

# Annual Report

**LandMark White Limited and its Controlled Entities**  
**For the year ended 30 June 2011**

**ABN 50 102 320 329**





**Brad Piltz**  
Chief Executive Officer



**Stuart Gregory**  
Chairman

## **ANNUAL REVIEW 2011**

### **LandMark White Limited (LMW Group) Summary of Results for the year ending 30 June 2011.**

We are pleased to present our Annual Report for the year ended 30 June 2011

#### **Financial Results for 2010 - 11**

As a result of a strong finish in revenues Profit Before Tax was \$684k, which was higher than range of \$550k to \$650k outlook provided on 24<sup>th</sup> June 2011. As a result of its previously announced decision to concentrate on core operations of property valuations, LandMark White has discontinued its involvement with funds management. Profit Before Tax from continuing operations was \$903k. Whilst not considered a satisfactory return for shareholders the result was achieved in one of the most difficult years on record in the property market. Profit After Tax was \$462k (\$616k from continuing operations) this represented 1.7 cents per share (2.2 cents from continuing operations)

#### **Revenue**

Revenue from continuing operations of \$22.2M was \$299k higher than the previous year of \$21.9M. Revenues from Residential valuations increased whilst Commercial valuation revenues declined.

#### **Cash at Bank**

Cash at bank for LandMark White Limited as at 31 August 2011 was \$2.9M.

#### **Dividends**

The Board has decided to declare a final fully franked dividend of 2 cents per share payable on 7 October 2011. Total dividend paid/payable in respect of the 2011 financial year is 3 cents. Dividends remain fully franked.

#### **Debt Free**

Despite the continued difficult trading conditions LandMark White Limited remains debt free.

**ANNUAL REVIEW 2011 (continued)**

The following is a summary of the financial results for the year ended 30 June 2011 (previous corresponding period 30 June 2010).

	<b>Year ended 30 June 2011 \$000s</b>	<b>Year ended 30 June 2010 \$000s</b>	<b>Increase/ (Decrease) \$000s</b>	<b>% Change</b>
Revenue from Continuing Operations	22,219	21,920	+ 299	Up 1.4 %
Profit before tax from continuing operations	903	1,635	(732)	Down 44.8 %
Income tax expense	287	544	(257)	Down 47.2 %
Net Profit after tax from continuing operations	616	1,091	(475)	Down 43.5 %
Net (loss) from discontinuing operations	(154)	(146)	(8)	
Net Profit attributable to members	462	945	(483)	Down 51.1 %

**Outlook**

In the wake of the Global Financial Crises Australia and the world is now in the midst of a Debt Crisis. As businesses and consumers continue to deleverage, property activity (purchase, sale, leasing, financing) has continued to be subdued. This has meant that we have not seen a recovery from our traditional mortgage based clients and LandMark White has responded by continuing to expand into other non-mortgage valuation areas.

As financiers have struggled with falling volumes they have continued to rationalise their internal structures whenever possible. This has included several announcements by banks to move to automated valuation management systems. While not replacing valuations these systems automate both the delivery of instructions and receipt of valuation data and valuation reports. LandMark White has over the past years invested heavily in IT which should place us in a strong position as IT connectivity between service suppliers and financial institutions become of greater importance.

While the only consensus as to the general direction of the market is one of volatility, we believe that our management and IT solutions will continue to provide a platform for a profitable future while remaining well placed to take advantage of market improvement as companies Australia-wide look to improve their financial position coming out of this debt crisis.

We would like to thank our management team and staff for their continued hard work and commitment to LMW Group



**Stuart Gregory**  
Chairman



**Brad Piltz**  
Chief Executive Officer

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329**

**ANNUAL REPORT  
FOR THE YEAR ENDED 30 JUNE 2011**

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**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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**DIRECTORS' REPORT  
FOR THE YEAR ENDED 30 JUNE 2011**

The Directors present their report together with the financial report of the Consolidated Entity, being LandMark White Limited ("the Company") and its controlled entities, for the year ended 30 June 2011 and the auditor's report thereon.

