



**AGRICULTURAL LAND TRUST**  
**ARSN 096 588 046**  
**APPENDIX 4E**  
**RESULTS FOR ANNOUNCEMENT TO THE MARKET**  
**30 JUNE 2012**

	% change	30 June 2012 \$'000	30 June 2011 \$'000
Total revenue	-	<b>10,066</b>	10,064
Profit from continuing operations before decrement in fair value of investment properties	Up 17.4 %	<b>3,267</b>	2,782
Decrement in fair value of investment properties		<b>(13,845)</b>	(263)
Net profit from continuing operations	Down 519.9 %	<b>(10,578)</b>	2,519
Net profit attributable to unitholders	Down 528.5 %	<b>(10,592)</b>	2,472
<b>Commentary on Results</b>			
The commentary on results for the year is contained in the Chairman's Report and the General Manager's Report contained within the audited Annual Report dated 16 August 2012 accompanying this Appendix 4E.			
<b>Distribution to unitholders paid or payable</b>			
Interim distribution paid (\$'000)		-	885
Final distribution payable (\$'000)		<b>3,180</b>	1,410
Interim distribution (Cents per unit)		-	0.96
Final distribution (Cents per unit)		<b>3.18</b>	1.49
Record date for final distribution		<b>29 June 12</b>	30 June 11
Payment date for final distribution		<b>8 Oct 12</b>	27 Sept 11
<b>Net Tangible Assets</b>			
Total net tangible assets attributable to unitholders (\$'000)		<b>21,347</b>	34,405
Units on Issue ('000)		<b>100,004</b>	94,592
Net tangible assets attributable to unitholders per unit		<b>\$0.21</b>	\$0.36

This report should be read in conjunction with the Annual Report of the Trust and any announcements made in the period by or on behalf of the Trust in accordance with the continuous disclosure requirements of the Corporations Act 2001 and the ASX Listing Rules.

# **Agricultural Land Trust**

**ARSN 096 588 046**



**Annual Report  
30 June 2012**

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## TERMS AND ABBREVIATIONS

This report uses terms and abbreviations relevant to the Trust's activities and financial accounts. The terms "Agricultural Land Trust", "Trust" and "Group", unless indicated otherwise, refer to the consolidated entity comprising the parent entity (being the Agricultural Land Trust) and its subsidiaries. In some instances the term "Agricultural Land Trust" refers to the parent entity and not the consolidated entity however, where applicable, this has been disclosed in the report.

The terms "Agricultural Land Management Limited" and "Responsible Entity" are used in this report to refer to Agricultural Land Management Limited.

The terms "the year" and "2012" refer to the twelve months ended 30 June 2012 unless otherwise stated. Similarly references to 2011 refer to the twelve months to 30 June of that year.

# CORPORATE DIRECTORY

<b>Responsible Entity</b>	Agricultural Land Management Limited ABN 16 072 899 060  Level 3, 27 Currie Street Adelaide SA 5000 Phone: (08) 8425 5100 Facsimile: (08) 8425 6088  Australian Financial Services Licence Number: 225064
<b>Postal Address</b>	GPO Box 2716 Adelaide SA 5001
<b>Registered Address</b>	Level 3, 27 Currie Street Adelaide SA 5000
<b>Directors and Senior Management</b>	Peter Zachert B.Bus M.Comm M.Geoscience FCA FAIM GAICD (Chairman) Max Ormsby FFSIA FAICD ANZIIF (senior assoc.) (Director) Robert Michael Walter (Director) Ian Wigg B.Ec CA SAFin (General Manager and Joint Secretary) Craig Porter LLB (Joint Secretary) Phillip Melville B.Bus – Agriculture (Responsible Manager - Property)
<b>Compliance Committee</b>	Ross Kestel B.Bus CA MAICD Neil MacKenzie BA (Hons) FCA Ian Wigg B.Ec CA SAFin
<b>Registry</b>	Computershare Investor Services Pty Limited Level 5, 115 Grenfell Street Adelaide SA 5000 Phone: 1300 727 620 Facsimile: 1300 534 987
<b>Auditor</b>	Ernst & Young Ernst & Young Building 121 King William Street Adelaide SA 5000
<b>Bankers</b>	Westpac Banking Corporation National Australia Bank Australia and New Zealand Banking Group Limited
<b>ASX code</b>	AGJ
<b>Website</b>	<a href="http://www.agriculturalandtrust.com.au">www.agriculturalandtrust.com.au</a>

# **AGRICULTURAL LAND TRUST**

## **ANNUAL REPORT 2012**

### **CHAIRMAN'S REPORT**

The 2012 financial year and the period leading up to this report was an extremely turbulent and volatile time for the Agricultural Land Trust. Record operating results were achieved from the Trust's agricultural property portfolio, however these positives were offset by the significant downturn in the forestry industry and the implications this had on the value of the Trust's properties and the perceived value such properties have for bank funding purposes.

But first the positives - the net profit from continuing operations prior to asset revaluations was \$3.3m and significantly up (17%) on the previous period result of \$2.8m. Cash flow from operating activities was also significantly up on last year (49%) at \$3.2m, allowing the payment of record distributions of 3.18 cents per unit (up from 2.45 cents in 2011). Over the financial year the Trust's units traded in a range of 13 cents to 19.5 cents. Based on the closing unit price of 17 cents, the distribution yield was 18.91% making the Trust one of the strongest yielding investments on the ASX.

Existing unit holders again saw the value of their investment and elected to reinvest \$0.7m of their distribution in the Trust's distribution reinvestment plan. This show of continuing support and the level of this support makes the Trust's plan one of the most successful in Australia and highlights the value potential that existing unit holders see in the Trust, even in these difficult times.

From an operating viewpoint 2012 should be considered a total success. However the forestry industry in which the Trust operates is experiencing significant pressure. The profitability of Australian pulp wood and other plantation timbers is being detrimentally impacted by international supply, the high Australian dollar and operating costs in Australia. When overlaying a managed investment scheme (MIS) model it makes these plantations even less attractive. This caused or was a factor in the financial failure of the majority of MIS providers, the most high profile being Great Southern, Timbercorp, Forestry Enterprises Australia and numerous other lesser known names.

The failure of these companies and their subsequent liquidation has also placed a significant number of properties on the market. With this supply of properties, values have been impacted with this being the major cause of the Trust's property write down in this current period. This was most pronounced in Queensland where values have been written down by in the vicinity of 25%.

This has also caused Elders Limited to announce its intention to exit forestry in an orderly manner. All the Trust's properties are leased to subsidiaries of Elders Limited and such an announcement has significant impact on the Trust. In April Elders announced the sale of certain properties and tree plantations to Global Forestry Partners LP (GFP). Included in this portfolio of assets are tree plantations located on 11 properties owned by the Trust. The Trust has provided consent to the assignment of the leases for these properties to an entity established by GFP known as Australian Bluegum Plantations Pty Ltd with the assignment remaining subject to a number of conditions. The Trust was supportive this assignment given the financial strength of Australian Bluegum Plantations Pty Ltd and the benefits to the Trust of diversifying the leasee base.

In July the Trust announced it had extended for a further 12 months syndicated banking facilities with the current banking syndicate on essentially the same operating terms. Similarly unsecured and subordinated facilities provided by Elders Limited have been extended through to the end of August 2013. The extension of the syndicated banking facilities will however require the orderly divestment of certain properties over the next 12 months, with sale proceeds being applied to reduce debt. The Trust has appointed an advisor to assist with this process. Assets earmarked for sale are shown in the Trusts balance sheet as being held for sale.

The Board thanks unit holders for their continued support. The next 12 months will again be turbulent in the forestry industry and those industries associated with the forestry industry. Given banking requirements, over this period, it is anticipated that the Trust will divest certain assets and reduce gearing. This will result is a smaller, yet more financially capable Trust going forward.



Peter Zachert  
Chairman  
Agricultural Land Management Limited  
Adelaide, 16 August 2012

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 GENERAL MANAGER'S REPORT**

## **Financial Results**

The net loss attributable to unitholders of the Trust for the year was \$10.6 million (2011: profit \$2.5 million). The net loss resulted solely from reductions in the values of the Trust's investment properties of \$13.8 million (2011 \$0.3 million).

Prior to asset revaluations, the profit from continuing operations increased 17% to \$3.3 million (2011: \$2.8m) compared to the prior period. The Trust's cash flow from operations also increased during the year to \$3.2 million (2011: \$2.1 million).

The total assets of the Trust reduced during the year to \$87.1 million (2011: \$109.9 million) due to reductions in the values of investment properties and the sale of one investment property for its book value of \$11 million. The Trust's net assets of the Trust as at 30 June 2012 were \$21.3 million (2011: \$34.4 million).

## **Distributions to Unitholders**

A first and final distribution of 3.18 cents per unit has been declared and will be paid on 8 October 2012. The total distribution for the year of 3.18 cents per unit (2011: 2.45 cents per unit) increased by 30% from the prior period. The distribution represents a distribution of taxable income and does not contain any tax free or tax deferred components.

The value of distributions reinvested during the year pursuant to the Trust's Distribution Reinvestment Plan was \$712,235 (2011: \$834,000) which resulted in the issue of 5,412,109 units (2011: 5,477,259 units).

## **Market Performance**

During the year, units in the Trust traded within a range of 13 cents per unit to 19.5 cents per unit. Based on the closing price of 17 cents per unit as at 30 June 2012 the Trust had a market capitalisation of \$17.0 million (2011: \$12.8 million) and the distribution yield for the Trust for the year was 18.91%.

## **Funding**

During the year the Trust negotiated an extension to its syndicated loan facility agreement which did not become effective until 31 July 2012. The extended facility expires on 31 July 2013 with funding costs maintained at 4.00% above BBSY. As at 30 June 2012 the facility had been fully drawn to \$51.6 million (2011: \$60.1 million). During the year the Trust made repayments of \$8.5m (2011: \$834,000) to the banking syndicate.

The extension of the syndicated loan facility is subject to conditions in relation to the divestment of certain assets in an orderly manner, within specified time frames, with proceeds to be used to repay debt. In the circumstances a number of the Trust's investment properties have been recorded as being held for sale. The book value of the Trust's investment properties recorded as being held for sale as at 30 June 2012 was \$39.1 million.

The Trust's Loan to Value and Interest Cover covenants have been adjusted as a result of the extension of the syndicated loan facility. The Trust's auditors have confirmed compliance with Interest Cover and Loan to Value ratio covenants.

The Trust's funding also includes a \$13 million unsecured and subordinated loan facility with Elders Finance Pty Limited, an entity wholly owned by Elders Limited. In August 2012 the Trust obtained an extension of the facility until 31 August 2013. Interest expense pursuant to the subordinated facility equals the weighted average rent rate payable under the property leases. As at 30 June 2012 the facility had been drawn to \$9.3 million (2011: \$11.8m). During the year the Trust made repayments of \$2.5m (2011: \$nil) to Elders Finance Pty Limited.

As at 30 June 2012 the Trust's gearing ratio (debt to total assets) was 70% (2011: 65%). Excluding the subordinated and unsecured loan from related Elders Finance Pty Limited the Trust's gearing ratio as at 30 June 2012 was 59% (2011: 54%). Notwithstanding debt reductions made during the year, gearing ratio's increased as a result of the asset revaluations referred to above.

## **Rural Property Assets**

In September 2011 the Trust successfully completed the sale of a Far North Queensland property for its book value of \$11 million. Since then persistent challenging market conditions have resulted in reductions to the value of the Trust's

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 GENERAL MANAGER'S REPORT**

investment properties of \$13.8m (2011: \$0.3 million). As a result the book value of the Trust's investment properties has reduced to \$80.5 million (2011: \$105.3 million). This includes \$39.1m of investment properties that have been recorded as being held for sale as detailed above.

The Trust has entered into lease agreements with either Elders Forestry Management Limited or Elders Forestry Pty Ltd in relation to all of the above mentioned properties. All leases are guaranteed by Elders Limited. Elders Limited is the parent entity of Elders Forestry Management Limited, Elders Forestry Pty Ltd and Agricultural Land Management Limited.

The rent rate payable in relation to the properties acquired up to and including September 2008 equals BBSY (subject to a floor of 4%) plus the Trust's banking syndicate finance margin (currently 4%) above BBSY plus an additional 0.25%. Rental income is calculated by applying the rent rate to property values (initial greenfields value plus statutory acquisition costs indexed quarterly by CPI with market reviews which are subject to ratchet provisions ensuring property values cannot decrease however they can remain static). The rent rate payable in relation to the properties acquired subsequent to 12 September 2008 is the same as detailed above with the exception that the BBSY floor has been increased from 4% to 6%.

