dated this 20th day of August 2019

## INDEPENDENT AUDITOR'S REVIEW REPORT



### Independent Auditor's Report

To the stapled security holders of Hotel Property Investments

#### Report on the audit of the Financial Report

##### Opinion

We have audited the **Financial Report** of Hotel Property Investments (the Stapled Group Financial Report).

In our opinion, the accompanying Stapled Group Financial Report of the Company is in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the **Stapled Group's** financial position as at 30 June 2019 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards* and the *Corporations Regulations 2001*.

The **Financial Report** of the Stapled Group comprises:

- Consolidated statement of financial position as at 30 June 2019;
- Consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity, and consolidated statement of cash flows for the year then ended;
- Notes including a summary of significant accounting policies;
- Directors' Declaration.

The **Stapled Group** consists of the Hotel Property Investments Trust and Hotel Property Investments Limited and the entities they controlled at the year-end or from time to time during the financial year.

##### Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Stapled Group, Hotel Property Investments Trust and Hotel Property Investments Limited (the Responsible Entity) in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.

##### Key Audit Matters

The **Key Audit Matters** we identified for the Stapled Group are:

- Valuation of Investment Properties
- Recognition of rental income

**Key Audit Matters** are those matters that, in our professional judgement, were of most significance in our audit of the Financial Report of the current period.

These matters were addressed in the context of our audit of the Financial Report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

##### Valuation of Investment Properties (\$708.5m)

Refer to Note 13 to the Financial Report



The key audit matter	How the matter was addressed in our audit
<p>The valuation of investment properties was a key audit matter as it constituted 99.7% of the Stapled Group's total assets as at 30 June 2019, we exercised auditor judgement and we are required to evaluate the experts engaged by the Stapled Group.</p> <p>The fair value of the investment properties was assessed by the Board of Directors based on the combination of external valuations conducted by CBRE, URBIS and internally prepared valuations. Half of the investment property portfolio was independently valued by external valuers as at 31 December 2018.</p> <p>We focused on the Stapled Group's capitalised income projections for internally valued investment properties. Capitalised income projections are based upon a property's estimate net market income, and application of a capitalisation rate in accordance with Stapled Group policy.</p> <p>The income capitalisation approach is used as a measure of fair value, unless specific conditions for the properties suggest that the component approach is a more accurate measure. Component approach valuations were based on the current market value of the land, market value of the operating authorities and the net present value of the residual income.</p>	<p>Our audit procedures included:</p> <ul style="list-style-type: none"> <li>• Determined if the inputs used by the directors for the computation of the fair value of the properties are reasonable, with reference to the market update report completed by CBRE to ensure that the inputs used by the directors are consistent with the reports furnished;</li> <li>• Obtaining the final signed external valuations conducted during the financial year and evaluating the appropriateness of the valuation methodologies and key assumptions used by the Stapled Group's external valuer in accordance with market practice and the accounting standards;</li> <li>• Assess the scope, competence and objectivity of the external valuer engaged by the Stapled Group;</li> <li>• Re-performing a sample of valuations using the capitalised income projections method by applying forecast rental income (obtained from the rental agreements that have effect into the forecast period) and capitalisation rate (sourced in accordance with Stapled Group policy criteria), and assessing the consistency of our calculations to the internally prepared valuations; and</li> <li>• Checking the valuation methodology adopted, in particular the relevant capitalisation rate, for consistency with the Stapled Group's valuation policy, accounting standards and industry practice.</li> <li>• For those properties valued under the component approach, assessing the various components of the lease agreements; re-performing the calculations of forecast rental income (obtained from the rental agreements that have effect into the forecast period) and operating authorities; and evaluating the appropriateness of the external valuer's assessment of the alternative use of the land.</li> </ul>

**Recognition of Rental Income (\$51.1m)**

Refer to Note 3(b) to the Financial Report

The key audit matter	How the matter was addressed in our audit
<p>The recognition of rental income was a key audit matter as it represents a significant portion of total income, which is distributed to stapled security holders and necessitates significant audit effort given the high volume of rental agreements.</p> <p>Additionally, the Stapled Group entered into new rental agreements with existing tenants, raising our audit effort.</p> <p>Rental income is recognised on a straight-line basis over the life of the rental agreement for leases where the rental income under the lease terms is fixed and measurable. For leases where the rent is determined with reference to current market information or inflationary measures e.g. the Consumer Price Index, the revenue is not straight-lined and is recognised in accordance with the rental agreement applicable for the accounting period.</p>	<p>Our procedures included:</p> <ul style="list-style-type: none"> <li>• Checking a sample of monthly rental invoices and agreeing to the original signed lease contracts and cash receipts;</li> <li>• Created an expectation to compare to actual revenue reported by management by adjusting last year's audited revenue balance for any disposals or acquisitions and applying the weighted average annual increase;</li> <li>• For new, cancelled or variations to leases, we checked the lease terms to the Stapled Group's straight line schedule used to recognise revenue on a straight line basis; and</li> <li>• Performing a recalculation of the straight line adjustment to property revenue by using the fixed revenue over the lease term from the new or amended lease terms from the signed lease contract and comparing this to the Stapled Group's straight line schedule.</li> </ul>



### Other Information

Other Information is financial and non-financial information in Hotel Property Investment's annual reporting which is provided in addition to the Financial Report and the Auditor's Report. The Directors of the Responsible Entity are responsible for the Other Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon, with the exception of the Remuneration Report and our related assurance opinion.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor's Report we have nothing to report.

