

Greenpeace Australia Pacific Limited

ABN 61 002 643 852

General purpose (RDR) financial report
for the year ended 31 December 2016

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Directors' report

The directors present their report together with the financial report of Greenpeace Australia Pacific Limited (the "Company") for the financial year ended 31 December 2016 and the auditor's report thereon.

Directors

The directors of the Company at any time during or since the end of the financial year are:

Name:	Anita Mitchell (Chair Finance and Audit Committee)
Experience:	Environmental Scientist with over 20 years of experience in environment management covering the energy, water, waste, construction and property sectors. General Manager, Sustainability for the Barangaroo South project for Lend Lease.
Appointed:	10 June 2010
Directorship of other corporations:	Member of the Management Committee of the Total Environment Centre
Retired:	28 May 2016
Name:	Dr. Lena Aahlby (Chair of Board)
Experience:	Director and Founder of StrategyForChange Consultancy, former Director ActionAid (Sweden), former Campaign Director for ActionAid (Australia), former International Programme Director and International Issues Director for Greenpeace International.
Appointed:	15 June 2011
Directorship of other corporations:	Management committee for Climate Justice Program (retired)
Name:	Blair Palese
Experience:	Former Head of PR The Body Shop (UK); former Communications Director (Greenpeace International & USA); former Marketing and Communications Manager (Climate Friendly); former Project Manager and Consultant; former Editor Greenpages; Current Executive Director of 350.Org; former Communications Director, Antarctic Ocean Alliance.
Appointed:	22 February 2013
Directorship of other corporations:	Non Executive Director, The Sunrise Project Ltd (retired); Non Executive Director, Green Cross Australia (retired)
Retired:	28 May 2016
Name:	Prof. Jim Falk
Experience:	PhD Theoretical Physics, former Chair GPAP Finance & Audit Committee & Board, Councillor Aust. Conservation Foundation, Deputy Vice-Chancellor (2000-2003) Victoria University, Director of the Australia Centre for Science, Innovation and Society (Uni Melb. 20014-2010), Professional Fellow, Melbourne Sustainable Society Institute, Emeritus Professor, University of Wollongong, author.
Appointed:	22 February 2013
Directorship of other corporations:	Nil

Directors' report (continued)

Directors (continued)

Name:	Alexander White
Experience:	Former Development and Marketing Manager of Inclusion Melbourne; Campaign and Marketing roles with leading trade unions; National Union Partnership Advisor for Slater & Gordon Lawyers; and online columnist The Guardian; Secretary and director of UnionsACT (Trades & Labour Council of the ACT)
Appointed:	3 June 2013
Directorship of other corporations:	Director of Safe Work Council ACT (current) Director of Trades Hall Building Limited (current) Secretary of Fair Go for Canberra Inc (current) Director of ACT Council of Social Services (current) Deputy chair of the ACT Public Service Joint Council (consultative and representative standing committee of Government, not a decision-making body) Member of the Committee of Management The Wilderness Society (Victoria) (retired 2014)
Retired:	28 May 2016
Name:	Tim Hollo
Experience:	Former Communications Director for the Australian Greens; former Media Adviser to Christine Milne, former Climate Change Communications Officer at Greenpeace Australia Pacific, Executive Director of Green Music Australia.
Appointed:	5 June 2013
Directorship of other corporations:	Executive Director, Green Institute (current) Director, Green Music Australia (current) Director, Young Music Society (ACT) Committee member Lyneham Community Association.
Retired:	28 May 2016
Name:	Louise Tarrant
Experience:	Volunteer
Appointed:	1 May 2016
Directorship of other corporations:	Board Member, Climate Action Network Australia Director, Cascade Properties Group Pty Ltd Director, Goodhope Mansions Pty Ltd.
Name:	Barry Rafe
Experience:	Director and Chair of the Finance and Audit committee Director, Institute of Actuaries of Australia Director, Quality Product Research Pty Ltd
Appointed:	1 May 2016
Directorship of other corporations:	Consultant
Name:	Kasy Chambers
Experience:	Director, Environmental Defender's Office for the ACT
Appointed:	1 May 2016
Directorship of other corporations:	Executive Director, Anglicare Australia

Directors' report (continued)

Directors (continued)

Name:	Katerina Lecchi
Appointed:	1 May 2016
Directorship of other corporations:	Education and Campaign Coordinator of the National Anti-Racism Strategy - Australian Human Rights Commission

Company secretary

Mr Terry O'Donnell, B.Com, AGIA was appointed to the position of Company Secretary in December 2009.

Directors' meetings

The number of directors' meetings (including meetings of committees of directors) and number of meetings attended by each of the directors of the Company during the financial year are:

	Directors' meetings		Finance Committee Meetings		Board and GA Nomination Committee	
	Number eligible to attend	Number attended	Number eligible to attend	Number attended	Number eligible to attend	Number attended
Anita Mitchell	5	5	2	2	-	-
Dr. Lena Aahlby	7	7	5	4	5	5
Blair Palese	4	-	-	-	-	-
Prof. Jim Falk	7	6	1	-	-	-
Alexander White	3	3	-	-	-	-
Tim Hollo	4	3	-	-	-	-
Louise Tarrant	2	2	-	-	-	-
Barry Rafe	2	2	1	1	-	-
Katerina Lecchi	2	2	-	-	-	-
Kasy Chambers	2	1	-	-	-	-

The Board is an oversight and governing body that ensures the Company obtains and appropriately uses resources required to carry out its mission and objects and sustain it into the future. The Board oversees the use of donations received through the Public Fund ensuring they are applied for a charitable purpose. All members of the Board are directors.