On 3 October 2011 Elders Ltd announced an intention to exit its forestry business through a staged divestment of its forestry assets. On 18 April 2012 Elders Ltd announced that it had entered into conditional agreements for the sale of the majority of its forestry assets in the Albany, Bunbury and Green Triangle regions to investment funds managed by Global Forest Partners (GFP). As a result of the sale, in May 2012 the Trust received a request for consent to assign the leases for a number of properties and the Trust has now provided consent to the assignment of leases for 11 properties located in the Green Triangle and Albany regions from Elders Forestry Management limited and Elders Forestry Pty Ltd to Australian Bluegum Plantations Pty Ltd. The assignment of the leases remains subject to a number of conditions precedent and lease terms would remain substantially unchanged as a result of the assignment. Subject to satisfaction of the conditions it is anticipated that the assignment of the leases will be effective in or around late August 2012 at which time Elders Ltd would be released as guarantor of the leases.

## **Revaluations**

The Trust obtained full valuations from Colliers International for 7 properties representing approximately 37% of the value of its property portfolio in June 2012. The Trust also obtained desktop reviews from Colliers International for the balance of its portfolio in June 2012. These valuations were obtained in accordance with the valuation policies contained within the loan agreement with the Trust's banking syndicate.

The directors have considered the June 2012 valuations and desktop reviews prepared by Colliers International as the basis for their determination of fair value. The valuations and reviews (which were also prepared for mortgage security purposes) assess the leased investment value of the Trust's portfolio to be \$82.1 million. The directors have adopted a fair value for the Trust's property portfolio of \$80.5 million (2011: \$105.3 million) on the basis of their assessment of the value of the properties and after taking into consideration a provision for selling costs associated with the investment properties that have been reclassified as being held for sale.

For further information refer to accounting policy note 2(g) and note (7).

## **Responsible Entity Fees**

The Responsible Entity fees for the year were \$605,209 (2011: \$615,174).

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**Outlook**

Over the coming year a focus of the Trust will be the divestment of investment properties that have been recorded as being held for sale with proceeds to be used to repay debt.

The Trust's performance in 2013 compared to 2012 will continue to be influenced by numerous factors including variations in the components of the Trust's rental mechanism (i.e. BBSY, financier margins, CPI) as well as property and financial market conditions.

A handwritten signature in black ink, appearing to read 'I Wigg', written in a cursive style.

Ian Wigg  
General Manager  
Agricultural Land Management Limited  
Adelaide, 16 August 2012

# **AGRICULTURAL LAND TRUST**

## **ANNUAL REPORT 2012**

### **DIRECTORS AND SENIOR MANAGEMENT**

The directors and senior management of Agricultural Land Management Limited comprise the following:

**Peter Zachert** B.Bus M.Com M.Geoscience FCA FAIM GAICD (age 58)  
(Chairman, Non Executive Director / Non Independent)

Mr Zachert is a Chartered Accountant and Company Director. He is currently a director of Terramin Australia Limited and a number of private companies including Chairman of Elders Forestry Management Limited and APT Projects Limited. His executive background is primarily in Resources and Diversified Industrials in Australia and overseas. Mr Zachert is currently the CFO of Alpha Australia LLC and previous positions held include CFO of Elders Limited (ceasing June 2009), director and CFO of Cyprus Australia Coal Company, CFO of Delta Gold Limited and senior roles in Prodeco SA and Exxon Coal and Mineral Company Limited. Peter is a Fellow of the Institute of Chartered Accountants in Australia and a Fellow of the Australian Institute of Management and a member of the Australian Institute of Company Directors. He was appointed an executive director of Agricultural Land Management Limited on 2 July 2007 however has assumed a non executive and non independent role since 1 July 2009.

**Max Ormsby** FFSIA FAICD ANZIIF (senior assoc.) (age 62)  
(Director, Non Executive / Independent)

Mr Ormsby is a Company Director and experienced executive with a background in the corporate sector and major trading banks. He is a former director of Rural Bank Limited, Elders Financial Services Group Pty Limited and NM Superannuation Pty Limited and is currently a director of Windmill Performing Arts and Foodbank SA. His executive background includes roles of director finance and director risk management at Elders Limited (ceasing July 2006). Max is a Fellow of the Financial Services Institute of Australia and the Australian Institute of Directors and a senior associate of the Australian Institute of Exports. He was appointed a director of Agricultural Land Management Limited on 22 January 2009.

**Robert Michael Walter** (age 63)  
(Director, Non Executive / Independent)

Mr Walter is an experienced executive with a background in the agribusiness sector and rural banking. He is currently Director of National Business Development for Elementree Limited. His executive background includes roles of General Manager at Elders Banking, General Manager Rural Lending at Rabobank and General Manager Lending at Primary Industry Bank of Australia (PIBA). Mr Walter has extensive experience in and knowledge of the agricultural industry in Australia and New Zealand as a result of 44 years commercial exposure with diversified experience across all rural inputs, banking and finance sectors involved in farm production and finance performance analysis. Mr Walter was appointed a Director of Agricultural Land Management Limited on 28 May 2010.

**Ian Wigg** B.Ec CA SAFin  
(General Manager, Joint Company Secretary, Compliance Committee Member)

Mr Wigg was appointed Chief Operating Officer of Agricultural Land Management Limited in October 2007 and General Manager effective July 2009. His experience prior to that was predominately obtained in the field of corporate recovery in both Australia and the UK having previously been a director at PPB, Adelaide. Ian is a Chartered Accountant and a Senior Associate of the Financial Services Institute of Australia.

**Craig Porter** BA LLB  
(Joint Company Secretary)

Mr Porter holds a Bachelor of Laws and Legal Practice and is a member of the Law Society of South Australia, the Australasian compliance Institute and an affiliate member of the Chartered Secretaries of Australia. Mr Porter is currently employed as the National Manager – Compliance for Elders Ltd. He was appointed Joint Company Secretary of Agricultural Land Management Limited on 24 February 2012.

**Phillip Melville B.Bus (Agriculture)**  
(Responsible Manager - Property)

Mr Melville was appointed Responsible Manager (property) on 18 August 2011. Mr Melville is currently employed as the Real Estate Operations Manager (Western Zone) for Elders Ltd. Mr Melville has approximately 7 years experience in rural property sales and holds a Triennial Certificate, General Licence (Auction Sales Act 1973) and Diploma of Property from the Real Estate Institute of Western Australia. Phil is a council member of the Real Estate Institute of Western Australia Rural Chapter and an associate member of the Real Estate Institute of Western Australia.

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 DIRECTORS AND SENIOR MANAGEMENT**

**Ross Kestel** B.Bus CA MAICD  
(Compliance Committee Chairman, Independent)

Mr Kestel is a Chartered Accountant and was a director of the accounting practice Nissen Kestel Harford from July 1980 until April 2010. Mr Kestel has acted as a director and company secretary of a number of public companies involved in mineral exploration, mining, mine services, property development, manufacturing and technology industries. He is a member of the Australian Institute of Company Directors. Mr Kestel was appointed to the Compliance Committee in December 2002.

**Neil MacKenzie** BA (Hons) FCA  
(Compliance Committee Member, Independent)

Mr Mackenzie is an experienced executive and Fellow of the Institute of Chartered Accountants. He is a former CEO of Simeon Wines and the current Chairman of Blaxland Vineyards Limited. Mr Mackenzie was appointed to the Compliance Committee in January 2008.

# **AGRICULTURAL LAND TRUST**

## **ANNUAL REPORT 2012**

### **CORPORATE GOVERNANCE**

The Agricultural Land Trust is a registered managed investment scheme under the Corporations Act 2001 ("Corporations Act"). Agricultural Land Management Limited is the Responsible Entity for the Trust and establishes the corporate governance policies of the Trust. The Responsible Entity holds an Australian Financial Services Licence authorising it to operate the Trust and has a duty to act in the best interests of unitholders of the Trust. As a registered managed investment scheme under the Corporations Act, the Trust has a compliance plan that has been lodged with the Australian Securities and Investments Commission ("ASIC"). A copy of the compliance plan can be obtained from ASIC.

The Australian Securities Exchange Limited ("ASX") Corporate Governance Council's Corporate Governance Principles and Recommendations ("ASX Principles"), in conjunction with the ASX listing rules, require the Trust to disclose in its annual report the extent to which its corporate governance practices follow the ASX Principles and to give reasons why any recommendations have not been followed. The Responsible Entity complies with a majority of the ASX Principles. Where it does not, it is largely in respect of matters where the nature of the regulation of the Trust or of the Trust's business is such that the board of the Responsible Entity considers that compliance is not appropriate or required and that there is no detriment to unitholders of the Trust from non-compliance.

#### **Relationship between the Responsible Entity and Elders Limited**

The Responsible Entity is a wholly owned subsidiary of Elders Limited. Currently all rental income of the Trust is derived from wholly owned subsidiaries of Elders Limited. Elders Limited is also a substantial unitholder in the Trust (49.69% as at 30 June 2012). Further information regarding the relationship and transactions with Elders Limited is detailed in Note 16 in the notes to the financial statements.

#### **Compliance with ASX Corporate Governance Principles and Recommendations**

##### **Principle 1 - Lay solid foundations for management and oversight**

Recommendation 1.1 – Establish and disclose the functions reserved to the board of the Responsible Entity and those delegated to management.
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The relationship between the board and management is a partnership that is crucial to the long-term success of both the Responsible Entity and the Trust. The separation of responsibilities between the board and management is clearly understood. The respective roles of the board and management of the Responsible Entity are set out in the Trust's compliance plan. The Trust's compliance plan sets out the key processes, systems and measures the Responsible Entity will apply to ensure compliance with the Corporations Act and the constitution of the Trust. In addition, the board of the Responsible Entity has adopted a board charter and a delegation of authority designed to emphasise the responsibilities of the board in managing the Trust in a manner which protects and builds wealth for the unitholders, taking into account other stakeholders such as employees, customers, suppliers, lenders and the wider community. The board has delegated responsibility for the day to day operation and administration of the Trust to the General Manager. Various responsibilities, including those detailed below, cannot be delegated to management and accordingly remain the responsibility of the board;

- Responsibility for overall corporate governance of the Trust
- Strategic decisions
- Adoption of budgets
- Acquisition and disposal of rural property assets
- Selection of Auditors
- Equity raisings
- Entering into new borrowing arrangements
- Provision of security
- Entering into contracts with external service providers with a cost greater than \$50,000
- Trust distributions

Recommendation 1.2 – Disclose the process for evaluating the performance of senior executives.
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No amounts are paid by the Trust directly to senior executives of the Trust. These amounts are paid directly from the ultimate holding company of the Responsible Entity, Elders Limited. Consequently performance of key executives of the

# AGRICULTURAL LAND TRUST

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### CORPORATE GOVERNANCE

Responsible Entity is reviewed in accordance with Elders Limited's group policy. Pursuant to the Responsible Entity's Board Charter, the board has a responsibility to assess the performance of the General Manager and executive team. An assessment of the performance of the General Manager and executive team has been conducted by the board in relation to the 2012 year.

#### **Principle 2 - Structure the board of the Responsible Entity to add value**

Recommendation 2.1 - A majority of the board of the Responsible Entity should be independent directors.

The board of the Responsible Entity currently comprises two independent non executive directors and one non independent non executive director. Details of the directors are set out on page 6 of this Report.

The two independent directors are former executives of Elders Limited however due to the period of time that has elapsed since their employment with Elders and or the nature of their employment, the board considers them to be free of any business or other relationship that could materially interfere with the independent exercise of their judgement.

Given that the majority of the board is independent, the Trust is not required to have a Compliance Committee. Notwithstanding this, the board has retained the Trust's Compliance Committee to further enhance corporate governance. The role of the Compliance Committee is to monitor the Responsible Entity's compliance with the Trust's constitution, compliance plan and the Corporations Act, to ensure that the Responsible Entity acts in the best interests of unitholders.

The Compliance Committee comprises three members, two of whom are external and independent of the Responsible Entity and satisfy both the external member tests in the Corporations Act and the independence tests set out in the ASX Principles. The Compliance Committee meets quarterly and may report to the board or the Australian Securities and Investment Commission on any matters of compliance in relation to the Trust.

The board considers that the additional oversight of the Trust's activities by the Compliance Committee and the procedures set out in the compliance plan relating to the operation of the Trust provide sufficient independent oversight and transparency in the management of the Trust.

For the reasons noted above and due to the relative size and nature of the Trust's activities the board does not consider it necessary to adopt Recommendations 2.2 (the Chairman should be an independent director), 2.3 (the roles of the Chairman and Chief Executive Officer, or equivalent, should not be exercised by the same individual), 2.4 (the board should establish a nomination committee) and 2.5 (companies should disclose the process for evaluating the performance of the board, its committees and individual directors).

#### **Principle 3 - Promote ethical and responsible decision making**

Recommendation 3.1- Establish a code of conduct and disclose the code or a summary of the code as to:

- 3.1.1 the practices necessary to maintain confidence in the Trust's integrity
- 3.1.2 the practices necessary to take into account their legal obligations and the reasonable expectations of their stakeholders
- 3.1.3 the responsibility and accountability of individuals for reporting and investigating reports of unethical practices.

The Trust has established a Code of Conduct that sets out conduct and ethical standards expected of directors, management and employees. By articulating these standards directors, management and employees are held accountable for their actions should they fall short of these standards.