### Responsibilities of the Directors for the Financial Report

The Directors are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001;
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error;
- assessing the Stapled Group's ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Stapled Group or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at: [http://www.auasb.gov.au/auditors\\_responsibilities/ar2.pdf](http://www.auasb.gov.au/auditors_responsibilities/ar2.pdf)

This description forms part of our Auditor's Report.

### Report on the Remuneration Report

#### Opinion

In our opinion, the Remuneration Report of Hotel Property Investments Limited for the year ended 30 June 2019, complies with Section 300A of the *Corporations Act 2001*.

#### Directors' responsibilities

The Directors of Hotel Property Investments Limited are responsible for the preparation and presentation of the Remuneration Report in accordance with Section 300A of the *Corporations Act 2001*.

#### Our responsibilities

We have audited the Remuneration Report included in pages 14 to 23 of the Directors' report for the year ended 30 June 2019.

Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with *Australian Auditing Standards*.

KPMG

Rachel Milum  
Partner  
Melbourne  
20 August 2019

## SECURITY HOLDER INFORMATION

### SUBSTANTIAL SECURITY HOLDERS

The number of stapled securities held by the HPI Group's substantial security holders as at 16 July 2019 is as follows:

NAME	Stapled Securities
J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	29,713,771
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	28,149,071
CITICORP NOMINEES PTY LIMITED	11,835,873
NATIONAL NOMINEES LIMITED	8,437,322

### 20 LARGEST SECURITY HOLDERS

AS AT 16 JULY 2019

	Name	Number of Stapled Securities held	Percentage of Total Stapled Securities
1	J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	29,713,771	20.34
2	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	28,149,071	19.27
3	CITICORP NOMINEES PTY LIMITED	11,835,873	8.10
4	NATIONAL NOMINEES LIMITED	8,437,322	5.77
5	CITICORP NOMINEES PTY LIMITED	2,219,539	1.52
6	BNP PARIBAS NOMINEES PTY LTD HUB24 CUSTODIAL SERV LTD DRP	1,790,477	1.23
7	NETWEALTH INVESTMENTS LIMITED	1,709,661	1.17
8	BNP PARIBAS NOMS PTY LTD	1,500,902	1.03
9	CS FOURTH NOMINEES PTY LIMITED	1,054,731	0.72
10	ECAPITAL NOMINEES PTY LIMITED	840,000	0.57
11	OXLEIGH PTY LTD	800,713	0.55
12	BRISPOT NOMINEES PTY LTD	726,854	0.50
13	UBS NOMINEES PTY LTD	519,396	0.36
14	BNP PARIBAS NOMINEES PTY LTD	492,099	0.34
15	SARGON CT PTY LTD	384,509	0.26
16	MR DAVID STEWART FIELD	377,717	0.26
17	POWERWRAP LIMITED	311,872	0.21
18	MR DAVID CALOGERO LOGGIA	311,338	0.21
19	BECJOHN PTY LIMITED	306,666	0.21
20	TENNESSEE INVESTMENTS PTY LTD	300,000	0.21
	<b>Total</b>	<b>91,782,511</b>	<b>62.83</b>

## DISTRIBUTION OF SECURITY HOLDERS

AS AT 16 JULY 2019

Range	Total Holders	Stapled Securities	Percentage of Total Stapled Securities
1 - 1,000	2,469	1,325,493	0.59
1,001 - 5,000	3,325	9,099,271	5.28
5,001 - 10,000	1,352	10,306,045	6.39
10,001 - 100,000	1,254	28,496,693	22.78
100,001 and over	53	96,877,937	64.95
<b>Total</b>	<b>8,453</b>	<b>146,105,439</b>	<b>100.00</b>

As at 16 July 2019, there were 146,105,439 fully-paid stapled securities held by 8,453 individual security holders. The number of securityholders holding less than a marketable parcel of stapled securities is 162.



The Regatta Hotel

## **CORPORATE DIRECTORY**

### **HOTEL PROPERTY INVESTMENTS**

Hotel Property Investments Limited  
ABN 25 010 330 515  
Hotel Property Investments Trust  
ARSN 166484377  
Level 17, IBM Centre, 60 City Road  
Southbank VIC 3006 Australia

Phone: (03) 9038 1774  
Fax: (03) 8526 7430

[www.hpitrust.com.au](http://www.hpitrust.com.au)

### **SHARE REGISTRY**

Link Market Services  
Tower 4, 727 Collins Street  
Docklands VIC 3008 Australia

Phone (toll free within Australia): 1300 554 474  
Fax: +61 2 9287 0303

[www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)

### **CUSTODIAN**

The Trust Company Limited  
Level 12, Angel Place  
123 Pitt Street  
Sydney NSW 2001 Australia

### **AUDITOR**

KPMG  
Tower Two  
Collins Square  
727 Collins Street  
Melbourne VIC 3008 Australia

### **RESPONSIBLE ENTITY**

Hotel Property Investments Limited  
ABN 25 010 330 515  
Level 17, IBM Centre, 60 City Road  
Southbank VIC 3006 Australia

### **COMPANY SECRETARY**

Hotel Property Investments Limited  
Blair Strik



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