The Finance and Audit Committee is an advisory body to the Board to assist the Board in the effective discharge of its responsibilities. The areas of focus are Financial reporting; Corporate risk and internal controls; and Corporate Governance. Membership of the Committee is by appointment by the Board and a maximum of four members external to the Board may be appointed as members of the Committee.

The Board and General Assembly Nomination Committee assists the Board by ensuring that nominee members and directors put before the GA for election are of suitable number in terms of the desired size of the GA and/or Board; and suitable composition in terms of qualifications, experience, character and motivation. Membership of the Committee consists of at least 3 members recruited from the Board and General Assembly.

Company strategy, objectives and principal activities

Short and long term objectives

The Company's mission is to secure the ability of the earth to nurture and sustain life in all its diversity. Accordingly, the Company works on the most urgent environmental issues of our time; with priorities including climate change, the depletion of marine wildlife, large scale deforestation, and threats to iconic regions including the Great Australian Bight and the Great Barrier Reef.

The Company's goals are to:

- Keep global temperature rise below 1.5 degrees

Directors' report (continued)

Company strategy, objectives and principal activities (continued)

- Stop the current rapid loss of biodiversity

The Companies' objectives are:

- Reducing carbon emissions and preventing lock-in of high emission technologies; and making the switch to renewable energy solutions. This includes through reducing the supply and demand for oil, coal and gas.
- Reforming the fishing industry in the Indian and Pacific oceans in order to end destructive and overfishing, as well as addressing other threats to our marine wildlife such as dangerous sea mining, port construction and dredging and whaling.
- Supporting the protection of rainforests in the Asia Pacific region (including Australia) by campaigning to end the use of commodities from recently deforested land in supply chains.
- Supporting the introduction of Container Deposit schemes in Australia to reduce the amount of beverage waste that ends up discarded as litter in our environment or as landfill.

On a shorter term basis these objectives are broken down into more specific projects, the success of which can then be evaluated.

Strategy for achieving those objectives

The Company is a fully independent, globally networked, campaigning organisation. We use research based investigation and non-violent, creative confrontation to expose global environmental problems, and to bring about the solutions which are essential to a green and peaceful future.

In developing our education and campaign strategies and policies we take great care to reflect our fundamental respect for democratic principles, and to seek solutions that will promote global social equity and fairness.

Where possible and appropriate we work closely with other organisations and with communities in order to maximise effectiveness and impact.

The Company situates its campaigns in the global context, and supports national, regional and international campaign work that is agreed through the international Greenpeace network.

Principal activities during 2016 and how those activities assisted in achieving objectives

The principal activities of the Company during the course of the financial year were education of the public and independent campaigning to protect, preserve and enhance the natural environment.

There were no significant changes in the nature of the activities of the Company during the year, although campaign priorities were adjusted in accordance with changing circumstances.

Reflecting the Company's objectives, in 2016, our chief work included seeking:

- Greater environmental protection for the Great Barrier Reef, including specifically preventing proposed new industrial developments on the Reef.
- Reduction of 'exported emissions' through Australia's international coal trade.
- Reform of the West and Central Pacific tuna fisheries.
- Improved public and consumer information in relation to electricity production, government subsidies to the fossil fuel industry and the immediate effects of climate change.
- Reduction in plastic waste state government bans on plastic bags and new container deposit schemes
- Exposing financial flows to pulp, paper and palm oil companies engaged in rainforest destruction through unsustainable pulp, paper and palm oil supplies.
- Supporting the introduction of container deposit recycling schemes in Australia to reduce the amount of beverage waste that ends up discarded as litter in our environment or as landfill.

Directors' report (continued)

Company strategy, objectives and principal activities (continued)

- An end to plans for exploratory oil drilling in the Great Australian Bight which threatens an incredibly unique ecosystem home to the nursery of the Southern Right Whale and Australian Sea lion with strong tourism and aquaculture industries.
- Obtaining government and business action in relation to reducing rainforest deforestation and destruction in Indonesia and the proposed damming of the Tapajos in the Amazon.
- Stronger connections between Pacific Island communities on the frontline of climate change impacts.

All funds earned by the Company are wholly utilised for the above activities. No benefits accrue to the Company's members.

Our key tactics of public communication and consumer information, investigation and analysis, political and corporate lobbying, public outreach, traditional and social media communication, consumer awareness raising, public rallies and non-violent creative confrontation, have been used across our campaign areas.

Measurement of performance including any key performance indicators

Performance measurement of public campaigning is notoriously difficult because correlation does not equal causation; nevertheless measures that are applied include: media-monitoring, digital media metrics, social media monitoring and metrics, supporter surveying, internal qualitative evaluation, global benchmarking within the Greenpeace network and external peer assessment.

Who was helped by these activities?

Our work benefits all life on earth. More proximately, among those prominently assisted by our activities over the past year include:

- All those who depend on the existence of the Great Barrier Reef for their livelihoods, as well as the natural environment of the Reef itself.
- Local communities who depend on the tuna stocks of the West and Central Pacific for their livelihoods.
- Pacific island nations threatened by rising sea levels and ocean acidification, as well as the ocean environment itself.
- Local communities who depend on healthy and vibrant forests in Indonesia for their livelihoods, as well as the natural forest environment itself.
- Local communities who depend on the Great Australian Bight for their livelihoods, as well as the Great Australian Bight environment.

Governance

We are extremely grateful for the trust bestowed on us by our donors to protect and conserve our natural environment and commit to high standards of accountability and transparency. In support of this commitment the Company is a signatory to the International NGO Accountability Charter and meets its reporting requirements through collective reporting through Greenpeace International.