The Trust's compliance plan also sets out the arrangements the Responsible Entity has to ensure that breaches of the Corporations Act, constitution of the Trust, Australian Financial Services Licence conditions, or internal standards are identified, reported and rectified if necessary. The Trust's compliance with its compliance plan is audited annually.

Due to the relative size and nature of the Trust's activities the board does not consider it appropriate to adopt Recommendations 3.2 (establish a policy concerning diversity), 3.3 (disclose the measurable objectives for achieving gender diversity) and 3.4 (disclose the proportion of women employees, senior executives and board members).

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## **CORPORATE GOVERNANCE**

### **Principle 4 - Safeguard integrity in financial reporting**

Recommendation 4.1 – The board should establish an audit committee

The ASX listing rules do not require the Trust to establish an audit committee. The relative size of the board and expertise of each director allows the full board to also perform an audit committee function. Accordingly, the board does not consider it necessary to establish a separate committee for this purpose.

The board monitors the independence of the external auditor who is required to confirm such independence on a semi-annual basis. The board monitors the performance and terms of the audit engagement on an annual basis. The auditor and the audit firm are prohibited from providing any non-audit services that may affect their independence. The board has established a non audit services policy to assist with the maintenance of auditor independence.

The Compliance Plan prescribes that it is expected that the General Manager provides a written declaration to the board that, to the best of his or her knowledge and belief, the Trust's financial report presents a true and fair view in all material respects of the Trust's financial condition and operating results and is in accordance with applicable accounting standards.

For the reasons noted above and due to the relative size and nature of the Trust's activities the board does not consider it necessary to adopt Recommendations 4.2 (structure of audit committee) and 4.3 (audit committee should have a formal charter).

### **Principle 5 - Make timely and balanced disclosure**

Recommendation 5.1 - Establish written policies and procedures designed to ensure compliance with ASX Listing Rule disclosure requirements and to ensure accountability at a senior management level for that compliance and disclose a summary of those policies.

The Responsible Entity is committed to complying with the continuous disclosure obligations of the Corporations Act and the ASX listing rules and has systems in place to ensure timely disclosure of price sensitive information to the market.

The Responsible Entity has established a continuous disclosure and communications policy designed to ensure timely and full disclosure to unitholders and the market in general, and to ensure that all stakeholders have an equal opportunity to receive and obtain information issued by the Trust.

The guiding principle contained within the continuous disclosure and communications policy is that the Responsible Entity will immediately notify the market via an announcement to the ASX of any information concerning the Trust that a reasonable person would expect to have a "material" effect on the price or value of the Trust's securities.

### **Principle 6 - Respect the rights of unitholders**

Recommendation 6.1 – Design and disclose a communications strategy to promote effective communication with unitholders and encourage effective participation at general meetings

The Responsible Entity has established a continuous disclosure and communications policy designed to ensure timely and full disclosure to unitholders and the market in general, and to ensure that all stakeholders have an equal opportunity to receive and obtain information issued by the Trust. All important announcements are available on the ASX announcement platform on the ASX website.

The Trust is not required to hold an Annual General Meeting, however from time to time the board considers whether investor meetings should be held. The auditor and the compliance plan auditor are expected to attend any meeting of unitholders of the Trust and be heard on any item of business that concerns them.

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Principle 7 - Recognise and manage risk**

Recommendation 7.1 – The Trust should establish policies for the oversight and management of material business risks and disclose a summary of those policies.

The Responsible Entity has established a risk management policy based on the standards set out in Australian Risk Management Standard AS/NZS 4360.

The risk management policy addresses both compliance risks and business risks. The Trust's risk management framework is summarised in the compliance plan.

The risk management policy, in conjunction with the compliance plan, ensures that risks are identified and assessed, and that measures to monitor and manage each material risk are implemented. Operation of the Trust in accordance with the risk management policy and compliance plan is intended to protect the rights and interests of unitholders.

Recommendation 7.2 – The board should require management to design and implement the risk management and internal control system to manage the Trust's material business risks and to report to it on whether those risks are being managed effectively. The board should disclose that management has reported to it as to the effectiveness of the company's management of its material business risks.

The Responsible Entity's risk management policy was designed by management. In accordance with the risk management policy the Compliance Officer is required to provide a quarterly risk report to both the board and the Compliance Committee.

A statement as to the effectiveness of the Trust's management of its material business risks is incorporated in the declaration by the General Manager referred to under Recommendation 4.1 which has been received by the board for the financial year.

Recommendation 7.3 – The board should disclose whether it has received assurance from the chief executive officer (or equivalent) and the chief financial officer (or equivalent) that the declaration provided in accordance with section 295A of the Corporations Act is founded on a sound system of risk management and internal control that the system is operating effectively in all material respects in relation to financial reporting risks.

A statement that the declaration provided in accordance with section 295A of the Corporations Act is founded on a sound system of risk management and internal control that is operating effectively is incorporated in the declaration by the General Manager referred to under Recommendation 4.1 which has been received by the board for the financial year.

**Principle 8 – Remunerate fairly and responsibly**

Remuneration expenses of the Responsible Entity are not borne by the Trust. As directors and management of the Responsible Entity are not remunerated by the Trust, unitholders have no direct exposure to those remuneration expenses.

In accordance with the Corporations Act, the right of the Responsible Entity to be remunerated and indemnified by the Trust is set out in the constitution of the Trust. The Responsible Entity's fee is prescribed in the constitution of the Trust and any change to that fee would require the approval of unitholders. The constitution is available from the Responsible Entity and is also available from ASIC.

There are no equity incentive schemes in relation to the Trust.

For the reasons noted above and due to the relative size and nature of the Trust's activities the board does not consider it necessary to adopt Recommendations 8.1 (the board should establish a remuneration committee), 8.2 (remuneration committee structure to consist of a majority of independent directors, independent chair and at least three members), and 8.3 (Companies should clearly distinguish the structure of non executive directors' remuneration from that of executive directors and senior executives).

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 30 JUNE 2012**

	Notes	Consolidated 2012 \$'000	Consolidated 2011 \$'000
<b>Continuing operations</b>			
Rent received		9,672	9,726
Other income		80	174
Interest income		197	88
<b>Revenue</b>		<b>9,949</b>	9,988
Finance costs	3	(5,717)	(6,263)
Responsible entity fees		(605)	(615)
Other expenses		(360)	(328)
Net decrement in carrying value of investment properties	7	(13,845)	(263)
<b>Net profit / (loss) from continuing operations</b>		<b>(10,578)</b>	2,519
<b>Discontinued operations</b>			
Net loss from discontinued operations	10	(14)	(47)
<b>Net profit / (loss) for the year</b>		<b>(10,592)</b>	2,472
<b>Other comprehensive income</b>			
		-	-
<b>Total comprehensive income for the year</b>		<b>(10,592)</b>	2,472
<b>Basic and diluted profit / (loss) per unit (cents)</b>			
		<b>(10.73)</b>	2.68
<b>Basic and diluted profit / (loss) per unit (cents) from continuing operations</b>			
		<b>(10.72)</b>	2.73
<b>Basic and diluted profit / (loss) per unit (cents) from discontinued operations</b>			
		<b>(0.01)</b>	(0.05)

The accompanying notes form part of the financial statements

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
STATEMENT OF FINANCIAL POSITION  
AS AT 30 JUNE 2012**

	Notes	Consolidated 2012 \$'000	Consolidated 2011 \$'000
<b>Current Assets</b>			
Cash and cash equivalents	4	4,075	1,612
Trade and other receivables	5	2,583	2,963
Investment properties classified as held for sale	6	39,134	-
<b>Total Current Assets</b>		<b>45,792</b>	4,575
<b>Non Current Assets</b>			
Investment properties	7	41,350	105,330
<b>Total Non Current Assets</b>		<b>41,350</b>	105,330
<b>Total Assets</b>		<b>87,142</b>	109,905
<b>Current Liabilities</b>			
Trade and other payables	8	4,910	3,812
Interest bearing loans and borrowings	9	60,885	-
<b>Total Current Liabilities</b>		<b>65,795</b>	3,812
<b>Non Current Liabilities</b>			
Interest bearing loans and borrowings	9	-	71,688
<b>Total Non Current Liabilities</b>		-	71,688
<b>Total Liabilities</b>		<b>65,795</b>	75,500
<b>Net Assets Attributable to Unitholders</b>		<b>21,347</b>	34,405
<b>Represented By</b>			
Units		58,174	57,462
Retained losses		(36,827)	(23,057)
<b>Total Unitholders Interests</b>		<b>21,347</b>	34,405

The accompanying notes form part of the financial statements

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
STATEMENT OF CHANGES IN NET ASSETS ATTRIBUTABLE TO UNIT  
HOLDERS  
FOR THE YEAR ENDED 30 JUNE 2012**

	Profit / (loss)	Units	Net Assets Attributable to Unit Holders
	\$'000	\$'000	\$'000
<b>Consolidated</b>			
<b>At 1 July 2010</b>	(23,234)	56,628	33,394
Net profit attributable to unitholders before distributions to unitholders	2,472	-	2,472
Units issued in Trust during period	-	834	834
Distributions	(2,295)	-	(2,295)
<b>At 30 June 2011</b>	<u>(23,057)</u>	<u>57,462</u>	<u>34,405</u>
<b>At 1 July 2011</b>	<b>(23,057)</b>	<b>57,462</b>	<b>34,405</b>
Net loss attributable to unitholders before distributions to unitholders	<b>(10,592)</b>	-	<b>(10,592)</b>
Units issued in Trust during period	-	<b>712</b>	<b>712</b>
Distributions	<b>(3,178)</b>	-	<b>(3,178)</b>
<b>At 30 June 2012</b>	<u><b>(36,827)</b></u>	<u><b>58,174</b></u>	<u><b>21,347</b></u>

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 30 JUNE 2012**

	Notes	Consolidated 2012 \$'000	Consolidated 2011 \$'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Rent received		11,092	9,509
Interest received		196	89
Other receipts		15	24
Interest and borrowing costs paid		(5,930)	(5,904)
GST (paid) / refund ATO		(926)	(792)
Other expenses paid		(1,287)	(808)
<b>Net Cash Flows from / (used in) Operating Activities</b>	4(a)	<b>3,160</b>	2,118
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Proceeds from disposal of investment properties		11,000	-
<b>Net Cash Flows from / (used in) Investing Activities</b>		<b>11,000</b>	-
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Distributions paid to unit holders		(1,409)	(1,705)
Distributions reinvested by unit holders		712	834
Repayment of subordinated loan		(2,500)	-
Repayment of syndicated loans		(8,500)	(834)
<b>Net Cash Flows from / (used in) Financing Activities</b>		<b>(11,697)</b>	(1,705)
<b>Net increase / (decrease) in Cash and Cash Equivalents</b>		<b>2,463</b>	413
Cash and cash equivalents at beginning of period		1,612	1,199
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	4(b)	<b>4,075</b>	1,612

The accompanying notes form part of the financial statements

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012**

## **1. TRUST INFORMATION**

Agricultural Land Trust is an Australian registered scheme. Agricultural Land Management Limited, the Responsible Entity of the Trust, is incorporated and domiciled in Australia.

The financial report of Agricultural Land Trust for the year ended 30 June 2012 was authorised for issue in accordance with a resolution of the directors of the Responsible Entity as at the date of signing the Directors' Declaration.

The registered office and principal place of business of the Responsible Entity is located at Level 3, 27 Currie Street, Adelaide SA 5000. The nature of the operations and principal activities of the Trust are described in the Directors' Report.

## **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

### **a) Basis of preparation**

The financial report is a general-purpose financial report, which has been prepared in accordance with the Constitution of the Agricultural Land Trust and the Corporations Act 2001, including applicable Australian Accounting Standards and other mandatory professional reporting requirements. For the purposes of preparing the Financial Statements, Agricultural Land Trust is a for-profit entity.

The financial report has been prepared on a historical cost convention except for investment properties which have been measured at fair value based upon directors' valuations. Independent valuations are conducted at intervals of not more than three years and are considered by the Directors of the Responsible Entity when determining fair values (refer accounting policy note 2(g) and note 7).

Since 1 July 2011 the Group has adopted the following Standards and Interpretations, mandatory for annual periods beginning on or after 1 July 2011. Adoption of these Standards and Interpretations did not have any effect on the financial position or performance of the Group: AASB 124 *Related Party Disclosures (December 2009)*, AASB 2009-12 - Amendments to Australian Accounting Standards [AASBs 5, 8, 108, 110, 112, 119, 133, 137, 139, 1023 & 1031 and Interpretations 2, 4, 16, 1039 & 1052], AASB 2010-4 - Amendments to Australian Accounting Standards arising from the Annual Improvements Project [AASB 1, AASB 7, AASB 101, AASB 134 and Interpretation 13], AASB 2010-5 - Amendments to Australian Accounting Standards [AASB 1, 3, 4, 5, 101, 107, 112, 118, 119, 121, 132, 133, 134, 137, 139, 140, 1023 & 1038 and Interpretations 112, 115, 127, 132 & 1042], AASB 1054 - Australian Additional Disclosures, AASB 2010-6 - Amendments to Australian Accounting Standards – Disclosures on Transfers of Financial Assets [AASB 1 & AASB 7], AASB 2011-5- Amendments to Australian Accounting Standards – Extending Relief from Consolidation, the Equity Method and Proportionate Consolidation [AASB 127, AASB 128 & AASB 131], AASB 1048 - Interpretation of Standards.