**DIRECTORS**

The Directors of the Company in office at any time during or since the end of the financial year are:

**Mr Stuart C Gregory – appointed 9 October 2003**

***Chairman – appointed Chairman 12 July 2011***

***Independent Non-Executive Director, member audit committee and remuneration committee***

Stuart is a non-executive director of the board and until 30 June 2005 was Chief Executive Officer of McCullough Robertson, a Brisbane based law firm. Stuart held that position for 12 years. He has extensive experience in dealing with the broad range of issues unique to professional service organisations. Stuart is a Certified Practising Accountant and member of the Australian Institute of Company Directors who, during his career, has gained experience in financial services, investment banking, manufacturing and agribusiness. He is a director of Australian Food & Fibre Limited, Brisbane Housing Company Limited and Sugar Terminals Limited.

**Mr Glen J White – appointed 26 September 2002**

***Chairman till 12 July 2011,***

***Non-Executive Director member audit committee and remuneration committee***

The co-founder of LandMark White's practice, Glen was a registered valuer with over 40 years extensive experience in the real estate industry throughout Queensland and New South Wales. Working in both the public and private sectors, Glen commenced his valuation career in 1968 and gained experience with the Queensland Lands Department, National Mutual Life Association and with a private valuation firm before working in the Queensland practice that has become LandMark White since the 1980s. Previously a fellow of the Australian Property Institute now retired, Glen has appeared in courts as an expert witness, lectured in valuation and is highly experienced in rental determinations. Glen was appointed Chairman on 1 November 2005.

**Mr Bradley J Piltz – appointed 26 September 2002**

***Executive Director (Chief Executive Officer)***

***Interim Company Secretary from 18 February 2011 to 16 March 2011***

Brad has been involved in financial and property markets since 1975 and was co-founder of LandMark White. In addition to extensive experience with the Commonwealth Bank, Brad has acted for major corporations and government instrumentalities providing advice from portfolio analysis to property acquisition, disposal and tenancy requirements. Brad specialises in cash flow and management sensitive properties such as hotels, international and domestic tourism, hospitality and retail centres. Brad has acted in court as an expert witness; is highly experienced in rental determinations; prepared educational valuation materials; lectured in valuation; and appeared on Sydney radio and television providing property market commentary. He is a fellow of the Australian Property Institute, a senior associate of the Financial Services Institute of Australia and a member of the Australian Institute of Company Directors.

**Mr David P Hobart – appointed 1 May 2005, resigned 12 July 2011**

***Independent Non-Executive Director, member audit committee***

David was a non-executive director of the board and is currently a non-executive director of Air Change International Limited. David brought a wealth of property and financial experience outside that of main stream property valuation. David is a valuer, has a master's degree in Commerce, and is a fellow of FINSIA, an associate of the Australian Property Institute and a member of the Australian Institute of Company Directors.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
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**DIRECTORS' REPORT**  
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**DIRECTORS (continued)**

**Mr Andrew Meakin – appointed 23 February 2009, resigned 12 July 2011**

***Independent Non-Executive Director***

Andrew brought extensive experience in financial services and in investment management. He is highly regarded throughout the property funds management field. Andrew has previously held senior roles with Commonwealth Bank and Multiplex Capital.

**COMPANY SECRETARY**

**Frank Hardiman – appointed 16 March 2011**

Frank is also Chief Financial Officer of the LandMark White group a position he was appointed to on 28 February 2011. Prior to joining LandMark White he was Chief Financial Officer and Company Secretary of publicly listed Konekt Limited for 2 years and prior to that Chief Financial Officer for 16 years of the publicly listed PPK Group Limited (formerly Plaspak Group Limited) and is a fellow of the Australian Society of CPAs.

**Ian Bangs – resigned 18 February 2011**

Ian was appointed Company Secretary and Chief Financial Officer on 20 May 2008. He has over 25 years experience in senior financial roles. He had 10 years as the CFO of the Regent Hotel in Sydney, Finance Director for Hooper Bailie Industries and CFO of Consolidation Coal of Australia. He is also Company Secretary of Air Change International Limited. He has a Bachelor of Commerce degree and is a Fellow CPA.

**DIRECTORS MEETINGS**

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

Director	Board Meetings		Audit Committee Meetings		Remuneration Committee Meetings	
	Held	Attended	Held	Attended	Held	Attended
Mr G White	7	7	-	-	1	1
Mr B Piltz	7	7	-	-	1	1
Mr S Gregory	7	7	3	3	1	1
Mr D Hobart	7	7	3	3	1	1
Mr A Meakin	7	4	-	-	1	-

**COMPANY PARTICULARS**

LandMark White Limited is incorporated in Australia. The address of the registered office is: Level 15, 55 Clarence Street, Sydney, NSW 2000.