The Company measures its performance according to progress against objectives and goals outlined in the Strategic Plan: 2015 to 2017 in the areas of campaigns, communications, human resources, finance, governance and fundraising. This information is monitored by the senior executive monthly, reviewed by the Board at least quarterly and updates communicated to the voting membership each quarter following board meetings and annual at the annual general meeting.

The governance objectives detailed in the Strategic Plan were implemented as follows:

- *Support the CEO in the implementation of Greenpeace Australia Pacific's 3 year plan*

GPAP is committed to becoming a learning organisation with a strong capability to adapt and thrive in a rapidly changing environment. In 2016 we engaged consultants to assist us develop a relevant, dynamic, user-friendly impact measurement system. This system will be implemented in the 2017 year.

Directors' report (continued)

Governance (continued)

The Chief Executive Officer's performance was monitored regularly throughout the year culminating in an annual performance review.

The Board approved variations to the Strategic Plan as appropriate in light of changing circumstances. This is standard practice for the Company on an annual basis.

- *Strengthen GPAP's governance*

The Board continued its engagement with the voting membership on strengthening governance and constituted a committee to help develop an evaluation framework for the board and its accountability to the GA.

Following the successful Board and Voting member nomination process all incoming and continuing directors attended an annual induction and update session held over two separate days in 2016.

The Board manual received minor revisions and updates in 2016 to ensure the charter remains fit for purpose.

- *Engage in, and contribute to, global Greenpeace*

In addition to the global financial contribution the Company makes to Greenpeace International key personnel make significant contributions that help support either directly or indirectly global campaigns. Most significant is the contribution made by the Chief Executive Officer in his role on the Greenpeace Global Leadership Team, the body that provides high-level strategic guidance to the global organisation by advising the International Executive Directors on major strategic issues.

Operating and financial review and performance measurement

Trading results

The Company returned a deficit of \$3,033,876 (2015 profit : \$3,129,404).

The deficit is consistent with the Company's plans to secure its long term financial viability. Most visible in 2016 was the increased investment in recruitment of new supporters. 2017 will see a further increase in investment in both Fundraising and Campaigns which is necessary to diversify the program and ensure the appropriate levels of resources are available in the longer term to continue to fund robust campaign capability with global reach.

In 2016, the Company becomes the grateful beneficiary of bequest receipts amounting to \$500,031 (\$3,169,837 in 2015).

The Company's financial position remains strong with reserves decreasing to \$8,103,902 in 2016 from \$11,137,778 in 2015. Reserves and liquidity are monitored monthly and are subject to a risk assessment as part of the annual budget setting and quarterly review processes. Current reserves remain significantly in excess of what is required under our Reserves Policy.

Expenditure projections are pegged to income expectations and reserves are anticipated to remain above the requirement stipulated in the Reserves Policy.

In 2016, total regular donations increased by 1.4% (decline of 2.6% 2015) however overall Fundraising Revenue was down 14% to \$16,892,102 (2015: \$19,605,579). The overall decline comes after receipting a single large bequest in the 2015 year.

Throughout 2016 the investment in acquiring regular donors was increased however as a proportion of total expenditure Fundraising costs remained steady at 38.9% (2015: 37.9%).

Our independence is paramount. We do not accept funding from governments or corporations. We rely on the goodwill and generosity of individual members of the public as well as eligible trusts and foundations.

For this reason we encourage donors to make a regular donation, giving the organisation the security to make long-term commitments to our campaigns, enabling us to plan ahead and respond quickly, while remaining flexible and independent. Regular donors are a key partner in our campaigns and afford a reasonable return on investment in the long term. However to grow our regular giving base requires significant upfront investment as it takes greater than 12 months to recoup the cost of acquiring a donor.

Directors' report (continued)

Operating and financial review and performance measurement (continued)

We are ever mindful of the trust bestowed on us by our supporters to tackle the most urgent environmental issues of our time and continued the growth in Campaign expenditure over the last 3 years. Our contribution to global Greenpeace increased in 2016 to \$5,847,000 up from \$4,798,000 in 2015. The proportionate spend on Campaign and Campaign Support remained steady at 53.8% (2015: 53.5%) of total expenditure.

Administration Costs (referred to as Organisation Support) fell to 8.2% (2015: 8.5%) of total expenditure.

As anticipated the final instalment of \$500,000 was made against the long term loan with Greenpeace International. The balance outstanding on the loan in 2016 stands at \$nil (2015: \$500,000).

The Company maintains endorsement to receive deductible gifts and is exempt from income tax, accordingly no provision for income tax is required.

Membership

The Company is a company limited by guarantee and without share capital. If the Company is wound up, the articles of association state that each member is required to contribute a maximum of \$5 towards meeting any outstanding obligations of the Company. The numbers of members as at 31 December 2016 were 53 (2015: 50).

Auditor independence

The directors received an independence declaration from the auditor of Greenpeace Australia Pacific Limited. A copy has been included on page 8 of the report.

Signed in accordance with a resolution of the directors.



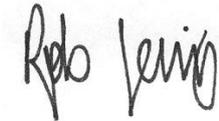
Dr. Lena Aahlby
Chair of Board
Sydney
28 March 2017

Auditor's Independence Declaration to the Directors of Greenpeace Australia Pacific Limited

In relation to our audit of the financial report of Greenpeace Australia Pacific Limited for the financial year ended 31 December 2016, and in accordance with the requirements of Subdivision 60-C of the *Australian Charities and Not-for profits Commission Act 2012*, to the best of my knowledge and belief, there have been no contraventions of the auditor independence requirements of the *Australian Charities and Not-for profits Commission Act 2012* or any applicable code of professional conduct.