The Trust had \$60.9 million in financing facilities recorded as current as at 30 June 2012. Since 30 June 2012 the Trust has obtained extensions of its syndicated debt facilities of \$51.6 million to 31 July 2013 and its subordinated debt facilities of \$9.3 million to 31 August 2013. The extension of the syndicated loan facility is subject to conditions in relation to the divestment of certain assets in an orderly manner, within specified time frames, with proceeds to be used to repay debt. After taking into account all available information, the Directors have concluded that there are reasonable grounds to believe:

- the Trust will be able to pay its debts as and when they become due and payable;
- the basis of preparation of the general purpose interim financial report on a going concern basis is appropriate.

The financial report is presented in Australian dollars and all values have been rounded to the nearest thousand dollars (\$'000) unless otherwise stated under the option available to the Trust in accordance with ASIC Class Order 98/0100.

### **b) Statement of compliance**

The financial report complies with Australian Accounting Standards, as issued by the Australian Accounting Standards Board and International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board.

Australian Accounting Standards and Interpretations that have recently been issued or amended, but are not yet effective, have not been adopted by the Group for the annual reporting period ending 30 June 2012.

These are outlined in the table below.

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2012**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont)**

Reference	Title	Summary	Application date of standard	Impact on financial report	Application date for Group
AASB 2011-9	Amendments to Australian Accounting Standards – Presentation of Other Comprehensive Income [AASB 1, 5, 7, 101, 112, 120, 121, 132, 133, 134, 1039 & 1049]	This Standard requires entities to group items presented in other comprehensive income on the basis of whether they might be reclassified subsequently to profit or loss and those that will not.	1 July 2012	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 July 2012
AASB 2012-5	Amendments to Australian Accounting Standards arising from Annual Improvements 2009 – 2011 Cycle	AASB 2012-5 makes amendments resulting from the 2009-2011 Annual Improvements Cycle. The Standard addresses a range of improvements, including the following: <ul style="list-style-type: none"> <li>• repeat application of AASB 1 is permitted (AASB 1); and</li> <li>• clarification of the comparative information requirements when an entity provides a third balance sheet (AASB 101 Presentation of Financial Statements).</li> </ul>	1 January 2013	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 July 2013
Annual Improvements 2009–2011 Cycle	Annual Improvements to IFRSs 2009 – 2011 Cycle	This standard sets out amendments to International Financial Reporting Standards (IFRSs) and the related bases for conclusions and guidance made during the International Accounting Standards Board's Annual Improvements process. These amendments have not yet been adopted by the AASB. The following items are addressed by this standard: <p>IFRS 1 First-time Adoption of International Financial Reporting Standards</p> <ul style="list-style-type: none"> <li>• Repeated application of IFRS 1</li> <li>• Borrowing costs</li> </ul> <p>IAS 1 Presentation of Financial Statements</p> <ul style="list-style-type: none"> <li>• Clarification of the requirements for comparative information</li> </ul> <p>IAS 16 Property, Plant and Equipment</p> <ul style="list-style-type: none"> <li>• Classification of servicing equipment</li> </ul> <p>IAS 32 Financial Instruments: Presentation</p> <ul style="list-style-type: none"> <li>• Tax effect of distribution to holders of equity instruments</li> </ul> <p>IAS 34 Interim Financial Reporting</p> <ul style="list-style-type: none"> <li>• Interim financial reporting and segment information for total assets and liabilities</li> </ul>	1 January 2013	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 July 2013
ASB 1053	Application of Tiers of Australian Accounting Standards	This Standard establishes a differential financial reporting framework consisting of two Tiers of reporting requirements for preparing general purpose financial statements: Tier 1: Australian Accounting Standards <p>(a) Tier 2: Australian Accounting Standards – Reduced Disclosure Requirements</p> <p>Consequential amendments to other standards to implement the regime were introduced by AASB 2010-2, 2011-2, 2011-6, 2011-11 and 2012-1.</p>	1 July 2013	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 July 2013

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2012**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont)**

Reference	Title	Summary	Application date of standard	Impact on financial report	Application date for Group
AASB 2012-2	Amendments to Australian Accounting Standards – Disclosures – Offsetting Financial Assets and Financial Liabilities	AASB 2012-2 principally amends AASB 7 Financial Instruments: Disclosures to require disclosure of information that will enable users of an entity's financial statements to evaluate the effect or potential effect of netting arrangements, including rights of set-off associated with the entity's recognised financial assets and recognised financial liabilities, on the entity's financial position.	1 January 2013	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 January 2013
AASB 10	Consolidated Financial Statements	AASB 10 establishes a new control model that applies to all entities. It replaces parts of AASB 127 <i>Consolidated and Separate Financial Statements</i> dealing with the accounting for consolidated financial statements and UIG-112 <i>Consolidation – Special Purpose Entities</i> . The new control model broadens the situations when an entity is considered to be controlled by another entity and includes new guidance for applying the model to specific situations, including when acting as a manager may give control, the impact of potential voting rights and when holding less than a majority voting rights may give control. Consequential amendments were also made to other standards via AASB 2011-7.	1 January 2013	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 January 2013
AASB 11	Joint Arrangements	AASB 11 replaces AASB 131 <i>Interests in Joint Ventures</i> and UIG-113 <i>Jointly-controlled Entities – Non-monetary Contributions by Ventures</i> . AASB 11 uses the principle of control in AASB 10 to define joint control, and therefore the determination of whether joint control exists may change. In addition it removes the option to account for jointly controlled entities (JCEs) using proportionate consolidation. Instead, accounting for a joint arrangement is dependent on the nature of the rights and obligations arising from the arrangement. Joint operations that give the venturers a right to the underlying assets and obligations themselves is accounted for by recognising the share of those assets and obligations. Joint ventures that give the venturers a right to the net assets is accounted for using the equity method. Consequential amendments were also made to other standards via AASB 2011-7 and amendments to AASB 128.	1 January 2013	The Trust has not yet determined the extent of the impact of any amendments, if any.	1 January 2013
AASB 13	Fair Value Measurement	AASB 13 establishes a single source of guidance for determining the fair value of assets and liabilities. AASB 13 does not change when an entity is required to use fair value, but rather, provides guidance on how to determine fair value when fair value is required or permitted. Application of this definition may result in different fair values being determined for the relevant assets.  AASB 13 also expands the disclosure requirements for all assets or liabilities carried at fair value. This includes information about the assumptions made and the qualitative impact of those assumptions on the fair value determined.	1 January 2013	The Trust has not yet determined the extent of the impact of any amendments, if any.	1 January 2013

**AGRICULTURAL LAND TRUST  
ANNUAL REPORT 2012  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2012**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont)**

Reference	Title	Summary	Application date of standard	Impact on financial report	Application date for Group
AASB 2011-4	Amendments to Australian Accounting Standards to remove individual key management personnel disclosure requirements [AASB 124].	This Amendment deletes from AASB 124 individual key management personnel disclosure requirements for disclosing entities that are not companies.	1 July 2013	This change will result in reduced disclosures for key management personnel in line with the amended AASB 124.	1 July 2013
AASB 12	Disclosure of Interests with Other Entities	AASB 12 includes all disclosures relating to an entity's interests in subsidiaries, joint arrangements, associates and structured entities. New disclosures have been introduced about the judgments made by management to determine whether control exists, and to require summarised information about joint arrangements, associates and structured entities and subsidiaries with non-controlling interests.	1 January 2013	The trust has not yet determined the extent of the impact of any amendments, if any.	1 January 2013
AASB 2012-3	Amendments to Australian Accounting Standards – Offsetting Financial Assets and Financial Liabilities	AASB 2012 - 3 adds application guidance to AASB 132 Financial Instruments: Presentation to address inconsistencies identified in applying some of the offsetting criteria of AASB 132, including clarifying the meaning of "currently has a legally enforceable right of set-off" and that some gross settlement systems may be considered equivalent to net settlement.	1 January 2014	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 January 2014
AASB 9	Financial Instruments	AASB 9 includes requirements for the classification and measurement of financial assets resulting from the first part of Phase 1 of the IASB's project to replace IAS 39 Financial Instruments: Recognition and Measurement.	1 January 2015	The application of these amendments is not expected to have any material impact on the Trust's financial report	1 January 2015

**c) Basis of consolidation**

The consolidated financial statements of the Group comprise the financial statements of parent entity Agricultural Land Trust and its subsidiaries as at 30 June each year.

The financial statements of subsidiaries are prepared for the same reporting period as parent entity Agricultural Land Trust using consistent accounting policies.

All intercompany balances and transactions, including unrealised profits arising from intra-group transactions, have been eliminated in full. Unrealised losses are eliminated unless costs cannot be recovered.

Subsidiaries are consolidated from the date on which control is transferred to the Group and cease to be consolidated from the date on which control is transferred out of the Group.

Where there is loss of control of a subsidiary, the consolidated financial statements include the results for the part of the reporting period during which parent entity Agricultural Land Trust has control.

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012**

## **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)**

### **d) Significant accounting judgements, estimates and assumptions**

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenues and expenses. Management bases its judgements and estimates on historical experience and on the various factors it believes to be reasonable under the circumstances, the result of which form the basis of the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions and conditions.

Management has identified the following critical accounting policies from which significant judgements, estimates and assumptions are made. Actual results may differ from these estimates under different assumptions and conditions and may materially affect financial results or the financial position reported in future periods.

#### *(i) Investment Properties – Operating Leases*

All investment properties owned by the Trust are leased to a related party of the Responsible Entity. The Trust has determined that it retains all the significant risks and rewards of ownership of the properties and has thus classified the leases as operating leases.

#### *(ii) Investment Properties - valuations*

Investment properties have been measured at fair value based on directors' valuations. Independent valuations are conducted at intervals of not more than three years and are considered by the directors of the Responsible Entity when determining fair values (see notes 2(g) and 7).

#### *(iii) Classification of assets as held for sale*

The Trust classifies assets as held for sale when the carrying amount will be recovered through a sale transaction. The assets must be available for immediate sale and its sale must be highly probable within one year.

### **e) Cash and cash equivalents**

Cash and cash equivalents in the balance sheet comprise cash at bank and in hand and short-term deposits with an original maturity of three months or less. They are stated at their nominal values.

For the purposes of the Cash Flow Statement, cash and cash equivalents consist of cash and cash equivalents as defined above.

### **f) Trade and other receivables**

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less an allowance for impairment.

Collectability of trade receivables is reviewed on an ongoing basis at an operating level. Individual debts that are known to be uncollectable are written off when identified. An impairment provision is recognised when there is objective evidence that the Group will not be able to collect the receivable. Financial difficulties of the debtor, default payments or debts more than 60 days overdue are considered objective evidence of impairment.

The amount of the impairment loss is the receivable carrying amount compared to the present value of estimated future cash flows, discounted at the original effective interest rate.

### **g) Investment properties**

Investment properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties have been measured at fair value based on directors' valuations. Independent valuations are conducted at intervals of not more than three years and are considered by the directors of the Responsible entity when determining fair values. Gains or losses arising from changes in fair values of investment properties are recognised in profit and loss in the year in which they arise.

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012**

## **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)**

Where assets have been revalued, the potential effect of the capital gains tax (CGT) on disposal has not been taken into account in determination of the revalued carrying amount. The Trust does not expect to be ultimately liable for CGT in respect of the sale of assets as all realised gains would be distributed to unitholders.

### **h) Non-current assets and disposal groups held for sale and discontinued operations**

Non-current assets and disposal groups are classified as held for sale if their carrying amount will be recovered principally through a sale transaction. For an asset or disposal group to be classified as held for sale it must be available for sale in its present condition and its sale must be highly probable within one year. Non-current assets and disposal groups classified as held for sale are measured at the lower of their carrying amount and fair value less costs to sell if their carrying amount will be recovered principally through a sale transaction instead of use.

A discontinued operation is a component of the Group that has been discontinued, disposed of or is classified as held for sale and that represents a separate major line of business or is part of a single coordinated plan to dispose of such a line of business. The results of discontinued operations are presented separately on the face of the income statement.

### **i) Investments and other financial assets**

Financial assets in the scope of AASB 139 "Financial Instruments: Recognition and Measurement" are classified as either financial assets at fair value through profit or loss, loans and receivables, held to maturity investments, or available for sale investments, as appropriate. When financial assets are recognised initially, they are measured at fair value. The Trust determines the classification of its financial assets after initial recognition and, when allowed and appropriate, re-evaluates this designation at each financial year end.

The Trust's direct investments in its subsidiaries are carried at cost less any provision for impairment. Balances and transactions between the Trust and the subsidiaries have been eliminated in preparing the consolidated financial report.

### **j) Impairment**

A financial asset is assessed at each reporting date to determine whether there is any objective evidence that it is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate. Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

All impairment losses are included in the Statement of Comprehensive Income.