**CORPORATE GOVERNANCE STATEMENT**

In developing LandMark White's corporate governance policies, the board has been guided by the 'Corporate Governance Principles and Recommendations' published by the ASX Corporate Governance Council. This statement outlines the main corporate governance practices in place throughout the financial year, and the extent to which LandMark White follows the Best Practice Recommendation. Where the Company has not followed a recommendation, the recommendation is identified and the reasons are given for not following it.

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**DIRECTORS' REPORT  
FOR THE YEAR ENDED 30 JUNE 2011**

**CORPORATE GOVERNANCE STATEMENT (continued)**

**Role of the Board**

The board's primary role is the protection and enhancement of long-term shareholder value. The board is comprised of one independent and two non-independent directors.

To fulfil this role, the board is responsible for the overall corporate governance of the Consolidated Entity including formulating its strategic direction, approving and monitoring capital expenditure, setting remuneration, appointing, removing and creating succession policies for directors and senior executives, establishing and monitoring the achievement of management's goals and ensuring the integrity of internal controls, management information and risk management systems. It is also responsible for approving and monitoring financial and other reporting. Details of the board's charter are located on the Company's website.

**CORPORATE GOVERNANCE STATEMENT**

The board has delegated responsibility for operation and administration of the Company to the Chief Executive Officer (CEO) and senior executives. Responsibilities are delineated by formal authority delegations. The performance of senior executives is reviewed annually by the CEO. The performance of the CEO is reviewed annually by the Chairman.

**Board processes**

To assist in the execution of its responsibilities, the board has established an Audit and Risk Management Committee and a Remuneration Committee. The committees have a written mandate and operating procedures, which are reviewed on a regular basis.

The board has elected not to establish a Nominations Committee (Best Practice Recommendation 2.4 as set by the ASX Corporate Governance Council) on the basis that it is only a relatively small board and the board is able to efficiently carry out the functions that would otherwise be delegated to the Nominations Committee. The conditions of the appointments of non-executive directors are set in a letter of appointment including expectations of attendance at board meetings, appointments to other boards, procedures for dealing with conflicts of interest and availability of independent professional advice.

The full board currently holds at least four scheduled meetings each year including a strategy meeting. Extraordinary meetings are held at such other times as may be necessary to address any specific significant matters that may arise.

The agenda for meetings is prepared in conjunction with the Chairman, Chief Executive Officer and Company Secretary. Standing items include the Chief Executive Officer's report, financial reports, strategic matters, governance and compliance. Submissions are circulated in advance.

**Director and executive education**

The Consolidated Entity has a process to inform new directors about the nature of the business, current issues, the corporate strategy and the expectations of the Consolidated Entity concerning performance of directors. Directors also have the opportunity to visit Consolidated Entity facilities and meet with management to gain a better understanding of business operations.

The Group also has a process to educate new senior executives upon taking such positions. The induction process includes reviewing the Group's structure, strategy, operations, financial position and risk management policies. It also familiarises the individual with the respective rights, duties, responsibilities and roles of the individual and the Board.

**Independent professional advice and access to company information**

Each director has the right of access to all relevant company information and to the Company's executives and, subject to prior consultation with the Chairman, may seek independent professional advice from a suitably qualified advisor at the Consolidated Entity's expense. The director must consult with an advisor

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**DIRECTORS' REPORT  
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**CORPORATE GOVERNANCE STATEMENT (continued)**

suitably qualified in the relevant field, and obtain the Chairman's approval of the fee payable for the advice before proceeding with the consultation. A copy of the advice received by the director is made available to all other members of the board.

**Composition of the Board**

The names of directors of the Company in office at any time during or since the end of the financial year are set out in the Directors' report on pages 4 and 5.

The composition of the board is determined using the following principles:

- a minimum of three directors, with a broad range of expertise, a majority of directors having extensive knowledge of the Company's industry, and those who do not, have extensive expertise in significant aspects of auditing and financial reporting or operational and financial management of a professional services organisation
- a majority of independent directors

The current composition of the board no longer meets the second of these two principles. At the present time the decision to refocus on the core valuation business and to dispose of the funds management business has made this requirement not cost effective given the size of the organization.