Ernst & Young



Rob Lewis
Partner
28 March 2017

Statement of profit or loss and other comprehensive income

For the year ended 31 December 2016

		2016	2015
	Notes	\$	\$
Income	4.1	16,892,102	19,605,579
Other income	4.2	255,620	864,878
Fundraising expenditure		(7,922,095)	(6,678,012)
Campaigning expenditure		(10,964,693)	(9,415,259)
Organisational support		(1,498,846)	(1,504,382)
Result from operating activities		(3,237,912)	2,872,804
Finance income	4.3	207,847	257,761
Finance costs	4.3	(3,811)	(1,161)
Net finance income		204,036	256,600
(Loss)/surplus before income tax		(3,033,876)	3,129,404
Income tax expense		-	-
(Loss)/surplus for the year		(3,033,876)	3,129,404
Other comprehensive income		-	-
Total comprehensive (loss)/income for the year		(3,033,876)	3,129,404

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

Statement of financial position

As at 31 December 2016

	Notes	2016 \$	2015 \$
Assets			
Current assets			
Cash and short-term deposits	5	9,690,301	12,588,827
Receivables	6	281,069	499,760
Other assets	7	53,250	109,178
Total current assets		<u>10,024,620</u>	<u>13,197,765</u>
Non-current assets			
Property, plant and equipment	8	164,976	270,688
Total non-current assets		<u>164,976</u>	<u>270,688</u>
Total assets		<u>10,189,596</u>	<u>13,468,453</u>
Liabilities and equity			
Current liabilities			
Trade and other payables	9	960,955	695,421
Employee benefit liabilities	11	898,221	793,723
Deferred revenue		104,895	124,636
Loans and borrowings	10	-	500,000
Total current liabilities		<u>1,964,071</u>	<u>2,113,780</u>
Non-current liabilities			
Trade and other payables	9	-	72,527
Employee benefit liabilities	11	121,623	144,368
Total non-current liabilities		<u>121,623</u>	<u>216,895</u>
Total liabilities		<u>2,085,694</u>	<u>2,330,675</u>
Net Assets		<u>8,103,902</u>	<u>11,137,778</u>
Accumulated funds			
Reserves		1,469,562	1,469,562
Accumulated surplus		6,634,340	9,668,216
Total accumulated funds		<u>8,103,902</u>	<u>11,137,778</u>

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

Statement of changes in accumulated funds

For the year ended 31 December 2016

	Accumulated surplus	Bequest reserve (Note 2(k))	Total
	\$	\$	\$
As at 1 January 2016	9,668,216	1,469,562	11,137,778
Deficit for the year	(3,033,876)	-	(3,033,876)
Other comprehensive income	-	-	-
Total comprehensive loss for the year	<u>(3,033,876)</u>	<u>-</u>	<u>(3,033,876)</u>
At 31 December 2016	<u>6,634,340</u>	<u>1,469,562</u>	<u>8,103,902</u>
As at 1 January 2015	6,538,812	1,469,562	8,008,374
Surplus for the year	3,129,404	-	3,129,404
Other comprehensive income	-	-	-
Total comprehensive income for the year	<u>3,129,404</u>	<u>-</u>	<u>3,129,404</u>
At 31 December 2015	<u>9,668,216</u>	<u>1,469,562</u>	<u>11,137,778</u>

The above statement of changes in accumulated funds should be read in conjunction with the accompanying notes.

Statement of cash flows

For the year ended 31 December 2016

	2016	2015
Notes	\$	\$
Operating activities		
Cash receipts from donations and fundraising activities	18,461,272	19,629,400
Cash receipts from related parties contributions	549,024	462,973
Cash paid to suppliers and employees	(21,599,887)	(17,488,223)
Interest received	207,847	257,761
Net cash flows (used in)/from operating activities	(2,381,744)	2,861,911
Investing activities		
Proceeds from sale of property, plant and equipment	27,342	19,752
Purchase of property, plant and equipment	(44,124)	(73,682)
Net cash flows used in investing activities	(16,782)	(53,930)
Financing activities		
Loans to related parties	(500,000)	(500,000)
Net cash flows used in financing activities	(500,000)	(500,000)
Net (decrease)/increase in cash and cash equivalents	(2,898,526)	2,307,981
Cash and cash equivalents at 1 January	12,588,827	10,280,846
Cash and cash equivalents at 31 December	5 9,690,301	12,588,827

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

Notes to the financial statements

For the year ended 31 December 2016

1. Corporate information

The financial statements of Greenpeace Australia Pacific Limited (the "Company") for the year ended 31 December 2016 were authorised for issue in accordance with a resolution of the directors on 28 March 2017.

The Company is a company limited by guarantee and without share capital and is a not-for-profit entity. If the Company is wound up, the articles of the association state that each member is required to contribute an amount of \$5 towards meeting any outstanding obligations of the Company.

The registered office and the principal place of business of the Company is Level 2, 33 Mountain Street, Ultimo, NSW 2007.

The Company is primarily involved in promoting awareness among the public by independent campaigning to ensure the ability of the earth to nurture life in all its diversity.

2. Summary of significant accounting policies

2.1 Basis of preparation

The financial report is a general purpose financial report, which has been prepared in accordance with the requirements of the Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards Board.

The financial report has been prepared on a historical cost basis and is presented in Australian dollar (\$).