### **k) Trade and other payables**

Trade payables and other payables are carried at amortised cost and represent liabilities for goods and services provided to the Trust prior to the end of the financial year that are unpaid and arise when the Trust becomes obliged to make future payments in respect of the purchase of these goods and services.

Payables to related parties are recognised and carried at the nominal amount due. These amounts are interest free and are generally payable on 30 day terms.

### **l) Interest-bearing loans and borrowings**

All loans and borrowings are initially recognised at cost, being fair value of the consideration received net of issue costs associated with the borrowings.

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method including any issue costs, and any discount or premium on settlement.

Gains and losses are recognised in the income statement when the liabilities are derecognised and as well as through the amortisation process.

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012**

## **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)**

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

### **m) Borrowing costs**

Borrowing costs directly attributable to the acquisition of assets that necessarily takes a substantial period of time to get ready for sale are capitalised as part of the cost of the asset. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### **n) Leases**

Leases are classified at their inception as either operating or finance leases based on the economic substance of the agreements so as to reflect the risks and benefits incidental to ownership.

#### *Operating Leases*

The minimum rental revenues of operating leases, where the lessor effectively retains substantially all of the risks and benefits of ownership of the leased item, are included in the determination of the net profit in equal instalments over the lease term.

### **o) Revenue**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Trust and the revenue can be reliably measured. Revenue brought to account 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 and other property income is recognised as income when receivable under the terms of the rental agreement. Contingent rentals are recognised as revenue in the period in which they are earned.

#### *Interest:*

Revenue is recognised as the interest accrues using the effective interest method.

### **p) Provision for distribution**

In accordance with the Trust's Constitution, the Trust fully distributes its distributable income to unitholders. Distributable income includes capital gains, where applicable, arising from the disposal of investments.

### **q) Taxation**

Under current Australian income tax legislation, the Trust is not liable for income tax provided that its taxable income (including taxable capital gains, if any) is fully distributed to unitholders each year.

#### *Goods and services tax (GST)*

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

- (i). where the GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the cost of acquisition of the asset or as part of the expense item as applicable; and
- (ii). receivables and payables are stated inclusive of the GST.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the balance sheet.

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

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority.

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)**

**r) Terms and conditions on units**

Units in the trust are classified as equity instruments. Each unit issued confers upon the unitholder an equal interest in the Trust. A unit does not confer any interest in any particular asset or investment of the Trust. Unitholders have various rights under the Constitution and the Corporations Act 2001, including the right to:

- (i). receive income distributions;
- (ii). attend and vote at meetings of unitholders; and
- (iii). participate in the termination and winding up of the Trust;
- (iv). all units have identical features and do not include any contractual obligations to deliver cash or another financial asset other than the unit holder's rights to a pro rata share of the Trust's net assets in the event of the Trust's liquidation.

The rights, obligations and restrictions attached to each unit are identical in all respects.

**s) Earnings per unit (EPU)**

Basic EPU is calculated as net profit / (loss) attributable to unitholders of the Trust divided by the weighted average number of ordinary units. Diluted EPU is calculated as net profit / (loss) attributable to unitholders of the Trust divided by the weighted average number of ordinary units adjusted for the effects of all dilutive potential ordinary units.

**t) Segment Reporting**

An operating segment is a component of an entity that engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the same entity), whose operating results are regularly reviewed by the entity's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance and for which discrete financial information is available. This includes start up operations which are yet to earn revenues. Management will also consider other factors in determining operating segments such as the existence of a line manager and the level of segment information presented to the board of directors.

Operating segments have been identified based on the information provided to the chief operating decision makers – being the executive management team.

Operating segments that meet the quantitative criteria as prescribed by AASB 8 are reported separately. However, an operating segment that does not meet the quantitative criteria is still reported separately where information about the segment would be useful to users of the financial statements.

**3. FINANCE COSTS**

	<b>Consolidated 2012 \$ '000</b>	<b>Consolidated 2011 \$ '000</b>
Finance costs expensed		
- interest expense continuing operations	<b>5,481</b>	6,018
- other finance costs continuing operations	<b>236</b>	245
	<b>5,717</b>	6,263

**4. CASH AND CASH EQUIVALENTS**

Cash at bank	<b>2,115</b>	1,093
Short term deposits	<b>1,960</b>	519
	<b>4,075</b>	1,612

Cash at bank earns interest at floating rates based on daily bank deposit rates. Short term deposits as at 30 June 2012 represent deposits held on a 3 month term at a fixed interest rate of 5.19%.

Cash and cash equivalents are recorded at fair value being \$4,075,364 (2011: \$1,612,187).

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**4. CASH AND CASH EQUIVALENTS (CONT.)**

<b>Consolidated 2012 \$ '000</b>	<b>Consolidated 2011 \$ '000</b>
------------------------------------------	------------------------------------------

**STATEMENT OF CASH FLOWS**

**(a) Reconciliation of net profit/(loss)**

Net profit / (loss)	<b>(10,592)</b>	2,472
Net decrement / (increment) in fair value	<b>13,845</b>	263
Decrease / (increase) in receivables	<b>578</b>	(1,057)
(Decrease) / increase in payables	<b>(671)</b>	440
<b>Net operating cash flow</b>	<b>3,160</b>	2,118

**(b) Reconciliation of cash**

Cash at bank and in hand	<b>2,115</b>	1,093
Short term deposits	<b>1,960</b>	519
	<b>4,075</b>	1,612

**5. TRADE AND OTHER RECEIVABLES**

Rent receivable	<b>2,486</b>	2,928
Other receivables	<b>97</b>	35
	<b>2,583</b>	2,963

Terms and conditions relating to the above financial instruments:

Rent receivable is non interest bearing and generally payable quarterly in arrears within 2 business days of the end of each quarter. Sundry debtors are non interest bearing and generally have 30 - 90 day terms. As at balance date no receivables are considered to be impaired.

**6. HELD FOR SALE**

Investment properties held for sale	<b>39,134</b>	-
	<b>39,134</b>	-

Investment properties held for sale as at 30 June 2012 have been classified on the basis that there was intent on the Board's part to sell these properties in the 2013 financial year. The properties will be actively marketed for sale within the next twelve months.

The directors' fair value of the Investment Properties held for sale is \$40,765,000. Independent valuations referred to in Note 7 have been considered by the directors of the Responsible entity when determining fair values. Estimated selling costs of 4% (\$1,630,600) have been deducted from this sum to derive the disclosure above of \$39,134,400.

**7. INVESTMENT PROPERTIES**

**(a) Property investments**

Investment properties at fair value	<b>41,350</b>	105,330
	<b>41,350</b>	105,330

7 (b)

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**7. INVESTMENT PROPERTIES (cont)**

<b>(b) Reconciliation of carrying amounts</b>	<b>Carrying amount at start of year \$'000</b>	<b>Disposals \$'000</b>	<b>Increment/ (decrement) from fair value adjustments \$'000</b>	<b>Properties classified as held for sale (see Note 6 above) \$'000</b>	<b>Carrying amount at end of year \$'000</b>
<b>2012</b>					
Rural Properties	105,330	(11,000)	(13,845)	(39,134)	41,350
	<u>105,330</u>	<u>(11,000)</u>	<u>(13,845)</u>	<u>(39,134)</u>	<u>41,350</u>

<b>2011</b>	<b>Carrying amount at start of year \$'000</b>	<b>Disposals \$'000</b>	<b>Increment/ (decrement) from fair value adjustments \$'000</b>	<b>Properties classified as held for sale (see Note 6 above) \$'000</b>	<b>Carrying amount at end of year \$'000</b>
Rural Properties	105,592	0	(262)	0	105,330
	<u>105,592</u>	<u>0</u>	<u>(262)</u>	<u>0</u>	<u>105,330</u>

On 2 September 2011 the Trust disposed of a property located in far north Queensland at book value of \$11,000,000. The consideration payable pursuant to the disposal contracts was used to reduce debt.

The rental income from the investment properties (including those classified as held for sale) during the year was \$9,671,590 (2011: \$9,726,378). The direct operating expenses (including repairs and maintenance) for the investment properties for the year was \$nil.

Investment properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties have been measured at fair value based on directors' valuations. Independent valuations are conducted at intervals of not more than three years and are considered by the directors of the Responsible entity when determining fair values. Gains or losses arising from changes in fair values of investment properties are recognised in profit and loss in the year in which they arise.

Approximately 37% in value of the investment properties (including those classified as held for sale) were valued by Colliers International in June 2012. Desktop reviews were also performed by Colliers International in June 2012 in relation to the balance of the properties. For the purposes of assessing leased investment values Colliers International performed valuations utilising a discounted cash flow methodology.

Key assumptions used by Colliers International in their discounted cash flow methodology included:

- Terminal value of investment property calculated by escalating current greenfields values by forecasted inflation (based on 10 year Access Economics projections) until expiration of respective leases and then deducting a provision for disposal costs of 2.15 to 2.65%
- Rental income and expenses in accordance with the lease terms and assuming BBSY as per Australian Financial Markets Association (as at 15 June 2012) and a landlord funding cost of 350 basis points (reflecting valuer's assessment of average margins available to a purchaser of the properties at the date of valuation)
- Discount rates ranging between 8% and 10.25% depending principally on length of lease term
- The discounted cash flows are then further reduced by a provision for acquisition costs that a purchaser of the properties would expect to pay. The provision for acquisition costs varies by state depending on legislation relating to stamp duty but is generally exceeds 5% of the leased investment values.

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## 7. INVESTMENT PROPERTIES (cont)

The greenfield values referred to above have been determined on the basis of direct comparison and summation methodologies applied by Colliers International in their assessment of the underlying market value of the land and fixed improvements of the properties that were subject to full valuations in June 2012. In relation to the properties that were subject to desktop reviews, sales transactions that were able to be sourced and analysed from a desktop perspective have been taken into consideration as have discussions with agents in respective markets to ascertain the overall level of inquiry and the mindsets of market participants.

The directors have considered the June 2012 valuations and desktop reviews prepared by Colliers International as the basis for their determination of fair value. The valuations and reviews (which were also prepared for mortgage security purposes) assess the leased investment value of the Trust's portfolio to be \$82.1 million. The directors have classified investment properties with a fair value of \$40.8 million as being held for sale (see note 6) and accordingly have adopted a fair value for the balance of the Trust's investment properties as at 30 June 2012 of \$41.3 million (2011: \$105.3 million).

The Trusts projected rental income will fluctuate over time as a result of changes to BBSY and financier margins. Given that projected rental income is a key input for the determination of leased investment value pursuant to discounted cash flow methodology, changes in projected rental income may impact on the fair value of the Trust's investment properties. The fair value of Trust's investment properties is also significantly determined by the lease arrangements entered into with Elders Forestry Management Limited, Elders Forestry Pty Ltd and Elders Limited. Accordingly the fair value of the Trust's investment properties is also dependant on these entities continuing to meet their obligations pursuant to the leases.

Where assets have been revalued, the potential effect of the capital gains tax (CGT) on disposal has not been taken into account in determination of the revalued carrying amount. The Trust does not expect to be ultimately liable for CGT in respect of the sale of assets as all realised gains would be distributed to unitholders.

The properties are pledged as security to secure interest bearing loans and borrowings (see note 9).

## 8. TRADE AND OTHER PAYABLES

	<b>Consolidated 2012 \$ '000</b>	<b>Consolidated 2011 \$ '000</b>
Trade creditors	271	337
Distributions payable	3,180	1,411
Amounts payable to related parties:		
- associated entities	345	491
Other payables:		
- accrued interest	963	1,280
- other accruals	151	293
	<b>4,910</b>	<b>3,812</b>

Terms and conditions relating to the above financial instruments:

Trade creditors are non interest bearing and generally on 30 day terms. The Trust has declared a first and final distribution of 3.18 cents per unit. The record date for the distribution is 29 June 2012. The distribution will be paid on 8 October 2012.

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<b>9. INTEREST BEARING LOANS AND BORROWINGS</b>	<b>Consolidated 2012 \$'000</b>	<b>Consolidated 2011 \$'000</b>
<b>CURRENT</b>		
Secured:		
- Term Loans - Note i)	<b>51,570</b>	-
Unsecured:		
- Related Party Loan - Note ii)	<b>9,315</b>	-
	<b>60,885</b>	-
<b>NON CURRENT</b>		
Secured:		
- Term Loans - Note i)	-	59,873
Unsecured:		
- Related Party Loan - Note ii)	-	11,815
		<u>71,688</u>
<b>Financing facilities</b>		
Total facilities used – Bills of Exchange	<b>51,570</b>	59,873
Total facilities unused – Bills of Exchange	-	-
Total facilities used – Related party loan	<b>9,315</b>	11,815
Total facilities unused – Related party loan	<b>3,685</b>	1,185
Total facilities	<b>64,570</b>	<u>72,873</u>

(i) During the year the Trust negotiated an extension to its syndicated loan facility agreement which did not become effective until 31 July 2012. The extended facility expires on 31 July 2013 with funding costs maintained at 4.00% above BBSY. As at 30 June 2012 the facility had been fully drawn to \$51.6 million (2011: \$59.9 million). During the year the Trust made repayments of \$8.5m (2011: \$834,000) to the banking syndicate.