Statement of compliance

The financial report is a general purpose financial report, which has been prepared in accordance with the requirements of the Australian Accounting Standards - Reduced Disclosure Requirements and other authoritative pronouncements of the Australian Accounting Standards Board. The Company is a not-for-profit entity which is not publicly accountable. Therefore, the financial statements for the Company are tier 2 general purpose financial statements which have been prepared in accordance with Australian Accounting Standards - Reduced Disclosure Requirements (AASB - RDRs).

2.2 Changes in accounting policies and disclosures

The accounting policies adopted are consistent with those of the previous financial year.

The Company applied for the first time certain standards and amendments which are effective for annual periods beginning on or after 1 January 2016. The application of these standards had no impact in the financial statements of the Company. The Company has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective.

2.3 Significant accounting policies

a) Current versus non-current classification

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

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

Notes to the financial statements (continued)

For the year ended 31 December 2016

2. Summary of significant accounting policies (continued)

a) Current versus non-current classification (continued)

All other assets are classified as non-current.

A liability is current when:

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

The Company classifies all other liabilities as non-current.

b) Foreign currencies

Both the functional and presentation currency of Greenpeace Australia Pacific Limited is Australian dollars (\$).

Transactions in foreign currencies are initially recorded at their respective functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rate of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognised in profit or loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions.

c) Cash and short-term deposits

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

For the purpose of the statement of cash flows, cash and cash equivalents consist of cash at bank and on hand and short term deposits, as defined above.

d) Receivables

Collectability of receivables is reviewed on an ongoing basis at an operating unit level. Individual receivables that are known to be uncollectible are written off when identified. An impairment provision is recognised when there is objective evidence that the Company will not be able to collect the receivable.

Related party receivables are carried at cost, less impairment, if any.

e) Property, plant and equipment

(i) Recognition and measurement

Items of property, 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. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the assets to a working condition for their intended use, the costs of dismantling and removing the items and restoring the site on which they are located, and capitalised borrowing costs. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Only assets purchased with a value in excess of \$2,000 are capitalised.

Notes to the financial statements (continued)

For the year ended 31 December 2016

2. Summary of significant accounting policies (continued)

e) Property, plant and equipment (continued)

(i) Recognition and measurement (continued)

When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Company. Ongoing repairs and maintenance are expensed as incurred.

(iii) Depreciation

Depreciation is based on the cost of an asset less its residual value. Significant components of individual assets are assessed and if a component has a useful life that is different from the remainder of that asset, that component is depreciated separately.

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each component of an item of property, plant and equipment. Land is not depreciated.

The estimated useful lives for the current and comparative years are as follows:

Leasehold improvements	10 years (or the term of lease if shorter)
Furniture and equipments	3 - 4 years
Information technology	3 years
Motor vehicles	4 years

f) Leases

The Company's leases are classified as operating leases and are not recognised in the Company's statement of financial position.

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.

g) Impairment of non-financial assets

The carrying amounts of the Company's non-financial assets 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. Depreciated replacement cost is used to determine value in use. Depreciated replacement cost is the current replacement cost of the item less, where applicable, accumulated depreciation to date, calculated on the basis of such cost. 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. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of CGUs are allocated to reduce the carrying amounts of the other assets in the CGU (group of CGUs) on a pro rata basis.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

Notes to the financial statements (continued)

For the year ended 31 December 2016

2. Summary of significant accounting policies (continued)

h) Trade and other payables

Trade and other payables represent liabilities for goods and services provided to the Company prior to the end of the financial year that are unpaid and arise when the Company becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured and are usually paid within 30 days of recognition. The carrying amount of the trade and other payables is deemed to reflect fair value.

Related party payables are non-interest bearing and carried at cost.

i) Interest-bearing loans and borrowings

All loans and borrowings are initially recognised at the fair value of the consideration received less directly attributable transaction costs.

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method. Fees paid on the establishment of loan facilities that are yield related are included as part of the carrying amount of the loans and borrowings.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for a least 12 months after the reporting date.

j) Employee benefit liabilities

(i) Defined contribution plans

A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution plans are recognised as an employee benefit expense in profit or loss in the periods during which services are rendered by employees. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in future payments is available. Contributions to a defined contribution plan that are due more than 12 months after the end of the period in which the employees render the service are discounted to their present value.

(ii) Other long-term employee benefits

The Company's net obligation in respect of other long-term employee benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods.

(iii) Short-term 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.

k) Reserves/surplus

Reserves are held to meet all identifiable liabilities the organisation may face in the event of a sudden cessation of operations. These liabilities are quantified and subjected to a risk assessment as part of the annual budget setting process. The level of reserves is set by the Board annually.

Any surplus in excess of the reserves level is held to enable investment into campaigning, fundraising or organisational strategic opportunities.

l) Income

Income in the form of bequests, donations and contributions is recognised in the year in which they are received or the period in which the Company gains control of the asset. Conditional bequests and grants are treated as a liability until the condition relating to the bequest or grant has been satisfied at which point they are recognised as income.

Notes to the financial statements (continued)

For the year ended 31 December 2016

2. Summary of significant accounting policies (continued)

l) Income (continued)

In-kind donations

Plant and equipment and other items donated to the Company are included at the fair value to the Company where this can be quantified and a third party is bearing the cost.

m) Finance income and finance costs

Finance income comprises interest income on funds invested. Interest income is recognised as it accrues in profit or loss, using the effective interest method.

Finance costs comprise interest expense on borrowings and net foreign exchange loss. 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. Foreign currency gains and losses are reported on a net basis as either finance income or finance cost depending on whether foreign currency movements are in a net gain or not loss position.

n) Income tax

The Company has received written confirmation from the Deputy Commissioner of Taxation that it is exempt from income tax pursuant to Section 50-10 of the Income Tax Assessment Act 1997. Accordingly no provision for income tax is required.

3. Significant accounting judgements, estimates and assumptions

The preparation of financial statements in accordance with Australian Accounting Standards - Reduced Disclosure Regime requires management to make judgements, estimates and assumptions that affect the application of 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 period in which the estimate is revised and in any future periods affected.

There are no judgements made by management in the application of Australian Accounting Standards that have significant effect on the financial report or estimates with a significant risk of material adjustment in the next year.

Notes to the financial statements (continued)

For the year ended 31 December 2016

4. Revenue and expenses

4.1 Income

	<u>2016</u>	<u>2015</u>
	\$	\$
Regular auto-giving	12,134,886	12,283,191
Supporter recruitment	1,613,512	1,287,306
Major donations and foundations	1,368,826	1,565,450
Special appeals	1,145,741	1,196,781
Bequest income	500,031	3,169,837
Membership renewal	129,106	103,014
	<u>16,892,102</u>	<u>19,605,579</u>

4.2 Other income

	<u>2016</u>	<u>2015</u>
	\$	\$
Net gain on sale of property, plant and equipment	21,775	19,752
Contributions from Greenpeace International Ltd	225,140	714,304
Contributions from other parties	-	25,389
Other income	8,705	105,433
	<u>255,620</u>	<u>864,878</u>

4.3 Finance income and finance costs

	<u>2016</u>	<u>2015</u>
	\$	\$
Interest income	207,847	257,761
Finance income	<u>207,847</u>	<u>257,761</u>
Net foreign exchange loss	(3,811)	(1,161)
Finance cost	<u>(3,811)</u>	<u>(1,161)</u>
Net finance income recognised in statement of profit or loss and other comprehensive income	<u>204,036</u>	<u>256,600</u>

Notes to the financial statements (continued)

For the year ended 31 December 2016

5. Cash and short-term deposits

	<u>2016</u>	<u>2015</u>
	\$	\$
Cash on hand	1,000	1,000
Cash at bank	1,185,270	712,944
Call deposits	8,504,031	11,874,883
	<u>9,690,301</u>	<u>12,588,827</u>

6. Receivables

	<u>2016</u>	<u>2015</u>
	\$	\$
Current		
Other receivables	281,069	175,876
Related party receivables: Greenpeace International Ltd	-	323,884
	<u>281,069</u>	<u>499,760</u>

7. Other assets

	<u>2016</u>	<u>2015</u>
	\$	\$
Current		
Advances to employees	(6,100)	671
Prepayments	59,350	108,507
	<u>53,250</u>	<u>109,178</u>

Notes to the financial statements (continued)

For the year ended 31 December 2016

8. Property, plant and equipment

	Leasehold improvements	Furniture and equipments	Information technology	Motor vehicles	Other	Total
	\$	\$	\$	\$	\$	\$
Cost or deemed cost						
At 1 January 2016	500,770	156,958	581,172	386,051	1,941	1,626,892
Additions	-	-	17,404	26,720	-	44,124
Disposals	-	(5,000)	-	(37,318)	-	(42,318)
At 31 December 2016	<u>500,770</u>	<u>151,958</u>	<u>598,576</u>	<u>375,453</u>	<u>1,941</u>	<u>1,628,698</u>
Depreciation and impairment losses						
At 1 January 2016	402,927	142,914	517,754	292,609	-	1,356,204
Depreciation charge for the year	58,120	1,362	38,240	46,934	-	144,656
Disposals	-	-	-	(37,138)	-	(37,138)
At 31 December 2016	<u>461,047</u>	<u>144,276</u>	<u>555,994</u>	<u>302,405</u>	<u>-</u>	<u>1,463,722</u>
Net book value						
At 31 December 2016	<u>39,723</u>	<u>7,682</u>	<u>42,582</u>	<u>73,048</u>	<u>1,941</u>	<u>164,976</u>
At 31 December 2015	<u>97,843</u>	<u>14,044</u>	<u>63,418</u>	<u>93,442</u>	<u>1,941</u>	<u>270,688</u>

During the year, an amount of \$150,223 in respect of depreciation expense was recognised in profit or loss (2015: \$146,359).

Notes to the financial statements (continued)

For the year ended 31 December 2016

9. Trade and other payables

	<u>2016</u>	<u>2015</u>
	\$	\$
Current		
Trade payables	656,874	490,713
Other payables and accrued expenses	<u>304,081</u>	<u>203,511</u>
	960,955	694,224
Related party payables:		
Greenpeace France	-	1,197
	<u>960,955</u>	<u>695,421</u>
Non-current		
Deferred lease liability - lease incentives	-	<u>72,527</u>

10. Loans and borrowings

	<u>2016</u>	<u>2015</u>
	\$	\$
Current		
Loan from Greenpeace International Ltd	-	<u>500,000</u>

The loan from Greenpeace International Ltd is denominated in Australian dollars with interest applicable at a rate of 6% per annum. An amount of \$nil was repaid in December 2016 (2015: \$0.5m).

11. Employee benefit liabilities

	<u>2016</u>	<u>2015</u>
	\$	\$
Current		
Annual leave	399,293	338,041
Long service leave	259,546	230,065
Personal leave	<u>239,382</u>	<u>225,617</u>
	<u>898,221</u>	<u>793,723</u>
Non-current		
Long service leave	<u>121,623</u>	<u>144,368</u>

During the year, an amount of \$5,561,062 in respect of employee benefits was recorded in profit or loss (2015: \$5,561,867) of which an amount of \$437,429 in respect of contributions to defined contribution plans was recognised (2015: \$453,962).