The extension of the syndicated loan facility is subject to conditions in relation to the divestment of certain assets in an orderly manner, within specified time frames, with proceeds to be used to repay debt. In the circumstances a number of the Trust's investment properties have been recorded as being held for sale. The book value of the Trust's investment properties recorded as being held for sale as at 30 June 2012 was \$39.1 million.

The Trust's Loan to Value and Interest Cover covenants have been adjusted as a result of the extension of the syndicated loan facility. The Trust's auditors have confirmed compliance with Interest Cover and Loan to Value ratio covenants during the year.

(ii) The Trust's funding also includes a \$13 million unsecured and subordinated loan facility with Elders Finance Pty Limited, an entity wholly owned by Elders Limited. In August 2012 the Trust obtained an extension of the facility until 31 August 2013. Interest expense pursuant to the subordinated facility equals the weighted average rent rate payable under the property leases. During the year a repayment of \$2.5 million (2011: \$nil) was made to Elders Finance Pty Limited.

As at 30 June 2012 the facility had been drawn to \$9.3 million (2011: \$11.8 million).

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**10. DISCONTINUED OPERATIONS**

Discontinued operations include the operations of the following entities, which form part of the consolidated Trust: The Dunsborough Hotel Property Syndicate, The Kalgoorlie Apartment Hotel Syndicate and the Murray Street Mall Property Trust.

The operations of these syndicates are considered discontinued as their property assets have been sold and the entities are in the process of being wound up.

This note shows the results of the continuing businesses and the discontinued businesses for comparative purposes only.

<b>Year ended 30 June</b>	<b>Continuing 2012 \$'000</b>	<b>Discontinued 2012 \$'000</b>	<b>Consolidated 2012 \$'000</b>	<b>Continuing 2011 \$'000</b>	<b>Discontinued 2011 \$'000</b>	<b>Consolidated 2011 \$'000</b>
Rental income	9,672	-	9,672	9,726	-	9,726
Interest income	197	-	197	88	1	89
Other income	80	118	198	174	75	249
<b>Total revenue and other income</b>	<b>9,949</b>	<b>118</b>	<b>10,067</b>	<b>9,988</b>	<b>76</b>	<b>10,064</b>
Finance costs	(5,717)	-	(5,717)	(6,263)	-	(6,263)
Diminution in investment	(13,845)	-	(13,845)	(263)	-	(263)
Responsible entity fees	(605)	-	(605)	(615)	-	(615)
Other expenses	(360)	(132)	(492)	(328)	(123)	(451)
<b>Net profit / (loss) before non controlling interests</b>	<b>(10,578)</b>	<b>(14)</b>	<b>(10,592)</b>	<b>2,519</b>	<b>(47)</b>	<b>2,472</b>
Net profit / (loss) attributable to non controlling interests	-	-	-	-	-	-
<b>Net profit / (loss ) attributable to unit holders of the Trust</b>	<b>(10,578)</b>	<b>(14)</b>	<b>(10,592)</b>	<b>2,519</b>	<b>(47)</b>	<b>2,472</b>
Distribution to unit holders	(3,178)	-	(3,178)	(2,295)	-	(2,295)
Distributions reinvested	712	-	712	834	-	834
<b>Changes in net assets attributable to unit holders of the Trust</b>	<b>(13,044)</b>	<b>(14)</b>	<b>(13,058)</b>	<b>1,058</b>	<b>(47)</b>	<b>1,011</b>

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**11. UNITS ON ISSUE**

	<b>Consolidated 2012 Number '000</b>	<b>Consolidated 2011 Number '000</b>
Units on issue at beginning of the year	94,592	89,115
Units issued during the year		
- distribution reinvestment plan-Note i)	<b>5,412</b>	5,477
Units on issue as at the reporting date	<b>100,004</b>	94,592

Rights and restrictions over Ordinary units:

- Each unit ranks equally with all other ordinary units for purpose of distributions and on termination of the Trust.
- Ordinary units entitle the holder to one vote, either in person or by proxy, at a meeting of the Trust.

When managing capital, the Responsible Entity's objective is to ensure that the Trust continues as a going concern and maintains optimal returns to unitholders and optimal benefits for other stakeholders. The Responsible Entity monitors its gearing ratio (debt / total assets) when assessing capital management requirements. The Trust is not subject to any externally imposed capital requirements however it is required to meet certain Loan to Value financial covenants pursuant to the loan agreement with its syndicated financiers.

(i) The Trust has in place a Distribution Reinvestment Plan ("DRP") which assists the Responsible Entity with the management of its capital requirements. The DRP allows unitholders to elect to reinvest their distribution into new units of the Trust. The issue price of units under the DRP is the average trading price (weighted by volume) of the Trust's units traded on the Australian Stock Exchange during the 10 trading days from, and including the date on which the Trust's units trade ex-distribution, less a discount of up to 10% as determined by the Directors at their absolute discretion. The value of distributions reinvested relating to the year to 30 June 2012 was \$712,235 (2011: \$834,380) which resulted in the issue of 5,412,109 units (2011: 5,477,259 units). The latest date for receipt of an election notice for participation in the DRP is the record date for each distribution.

**12. AUDITOR'S REMUNERATION**

	<b>Consolidated 2012 \$</b>	<b>Consolidated 2011 \$</b>
Amounts received or due and receivable by Ernst & Young for:		
- an audit or review of the financial report of the entity and any other entity in the consolidated entity	<b>51,084</b>	50,754
- other services in relation to the entity and any other entity in the consolidated entity:		
- other audit services (Property sale)	<b>5,665</b>	-
- compliance plan audit	<b>9,631</b>	8,400
	<b>66,380</b>	59,154

**13. DISTRIBUTIONS TO UNITHOLDERS**

	<b>Distributions \$ '000</b>	<b>Number of units '000</b>	<b>Distributions cents per unit</b>
<b>2012</b>			
Interim Distribution – paid March	-	-	-
Final Distribution – payable October 2012	<b>3,180</b>	<b>100,004</b>	<b>3.18</b>
	<b>3,180</b>		<b>3.18</b>

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**13. DISTRIBUTIONS TO UNITHOLDERS (CONT.)**

	<b>Distributions \$ '000</b>	<b>Number of units '000</b>	<b>Distributions cents per unit</b>
<b>2011</b>			
Interim Distribution – paid March	885	92,202	0.96
Final Distribution – paid September	1,410	94,592	1.49
	<u>2,295</u>		<u>2.45</u>

	<b>Consolidated 2012</b>	<b>Consolidated 2011</b>
<b>14. EARNINGS PER UNIT</b>		
Earnings per unit from continuing operations attributable to ordinary unitholders		
Basic profit / (loss) per unit (cents)	<b>(10.72)</b>	2.73
Diluted profit / (loss) per unit (cents)	<b>(10.72)</b>	2.73
Earnings per unit from discontinued operations attributable to ordinary unitholders		
Basic profit / (loss) per unit (cents)	<b>(0.01)</b>	(0.05)
Diluted profit / (loss) per unit (cents)	<b>(0.01)</b>	(0.05)
Earnings per unit attributable to ordinary unitholders		
Basic profit / (loss) per unit (cents)	<b>(10.73)</b>	2.68
Diluted profit / (loss) per unit (cents)	<b>(10.73)</b>	2.68

Earnings per unit and diluted earnings per unit is calculated by dividing the net profit attributable to members of the Trust by the weighted average number of ordinary units on issue during the year. The weighted number of units in the calculation of earnings per unit is 98,688,397 (2011: 92,064,667).

	<b>Consolidated 2012</b>	<b>Consolidated 2011</b>
<b>15. NET ASSET BACKING PER UNIT</b>		
Basic net asset backing per unit (\$)	<b>0.21</b>	0.36

Basic net asset backing per unit is calculated by dividing the unitholder interests by the number of units on issue at the year end.

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## 16. RELATED PARTY DISCLOSURES

### (a) Responsible Entity

The Responsible Entity of Agricultural Land Trust is Agricultural Land Management Limited, whose immediate parent entity is Prestige Property Holdings Pty Limited; its ultimate parent entity is Elders Limited.

The Responsible Entity fees for the year were \$605,209 (2011: \$615,174).

The Responsible Entity's entitlement to fees is contained in the Constitution of the Trust. The Responsible Entity is entitled to be paid annual fees calculated on the following basis:

(a) 0.25% of the gross value of assets of the Trust calculated at the end of each month and payable quarterly in arrears.

(b) 3.5% of the Net Income of the Trust calculated after adding back the following items:

- depreciation, building allowances and other non cash expenses;
- interest, finance and other borrowing expenses;
- leasing, legal and professional fees;
- administration expenses, including auditing, accounting, Custodians' fees, outgoings and expenses and management fees;
- costs of issuing any Disclosure Documents; and
- marketing and promotional expenses.

The fee will be payable quarterly in arrears.

(c) 3.5% of the increase in the market value of each asset owned by the Trust calculated from the start of a financial year, or the date of acquisition, to the end of the Financial Year. This fee will be payable annually. No fees were charged during the year in relation to this item.

The Responsible Entity is also entitled to be paid a fee of up to 5% of the purchase price of any authorised investment acquired for the Trust. This fee is payable on the day of the acquisition of the relevant investment and is in consideration for the co-ordination of the acquisition. The Responsible Entity is also entitled to a fee of up to 5% of the application money raised under a Disclosure Document where the purpose for raising the application money is not to acquire an authorised investment. This fee is payable within 7 days of the issue of Units for which the application money is received. This fee is for the co-ordination of the relevant capital raising. No fees were charged during the year in relation to these items.

At 30 June 2012 a balance of \$144,900 was payable to the Responsible Entity (2011: \$202,856).

### (b) Related party transactions

The consolidated financial statements include the financial statements of parent entity Agricultural Land Trust and the subsidiaries listed in the following table:

Name	Equity interest held by consolidated entity	
	2012 %	2011 %
Dunsborough Hotel Property Syndicate	51.15	51.15
Kalgoorlie Apartment Hotel Syndicate	100.00	100.00
Murray Street Mall Property Trust	100.00	100.00
ALT No 1 Trust	100.00	100.00

The above subsidiaries are all domiciled in Australia and have balance dates of 30 June, consistent with the Trust. All related party transactions are conducted on normal commercial terms and conditions. Related party receivables and payables, unless otherwise stated, are unsecured, receivable or payable within 30 days and do not bear interest.

### Rental income

During the year controlled entities of the parent entity Agricultural Land Trust were entitled to rental income and reimbursement of outgoings of \$10,037,079 (2011: \$10,143,254) which was received or receivable from Elders Forestry Management Limited or Elders Forestry Pty Ltd in relation to rural properties leased to those entities. Elders Forestry Management Limited and Elders Forestry Pty Ltd were controlled by Elders Limited at the relevant times.

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012**

## **16. RELATED PARTY DISCLOSURES (CONT.)**

### **(b) Related party transactions**

#### **Acquisition of Properties**

The Trust did not acquire any properties during the year. Details of the properties acquired to date are summarised in the Manager's Report. The Trust has entered into lease agreements with either Elders Forestry Management Limited or Elders Forestry Pty Ltd in relation to all of the properties. All leases are guaranteed by Elders Limited. Elders Limited is the parent entity of Elders Forestry Management Limited and Elders Forestry Pty Ltd. All properties were independently valued prior to acquisition. The rent rate payable in relation to the properties acquired up to and including September 2008 equals BBSY (subject to a floor of 4%) plus the Trust's banking syndicate finance margin above BBSY plus 0.25%. Rental income is calculated by applying the rent rate to property values (initial Greenfields value plus statutory acquisition costs indexed quarterly by CPI with market reviews which are subject to ratchet provisions ensuring property values can not decrease however they can remain static). The rent rate payable in relation to the properties acquired subsequent to September 2008 is the same as detailed above with the exception that the BBSY floor has been increased from 4% to 6%.

#### **Disposal of Properties**

The Trust disposed of a property located in far north Queensland that it acquired in September 2008. The consideration paid was \$11 million and was used to reduce debt. Pursuant to the contracts, \$2.5 million of the consideration was paid by Elders Forestry Management Limited to the unsecured and subordinated loan from Elders Finance Pty Limited. The balance of \$8.5 million was applied to the syndicated banking facility loan.

#### **Assignment of Leases**

On 3 October 2011 Elders Ltd announced an intention to exit its forestry business through a staged divestment of its forestry assets. On 18 April 2012 Elders Ltd announced that it had entered into conditional agreements for the sale of the majority of its forestry assets in the Albany, Bunbury and Green Triangle regions to investment funds managed by Global Forest Partners (GFP). As a result of the sale, in May 2012 the Trust received a request for consent to assign the leases for a number of properties and in August 2012 the Trust provided consent to the assignment of leases for 11 properties located in the Green Triangle and Albany regions from Elders Forestry Management limited and Elders Forestry Pty Ltd to Australian Bluegum Plantations Pty Ltd. The assignment of the leases remains subject to a number of conditions precedent and lease terms would remain substantially unchanged as a result of the assignment. Subject to satisfaction of the conditions it is anticipated that the assignment of the leases will be effective in or around late August 2012 and Elders Ltd will be released as guarantor of the leases.

#### **Eligible Undertaking**

Elders Limited has provided the Responsible Entity of the Trust with an Eligible Undertaking for up to \$5.5 million to ensure compliance with the base level financial requirements of the Responsible Entity's Australian Financial Services Licence no 225064. As a result of the Eligible Undertaking, the Trust's assets are not required to be registered in the name of a Custodian. On 7 November 2011 the Australian Securities Investment Commission released new financial requirements for Responsible Entities that will apply from November 2012. The changes are being implemented through Class Order 11/1140 and are outlined in the updated version of Regulatory Guide 166 Licensing: Financial requirements. The impact of the changes on the Trust is currently being assessed.

#### **Subordinated Loan**

Trust's funding also includes a \$13 million unsecured and subordinated loan facility with Elders Finance Pty Limited, an entity wholly owned by Elders Limited. In August 2012 the Trust obtained an extension of the facility until 31 August 2013. Interest expense pursuant to the subordinated facility equals the weighted average rent rate payable under the property leases. During the year a repayment of \$2.5 million (2011: \$nil) was made to Elders Finance Pty Limited. As at 30 June 2012 the facility had been drawn to \$9.3 million (2011: \$11.8 million).

### **(c) Details of Key Management Personnel**

#### **Directors**

The names of the Directors of the Responsible Entity in office during the financial period and until the date of this report are:

Peter Zachert  
Max Ormsby  
Robert Michael Walter

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**16. RELATED PARTY DISCLOSURES (CONT.)**

Other key management personnel of the Responsible Entity include:

Ian Wigg (General Manager and Joint Company Secretary)  
Craig Porter (Joint Company Secretary)  
Phillip Melville (Responsible Manager - Property)

**(d) Compensation of Key Management Personnel**

No amounts are paid by the Trust directly to directors and key management personnel of the Trust. The Independent Compliance Committee members are paid directly by the Trust. Directors of the Responsible Entity receive remuneration in their capacity as directors of the Responsible Entity. Certain directors are paid directly from the ultimate holding company of the Responsible Entity, Elders Limited. Amounts paid to other senior management are also paid directly from Elders Limited. Consequently, no compensation, as defined in AASB 124: Related Party Disclosures is paid by the Trust to its key management personnel. Agricultural Land Management Limited, as Responsible Entity of the Trust, is deemed for disclosure purposes to be a key management personnel of the Trust. Compensation is payable to the Responsible Entity in the form of fees disclosed in Note 16 which are not paid in reference to costs incurred by the Responsible Entity.

**(e) Units in the Trust held by Key Management Personnel**

Key management personnel do not directly hold any units in the Trust at year end, nor have they held any units in the Trust during the reporting period. As at 30 June 2012 Peter Zachert held an indirect interest in 127,777 units in the Trust.

**17. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES**

The Trust's principal financial instruments comprise secured term loans (bills of exchange) and unsecured subordinated related party loans. The main purpose of the loans is to raise finance to acquire investment properties. The Trust has various other financial instruments such as cash and cash equivalents, trade debtors and trade creditors, which arise directly from its operations. It is, and has been throughout the year, the Trust's policy that no trading in financial instruments shall be undertaken. The main risks from the Trust's financial instruments are interest rate risk, credit risk, and liquidity risk. The Board's policies for managing each of these risks are summarised below. Management's expectations are that the carrying amounts of financial assets and financial liabilities approximate their fair values due to their short term maturity.

*Interest rate risk*

The Trust's exposure to market risk for changes in interest rates relates primarily to the Trust's long term debt obligations. The Trust reviews its banking facilities on a regular basis to ensure an efficient and effective mix of fixed and variable debt. The Trust has minimised its exposure to interest rate risk by linking rental income to interest rates as described in note 17. At balance date the Trust has a mix of financial assets and liabilities exposed to Australian variable interest rate risk. The mix of financial assets and liabilities is summarised in notes 4, 8 & 9.

The analysis below considers the impact on net profit of BBSY being 1% higher and 1% lower than the applicable BBSY as at 30 June 2012 of approximately 3.6%.

<b>Consolidated</b>	<b>2012 BBSY higher 1% \$'000</b>	<b>2012 BBSY lower 1% \$'000</b>
Rental Income	1,016	(1,016)
Net Interest	(568)	568
<b>Net impact on profit</b>	<b>448</b>	<b>(448)</b>

Given that the Trust has no fixed rate borrowings and has not entered into any hedging arrangements, changes in interest rates are not likely to have an effect on the carrying values of financial assets. Accordingly the impact on net equity resulting from changes in interest rates is likely to be limited to the impact on profit summarised above. Changes in rental income may also impact on values of investment properties. These potential impacts have not been taken into consideration in the above analysis.

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**17. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (cont)**

*Credit risk*

Credit risk is the risk of financial loss to the Trust if a customer or counterparty to a financial instrument fails to meet its contractual obligations and arises principally from the Trust's receivables from its customers. The Trust has a concentration of credit risk as a result of it having entered into lease agreements with Elders Forestry Management Limited or Elders Forestry Pty Ltd in relation to all of its investment properties. The Trust has sought to minimise this concentration of credit risk by ensuring that all lease obligations are guaranteed by Elders Limited as well as providing consent to the assignment of leases for a number of properties from Elders Forestry Management limited and Elders Forestry Pty Ltd to Australian Bluegum Plantations Pty Ltd in note 16. With respect to credit risk arising from the other financial assets of the Trust, which comprise cash and cash equivalents, the Trust's exposure to credit risk arises from default of the counter party, with a maximum exposure equal to the carrying amount of these instruments.

*Liquidity risk*

The Trust's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due. The Trust updates and reviews its cash flow forecasts to assist in managing its liquidity. The remaining contractual maturities of the Group's financial assets and liabilities are summarised in the tables below.

**The remaining contractual maturities of the Group's financial assets and liabilities are**

	<b>&lt; 12 months 2012 \$'000</b>	<b>1 – 5 years 2012 \$'000</b>	<b>&gt; 5 years 2012 \$'000</b>	<b>Total 2012 \$'000</b>
<b>Consolidated Financial Assets</b>				
Cash and cash equivalents	4,075	-	-	4,075
Trade and other receivables	2,583	-	-	2,583
	<b>6,658</b>	<b>-</b>	<b>-</b>	<b>6,658</b>
<b>Consolidated Financial Liabilities</b>				
Trade and other payables	4,910	-	-	4,910
Interest bearing loans and borrowings	65,896	-	-	65,896
	<b>70,806</b>	<b>-</b>	<b>-</b>	<b>70,806</b>
<b>Net maturity</b>	<b>(64,148)</b>	<b>-</b>	<b>-</b>	<b>(64,148)</b>

As indicated in Note 9 since balance date the Trust has obtained extensions of its syndicated loan facility to 31 July 2013 and its subordinated loan facility to 31 August 2012. The extension of the syndicated loan facility is subject to conditions in relation to the divestment of certain assets in an orderly manner with proceeds to be used to repay debt.

**The remaining contractual maturities of the Group's financial assets and liabilities for the 2011 year were**

	<b>&lt; 12 months 2011 \$'000</b>	<b>1 – 5 years 2011 \$'000</b>	<b>&gt; 5 years 2011 \$'000</b>	<b>Total 2011 \$'000</b>
<b>Consolidated Financial Assets</b>				
Cash and cash equivalents	1,612	-	-	1,612
Trade and other receivables	2,963	-	-	2,963
	<b>4,575</b>	<b>-</b>	<b>-</b>	<b>4,575</b>
<b>Consolidated Financial Liabilities</b>				
Trade and other payables	3,812	-	-	3,812
Interest bearing loans and borrowings	-	78,833	-	78,833
	<b>3,812</b>	<b>78,833</b>	<b>-</b>	<b>82,645</b>
<b>Net maturity</b>	<b>763</b>	<b>(78,833)</b>	<b>-</b>	<b>(78,070)</b>

# **AGRICULTURAL LAND TRUST ANNUAL REPORT 2012 NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012**

## **18. LEASES**

The Trust has entered into lease agreements with Elders Forestry Management Limited and Elders Forestry Pty Ltd in relation to all of its properties. All leases are guaranteed by Elders Limited. Elders Limited is the parent entity of Elders Forestry Management Limited, Elders Forestry Pty Ltd and Agricultural Land Management Limited.

The rent rate payable in relation to the properties acquired up to and including September 2008 equals BBSY (subject to a floor of 4%) plus the Trust's banking syndicate finance margin above BBSY plus 0.25%. Rental income is calculated by applying the rent rate to property values (initial greenfields value plus statutory acquisition costs indexed quarterly by CPI with market reviews that are subject to ratchet provisions ensuring property values can not decrease however they can remain static). The rent rate payable in relation to the properties acquired subsequent to September 2008 is the same as detailed above with the exception that the BBSY floor has been increased from 4% to 6%.

On 3 October 2011 Elders Ltd announced an intention to exit its forestry business through a staged divestment of its forestry assets. On 18 April 2012 Elders Ltd announced that it had entered into conditional agreements for the sale of the majority of its forestry assets in the Albany, Bunbury and Green Triangle regions to investment funds managed by Global Forest Partners (GFP). As a result of the sale, in May 2012 the Trust received a request for consent to assign the leases for a number of properties and in August 2012 the Trust provided consent to the assignment of leases for 11 properties located in the Green Triangle and Albany regions from Elders Forestry Management limited and Elders Forestry Pty Ltd to Australian Bluegum Plantations Pty Ltd. The assignment of the leases remains subject to a number of conditions precedent and lease terms would remain substantially unchanged as a result of the assignment. Subject to satisfaction of the conditions it is anticipated that the assignment of the leases will be effective in or around late August 2012.

The future minimum non-cancellable rental revenues for not later than one year are estimated to be \$9,154,039 (2011: \$9,638,250) for later than one year but not later than five years are \$25,077,744 (2011: \$27,978,353) and for later than five years are \$16,694,430 (2011: \$32,635,554). These estimates have been based on various assumptions including that BBSY is always below the 4% floor, CPI does not increase, the Trust's banking syndicate finance margin above BBSY does not change from 4% and no asset sales are completed.

There were no contingent rentals recognised as revenues in the financial year.

The tenant is responsible for payment of all outgoings, which include rates, taxes and utilities.

## **19. CAPITAL COMMITMENTS**

There is \$nil (2011: \$nil) estimated capital expenditure contracted for at 30 June 2012 but not provided for.

## **20. SEGMENT REPORTING**

The Trust operates wholly within Australia and derives rental income from rural property investments.

## **21. SUBSEQUENT EVENTS**

During the year the Trust negotiated an extension to its syndicated loan facility agreement which did not become effective until 31 July 2012. The extended facility expires on 31 July 2013 with funding costs maintained at 4.00% above BBSY. The extension of the syndicated loan facility is subject to conditions in relation to the divestment of certain assets in an orderly manner, within specified time frames, with proceeds to be used to repay debt. The Trust's Loan to Value and Interest Cover covenants have been adjusted as a result of the extension of the syndicated loan facility. The Trust's auditors have confirmed compliance with Interest Cover and Loan to Value ratio covenants during the year.

In August 2012 the Trust obtained an extension of its subordinated loan facility until 31 August 2013.

In August 2012 the Trust provided consent to the assignment of leases for 11 properties located in the Green Triangle and Albany regions from Elders Forestry Management limited and Elders Forestry Pty Ltd to Australian Bluegum Plantations Pty Ltd. The assignment of the leases remains subject to a number of conditions precedent and lease terms would remain substantially unchanged as a result of the assignment. Subject to satisfaction of the conditions it is anticipated that the assignment of the leases will be effective in or around late August 2012.

No other matter or circumstance has arisen since the end of the financial period which is not otherwise dealt with in this report or in the consolidated financial statements, that has significantly affected or may significantly affect the operations of the Trust, the results of those operations or the state of affairs of the Trust in the subsequent financial period.

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**22. LITIGATION**

The Trust is pursuing legal claims in relation to losses reported by the Trust associated with its 2002 investment in the Kalgoorlie Apartment Hotel Syndicate. These losses are detailed in the Trust's 2005 – 2007 Annual Reports. The claims are being defended on a number of grounds, all of which are being considered.

**23. PARENT ENTITY INFORMATION**

The financial information in relation to the Trust's parent entity, Agricultural Land Trust, is summarised in the table below.