Notes to the financial statements (continued)

For the year ended 31 December 2016

12. Commitments

Operating lease commitments - Company as lessee

Future minimum rentals payable under non-cancellable operating leases as at 31 December are as follows:

	<u>2016</u>	<u>2015</u>
	\$	\$
Within one year	272,604	593,635
After one year but not more than five years	407,607	609,035
More than five years	-	-
	<u>680,211</u>	<u>1,202,670</u>

The Company leases a number of warehouse and office facilities under operating leases. The leases typically run for a period of 3 years, with an option to renew the lease after that date. Lease payments are increased every year to reflect market rentals. None of the leases includes contingent rentals.

During the year, an amount of \$532,487 expense in respect of operating leases was recognised in profit or loss (2015: \$542,178).

13. Related parties

Director's compensation

The board approved payment of an honorarium for the Board Chair in recognition of the significant time required to fulfill the duties of the position.

	<u>2016</u>	<u>2015</u>
	\$	\$
Honorarium paid	<u>30,000</u>	<u>30,000</u>

Other directors of the Company received reimbursement of expenses only.

Other related party transactions

The Company is required to make contributions to Greenpeace International Ltd on an annual basis in accordance with the Licence Agreement. Licensing contributions are calculated at 18% of total external income (including revenue and finance income but excludes Greenpeace grant income) for the financial year two years prior. An additional negotiated contribution is made to the global programme under the Contribution Model funding mechanism. These additional contributions are made to Greenpeace International Ltd and are calculated using sliding percentages on net of external income reduced by fundraising acquisition costs and conditional income over EUR30k for the financial years two years prior.

	<u>2016</u>	<u>2015</u>
	\$	\$
During the year, contributions were made to:		
Greenpeace International Ltd	<u>5,847,300</u>	<u>4,798,000</u>

The contribution to Greenpeace International Ltd is included as part of campaigning expenditure in the statement of profit or loss and other comprehensive income.

Notes to the financial statements (continued)

For the year ended 31 December 2016

13. Related parties (continued)

	<u>2016</u>	<u>2015</u>
	\$	\$
During the year, cash was transferred to/(from):		
Greenpeace International Ltd	<u>3,200,000</u>	<u>2,650,000</u>

Related party balances

Receivables and payables due from/to related parties are disclosed at notes 6 and 9. Loans from related parties are disclosed at note 10.

Key management personnel compensation

The aggregate compensation paid to key management personnel of the Company is set out below:

	<u>2016</u>	<u>2015</u>
	\$	\$
Total key management personnel compensation	<u>844,283</u>	<u>930,751</u>

14. Events after the reporting period

There have been no significant events occurring after the reporting period which may affect either the Company's operations or results of those operations or the Company's state of affairs.

15. Contingent liabilities

The Company has no contingent liabilities as at 31 December 2016 (2015: \$nil).

16. Fundraising Act disclosures

	<u>2016</u>	<u>2015</u>
	\$	\$
<i>Results of fundraising appeals</i>		
Gross proceeds from fundraising appeals	16,892,102	19,605,579
Less: Direct costs of fundraising appeals	(7,922,095)	(6,678,012)
<i>Net surplus from fundraising appeals</i>	<u>8,970,007</u>	<u>12,927,567</u>
<i>Application of net surplus obtained from fundraising appeals</i>		
Campaigning	(10,964,693)	(9,415,259)
Administration	(1,498,846)	(1,504,382)
	<u>12,463,539</u>	<u>10,919,641</u>
(Deficit)/surplus transferred to accumulated surplus	<u>(3,493,532)</u>	<u>2,007,926</u>

Refer to the reserves accounting policy note 2(k) for an explanation of how the net surplus from fundraising is applied.

Notes to the financial statements (continued)

For the year ended 31 December 2016

16. Fundraising Act disclosures (continued)

Analytical percentages in accordance with Charitable Fundraising Act (NSW) 1991.

	<u>2016</u>	<u>2015</u>
<i>Fundraising</i>		
Total fundraising costs to fundraising gross income	46.9%	34.1%
Net surplus from fundraising to fundraising gross income	53.1%	65.9%
<i>Campaigning</i>		
Total cost of campaigns to total expenditure	53.8%	53.5%
Total cost of campaigns to total income	64.9%	48.0%

Refer to accounting policies for policy notes relevant to fundraising. There are no material issues or events that are expected to impact on fundraising.

Appeals conducted throughout the year ended 31 December 2016.

- High giving -Trust and Foundations
- End of calendar year giving
- Face to face recruitment
- Reactivating lapsed supporters
- Conversions - one off giving to Regular giving
- Personalised High Giving programme
- Community Fundraising
- End of Tax year giving
- Telemarketing
- Door to Door Recruitment

Directors' declaration

In the opinion of the directors of Greenpeace Australia Pacific Limited (the Company):

- (a) the financial statements and notes of that are set out on page 13 to 24, are in accordance with the *Australian Charities and Not-for-profits Commission Act 2012*, including:
 - (i) giving a true and fair view of the Company's financial position as at 31 December 2016 and of its performance for the year ended on that date; and
 - (ii) complying with Australia Accounting Standards - Reduced Disclosure Regime and the *Australian Charities and Not-for-profits Commissions Regulation 2013*; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of directors



Dr. Lena Aahlby
Chair of Board
Sydney
28 March 2017

Declaration by director in respect of fundraising appeals pursuant to the Charitable Fundraising Act (NSW) 1991, Collections Act (QLD) 1966, Collections for Charities Act (TAS) 2001 and Fundraising Act (VIC) 1988 - Regulations

I, Lena Aahlby, director of Greenpeace Australia Pacific Limited, declare, in my opinion:

- (a) the financial statements give a true and fair view of all income and expenditure of Greenpeace Australia Pacific Limited with respect to fundraising appeals;
- (b) the statement of financial position gives a true and fair view of the state of affairs with respect to fundraising appeals;
- (c) the provisions of the *Charitable Fundraising Act (NSW) 1991*, *Collections Act (QLD) 1966*, *Collections for Charities Act (TAS) 2001* and *Fundraising Act (VIC) 1988* and the regulations under these Acts and the conditions attached to the authority have been complied with for the period 1 January 2016 to 31 December 2016; and
- (d) the internal controls exercised by Greenpeace Australia Pacific Limited are appropriate and effective in accounting for all income received.



Dr. Lena Aahlby
Chair of Board
Sydney
28 March 2017

Independent auditor's report to the members of Greenpeace Australia Pacific Limited

Opinion

We have audited the financial report of Greenpeace Australia Pacific Limited (the Company), which comprises the statement of financial position as at 31 December 2016, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Company is in accordance with the *Australian Charities and Not-for-Profits Commission Act 2012*, including:

- a. giving a true and fair view of the Company's financial position as at 31 December 2016 and of its financial performance for the year ended on that date; and
- b. complying with Australian Accounting Standards - Reduced Disclosure Requirements and the *Australian Charities and Not-for-Profits Commission Regulation 2013*.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Company in accordance with the auditor independence requirements of the *Australian Charities and Not-for-Profits Commission Act 2012* 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 also fulfilled our other ethical responsibilities in accordance with the Code.

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

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

The directors are responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial report and our auditor's report thereon.

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

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

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

Responsibilities of the Directors for the Financial Report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards - Reduced Disclosure Requirements and the *Australian Charities and Not-for-Profits Commission Act 2012* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

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

Auditor's Responsibilities for the Audit of the Financial Report

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

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/Home.aspx>. This description forms part of our auditor's report.

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

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

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

Report on the requirements of the *NSW Charitable Fundraising Act 1991* and the *NSW Charitable Fundraising Regulations 2015* and the requirements of the *WA Charitable Collections Act (1946)* and the *WA Charitable Collections Regulations (1947)*

We have audited the financial report as required by Section 24(2) of the *NSW Charitable Fundraising Act 1991* and the *WA Charitable Collections Act (1946)*. Our procedures included obtaining an understanding of the internal control structure for fundraising appeal activities and examination, on a test basis, of evidence supporting compliance with the accounting and associated record keeping requirements for fundraising appeal activities pursuant to the *NSW Charitable Fundraising Act 1991* and the *NSW Charitable Fundraising Regulations 2015* and the *WA Charitable Collections Act (1946)* and the *WA Charitable Collections Regulations (1947)*.

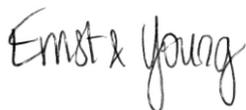
Because of the inherent limitations of any assurance engagement, it is possible that fraud, error or non-compliance may occur and not be detected. An audit is not designed to detect all instances of non-compliance with the requirements described in the above-mentioned Acts and Regulations as an audit is not performed continuously throughout the period and the audit procedures performed in respect of compliance with these requirements are undertaken on a test basis. The audit opinion expressed in this report has been formed on the above basis.

Opinion

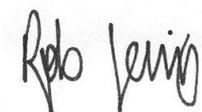
In our opinion:

- a) the financial report of Greenpeace Australia Pacific Limited has been properly drawn up and associated records have been properly kept during the financial year ended 31 December 2016, in all material respects, in accordance with:
 - i sections 20(1), 22(1-2), 24(1-3) of the *NSW Charitable Fundraising Act 1991*;
 - ii sections 10(6) and 11 of the *NSW Charitable Fundraising Regulations 2015*;
 - iii the *WA Charitable Collections Act (1946)*; and
 - iv the *WA Charitable Collections Regulations (1947)*.

The money received as a result of fundraising appeals conducted by the company during the financial year ended 31 December 2016 has been properly accounted for and applied, in all material respects, in accordance with the above mentioned Acts and Regulations.



Ernst & Young



Rob Lewis
Engagement Partner
Sydney
28 March 2017

Statement of income and expenditure

For the year ended 31 December 2016

	<u>2016</u>	<u>2015</u>
	\$	\$
INCOME		
Supporter recruitment		
Auto payment	1,497	1,150
Other	245	240
Existing supporters		
Auto payment	12,132	12,260
Special appeals	973	987
Other	176	232
Other fundraising income		
Major donors and foundations	1,369	1,565
Bequest income	500	3,170
Other income		
Grant income	225	825
Interest received	208	258
Profit on sale of property, plant and equipment	22	20
Other	5	19
Total income	<u>17,352</u>	<u>20,726</u>
EXPENDITURES		
Fundraising		
Recruitment investment	5,747	4,454
Supporter communication and maintenance	2,175	2,224
Total fundraising expenditure	<u>7,922</u>	<u>6,678</u>
Campaigning		
Oceans	664	592
Client/energy	1,034	973
Nuclear	-	53
Forests	87	66
Media and communications	948	1,063
Marine operations and action support	818	802
Public information	1,315	858
Political, science and business	226	204
Other issues	26	3
Contribution to international campaigning	5,847	4,801
Total campaigning expenditure	<u>10,965</u>	<u>9,415</u>
Organisational support	1,499	1,504
Total organisational support	<u>20,386</u>	<u>17,597</u>
Operating surplus	(3,034)	3,129
Transfer to reserves	-	-
	<u>(3,034)</u>	<u>3,129</u>