	<b>2012</b>	<b>2011</b>
	<b>\$'000</b>	<b>\$'000</b>
Current assets	<b>5,364</b>	3,011
Total assets	<b>50,940</b>	48,475
Current liabilities	<b>10,338</b>	8,668
Total Liabilities	<b>10,338</b>	8,668
<b>Net Assets Attributable to Unitholders and Minority Interests</b>	<b>40,602</b>	39,807
<b>Represented By:</b>		
Issued Capital	<b>58,174</b>	57,462
Retained earnings	<b>(17,572)</b>	(17,655)
<b>Total Unitholders' equity</b>	<b>40,602</b>	39,807
Profit of the parent entity	<b>3,261</b>	2,597
<b>Total comprehensive income of the parent</b>	<b>3,261</b>	2,597
Details of any guarantees entered into by the parent entity in relation to the debts of its subsidiaries	<b>None</b>	None
Details of any contingent liabilities of the parent entity	<b>None</b>	None
Details on any contractual commitments by the parent entity for the acquisition of property, plant or equipment	<b>None</b>	None

# DIRECTORS' DECLARATION

In accordance with a resolution of the directors of Agricultural Land Management Limited, I state that:

In the opinion of the directors:

(a) the financial statements and notes of the Trust are in accordance with the Corporations Act 2001, including:

(i) giving a true and fair view of the Trust's financial position as at 30 June 2012 and of its performance for the year ended on that date; and

(ii) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001;

(b) the financial statements and notes also comply with International Financial Reporting Standards as disclosed in note 2; and

(c) there are reasonable grounds to believe that the Trust will be able to pay its debts as and when they become due and payable

This declaration has been made after receiving the declarations required to be made to the Directors in accordance with section 295A of the Corporations Act 2001 for the financial year ended 30 June 2012.

On behalf of the Board of Agricultural Land Management Limited.



Peter Zachert  
Chairman  
Agricultural Land Management Limited  
Adelaide, 16 August 2012

# **AGRICULTURAL LAND TRUST ANNUAL REPORT DIRECTORS' REPORT**

The directors of Agricultural Land Management Limited (ABN 16 072 899 060), the Responsible Entity of the Agricultural Land Trust ("the Trust"), submit their report, for the Agricultural Land Trust and its controlled entities for the year ended 30 June 2012.

## **DIRECTORS**

The names of the directors of the Responsible Entity in office during the financial year and until the date of this report are:

Peter Zachert  
Max Ormsby  
Robert Michael Walter

The directors were in office from the beginning of the year until the date of this report, unless otherwise stated. Director qualifications and experience is found under the heading "Directors and Senior Management", page 6.

## **MEETINGS OF DIRECTORS**

The number of meetings of the Responsible Entity's directors held during the year ended 30 June 2012, and the number of meetings attended by each director, are:

<b>Number of Directors meetings held:</b>	<u>9</u>
<b>Number of meetings attended:</b>	
Peter Zachert	9
Max Ormsby	9
Robert Michael Walter	8

## **DIRECTORS' UNITS**

No director has any direct interest in units of the Trust, nor do they have any rights or options over interests in the Trust or contracts to which the director is a party or under which the director is entitled to a benefit and that confer a right to call for or deliver an interest in the Trust.

As at the date of this report Peter Zachert has an indirect interest in 127,777 units in the Trust.

## **PRINCIPAL ACTIVITIES**

The principal activity of the Trust is to operate as an agricultural land trust for the purpose of deriving profits through the collection of rental income and capital appreciation.

## **TRUST INFORMATION**

The Trust was registered as a Managed Investment Scheme on 7 May 2001.

Agricultural Land Management Limited, the Responsible Entity, is incorporated and domiciled in Australia. At balance date the Trust had no employees.

The registered office of the Responsible Entity is Level 3, 27 Currie Street, Adelaide South Australia, 5000.

## **REVIEW OF RESULTS AND OPERATIONS**

The consolidated net loss attributable to unitholders of the Trust is presented in the Statement of Comprehensive Income and totalled \$10,592,000 (2011: profit \$2,472,000). Further details in relation to the Trusts results and operations are contained in the Chairman's Report and the Manager's Report.

## **DISTRIBUTIONS**

A first and final distribution of 3.18 cents per unit has been declared and will be paid on 8 October 2012. The total distribution for the year is 3.18 cents per unit (2011: 2.45 cents per unit).

# **AGRICULTURAL LAND TRUST ANNUAL REPORT DIRECTORS' REPORT**

## **UNITS ON ISSUE**

At 30 June 2012 100,004,457 units of the Trust were on issue (2011: 94,592,348 units). During the year 5,412,109 units (2011: 5,477,259 units) were issued pursuant to the Distribution Reinvestment Plan.

## **TRUST ASSETS**

At 30 June 2012, the Trust held assets with a total value of \$87,141,896 (2011: \$109,905,109). The basis for valuation of the assets is disclosed in Note 2 to the financial report.

## **RESPONSIBLE ENTITY AND ASSOCIATES**

The Responsible Entity fees for the year were \$605,209 (2011: \$615,174). Details of fees paid or payable to the Responsible Entity and its associates out of scheme property are included in Note 16 of the financial report.

As at 30 June 2012 the Responsible Entity and its associates hold 49,692,138 unit interests in the Trust (2011: 47,137,231).

## **SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS**

There have been no significant changes in the state of affairs of the Trust during the year.

## **SIGNIFICANT EVENTS AFTER BALANCE DATE**

No matter or circumstance has arisen since the end of the financial period which is not otherwise dealt with in this report or in the consolidated financial statements, that has significantly affected or may significantly affect the operations of the Trust, the results of those operations or the state of affairs of the Trust in subsequent financial periods.

## **LIKELY DEVELOPMENTS AND EXPECTED RESULTS**

Over the coming year a focus of the Trust will be the divestment of investment properties that have been recorded as being held for sale with proceeds to be used to repay debt.

The Trust's performance in 2013 compared to 2012 will continue to be influenced by numerous factors including variations in the components of the Trust's rental mechanism (i.e. BBSY, financier margins, CPI) as well as property and financial market conditions.

## **ENVIRONMENTAL REGULATION AND PERFORMANCE**

The operations of the consolidated entity are not subject to any particular or significant environmental regulation under a law of the Commonwealth or of a State or Territory. There have been no known significant breaches of any other environmental requirements applicable to the Trust.

## **CORPORATE GOVERNANCE**

In recognising the need for the highest standards of corporate behaviour and accountability, the directors of Agricultural Land Management Limited support and comply with the majority of the ASX Principles of Good Corporate Governance and Best Practice Recommendations. The Responsible Entity's corporate governance statement is contained within pages 8 to 11 of this annual report.

## **BOARD COMMITTEES**

The Responsible Entity does not have an audit committee as the board fulfils this function. For full details, refer to the Corporate Governance Statement.

## **INSURANCE OF DIRECTORS AND OFFICERS**

During, or since the end of the financial year, the Responsible Entity has paid, or agreed to pay, a premium in respect of a contract insuring all the directors and officers against a liability incurred in their role as directors and officers of the entity, except where the liability arises from fraudulent or dishonest conduct. The total amount of insurance contract premiums paid has not been disclosed due to a confidentiality clause in the insurance contract.

# **AGRICULTURAL LAND TRUST ANNUAL REPORT DIRECTORS' REPORT**

## **ROUNDING**

The amounts contained in this report and in the financial report have been rounded to the nearest \$1,000 (where rounding is applicable) under the option available to the Trust under ASIC Class Order 98/0100.

## **AUDITOR'S INDEPENDENCE DECLARATION**

Our auditor, Ernst & Young, has provided the board of directors of the Responsible Entity with an independence declaration in accordance with section 307C of the Corporations Act 2001. The independence declaration forms part of the Directors' Report.

Signed in accordance with a resolution of the directors of the Responsible Entity.

A handwritten signature in black ink, appearing to be 'Peter Zachert', written in a cursive style.

Peter Zachert  
Chairman  
Agricultural Land Management Limited  
Adelaide, 16 August 2012

## Independent auditor's report to the unitholders of Agricultural Land Trust

### Report on the financial report

We have audited the accompanying financial report of Agricultural Land Trust ("the trust"), which comprises the consolidated statement of financial position as at 30 June 2012, the consolidated statement of comprehensive income, the consolidated statement of changes in net assets attributable to unitholders and the consolidated statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity comprising the trust and the entities it controlled at the year's end or from time to time during the financial year.

### *Directors' responsibility for the financial report*

The directors of the trust are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal controls as the directors determine are necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 2, the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements comply with *International Financial Reporting Standards*.

### *Auditor's responsibility*

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial report 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 entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

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

### *Independence*

In conducting our audit we have complied with the independence requirements of the *Corporations Act 2001*. We have given to the directors of the company a written Auditor's Independence Declaration, a copy of which is included in the directors' report

## Opinion

In our opinion:

- a. the financial report of Agricultural Land Trust is in accordance with the *Corporations Act 2001*, including:
  - i giving a true and fair view of the consolidated entity's financial position as at 30 June 2012 and of its performance for the year ended on that date; and
  - ii complying with Australian Accounting Standards and the *Corporations Regulations 2001*; and
- b. the financial report also complies with *International Financial Reporting Standards* as disclosed in Note 2.

### Uncertainty Regarding Opinion

Without qualification to the opinion expressed above, attention is drawn to note 2 within the financial report. Note 2 highlights the reliance being placed on the ability of Agricultural Land Trust to meet the conditions of the financing agreement requiring divestment of certain assets within specified timeframes. In addition note 2 highlights the reliance being placed on the ability of Agricultural Land Trust to refinance the syndicate debt expiring on 31 July 2013. There is material uncertainty over whether the trust will be able to meet its obligations as and when they fall due in the absence of this financing. The financial report does not include any adjustments relating to the recoverability and classification of recorded asset amounts or to the amounts and classification of liabilities that might be necessary should the consolidated entity not continue as a going concern.



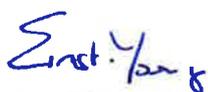
Ernst & Young



Mark Phelps  
Partner  
Adelaide  
16 August 2012

## Auditor's Independence Declaration to the Directors of Agricultural Land Management Limited, as Responsible Entity for Agricultural Land Trust

In relation to our audit of the financial report of Agricultural Land Trust for the year ended 30 June 2012, to the best of my knowledge and belief, there have been no contraventions of the auditor independence requirements of the *Corporations Act 2001* or any applicable code of professional conduct.

A handwritten signature in blue ink that reads 'Ernst & Young'.

Ernst & Young

A handwritten signature in blue ink that reads 'Mark Phelps'.

Mark Phelps  
Partner  
Adelaide  
16 August 2012

# ASX ADDITIONAL INFORMATION

Additional information required by the Australian Securities Exchange Limited and not shown elsewhere in this report is as follows. The information is current as at 31 July 2012.

## (a) Substantial Unitholders

The names of substantial unitholders who have notified the Trust in accordance with section 671B of the Corporations Act 2001 are:

	Units	%
Elders Finance Pty Ltd	36,705,729	)
Agricultural Land Management Limited	7,922,113	
Prestige Property Holdings Pty Limited	4,169,881	
Futuris Administration Pty Ltd	894,415	
Westralia Property Holdings Pty Limited	22,109,357	22.11
Emerald Securities Pty Limited	5,603,364	5.60

## (b) Distribution of Unitholders

The numbers of unitholders by size of holding are:

Range of Holdings	Holders	Units	%
1 - 1,000	30	6,627	0.01
1,001 - 5,000	69	210,801	0.21
5,001 - 10,000	119	822,949	0.82
10,001 - 100,000	168	4,990,692	4.99
100,001 - over	56	93,973,388	93.97
Total	442	100,004,457	100.00
Unitholders holding less than a marketable parcel	77	123,410	0.09

## (c) Voting Rights

Each fully paid unit carries voting rights of one vote per unit. All units issued are fully paid.

## (d) Twenty largest Unitholders

The names of the 20 largest unitholders of quoted units are:

Name	Units	%
Elders Finance Pty Ltd	36,705,729	36.70
Westralia Property Holdings Pty Ltd	21,562,511	21.56
Agricultural Land Management Ltd	7,922,113	7.92
Emerald Securities Pty Ltd (Emerald Investment A/C)	5,603,364	5.60
Prestige Property Holdings Pty Ltd	4,169,881	4.17
Jawp Pty Ltd (The Jawp A/C)	2,892,906	2.89
Gucce Holdings Pty Ltd	1,268,081	1.27
CS Forth Nominees Ltd	1,059,471	1.06
Indian Ocean Capital (WA) Pty Ltd (Indian Ocean Superfund A/C)	963,573	0.96
HSBC Custody Nominees (Australia) Limited – A/C 3	931,340	0.93
Futuris Administration Pty Ltd	894,415	0.89
Mrs Thanikeswari Sivananthan	660,405	0.66
Berger Equities Pty Ltd (Berger Super Fund A/C)	620,000	0.62
Westralia Property Holdings Pty Ltd	546,846	0.55
Westrade Resources Pty Ltd (Sheppard Super Fund A/C)	490,000	0.49
Jojaman Pty Ltd (Super Fund A/C)	431,550	0.43
Mr Johannes Henricus Kuyper	385,306	0.39
Mr Clifford Dawson & Mrs Margaret Dawson (C & M Dawson S/F A/C)	351,202	0.35
Bob Gattie & Associates Pty Ltd	329,735	0.33
Mr Brian Oswald Telfer Steggall	328,570	0.33
Total	88,116,998	88.10