The Chairman of the Company is Mr Stuart Gregory who is non-executive and independent. ASX Best Practice Recommendation 2.2 is that the Chairperson of the board should be independent. During the year Mr Glen White was chairman and non-independent. The board believed that its composition was appropriate. Mr White is a co-founder of the group and brings over 35 years extensive experience in the valuation profession. In addition, appropriate conflict of interest policies are in place to ensure material personal interests are disclosed. However given the recent reduction in size of the Board with the resignation of two independent directors it was felt that it was appropriate to appoint a non-executive chairman. At the date of this report the board is no longer comprised of a majority of independent directors. However given the size of the Board the Company believes the appointment of a non-executive chairman is sufficient to ensure adequate corporate governance.

An independent director is a director who is not a member of management, known as a non-executive director, and who:

- holds less than 5% of the voting shares of the Company and is not an officer of, or otherwise associated, directly or indirectly, with a shareholder of more than 5% of the voting shares of the Company
- has not within the last three years been employed in an executive capacity by the Company or another group member, or been a director after ceasing to hold any such employment
- within the last three years has not been a principal or employee of a material\* professional advisor or a material\* consultant to the Company or another group member
- is not a material\* supplier or client of the Company or another group member, or an officer of or otherwise associated, directly or indirectly, with a material\* supplier or client
- has no material\* contractual relationship with the Company or another group member other than as a director of the Company
- is free from any interest and any business or other relationship which could, or could reasonably be perceived to materially\* interfere with the director's ability to act in the best interests of the Company.

\* the board considers, 'material', in this context, to be where any director-related business relationship has represented or is likely in future to represent the lesser of at least 10% of the relevant segment's or the director-related business's revenue. The board considered the nature of the relevant industries' competition, and the size and nature of each director related business relationship, in arriving at this threshold.



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**CORPORATE GOVERNANCE STATEMENT (continued)**

**Audit Committee**

The Audit Committee has a documented charter, approved by the board. All members should be independent non-executive directors. The Chairman of the Audit Committee should not be the Chairman of the board. The committee advises on the establishment and maintenance of a framework of internal control and appropriate ethical standards for the management of the Consolidated Entity. Given the reduction in size of the Board it is no longer possible to meet either of these criteria.

The members of the Audit Committee during the year were:

- Mr Stuart Gregory, B. Comm (Hons) CPA (Chairman) – Independent Non-Executive
- Mr Glenn White – Non-Independent appointed 4 August 2011
- Mr David Hobart – Independent Non-Executive resigned 12 July 2011

The Audit Committee only comprised two members, which is not in line with the Best Practice Recommendation 4.3 set by the ASX Corporate Governance Council. Due to the size of the Company and the number of non-executive directors it is currently not possible to comply with Recommendation 4.3. The external auditors, the Chief Executive Officer and Chief Financial Officer are invited to Audit Committee meetings at the discretion of the committee. The committee met 3 times during the year and attendance is recorded on page 5 of this report. The Chief Executive Officer and the Chief Financial Officer declared in writing to the board that the Company's financial reports for the year ended 30 June 2011 present a true and fair view, in all material respects, of the Company's financial condition and operational results and are in accordance with relevant accounting standards. This statement is required annually and is founded on a sound system of risk management and internal compliance and control which implements the policies adopted by the board.

The Audit Committee's charter is available on the Company's website. Information on procedures for the selection and appointment of the external auditor and for the rotation of external audit engagement partners is on the Company's website.

The responsibilities of the Audit Committee include reporting to the board on:

- reviewing the annual and half year financial reports and other financial information distributed externally. This includes approving new accounting policies to ensure compliance with Australian Accounting Standards and generally accepted accounting principles, and assessing whether the financial information is adequate for shareholder needs
- assessing management processes supporting external reporting
- assessing corporate risk assessment processes
- assessing whether non-audit services provided by the external auditor are consistent with maintaining the external auditor's independence. The external auditor provides an annual declaration of independence as set out in APES 110 Code of Ethics for professional Accountants
- reviewing the nomination and performance of the external auditor
- establishing procedures for selecting, appointing, and if necessary, removing the external auditor
- assessing the adequacy of internal control framework and the Company's code of ethical standards
- monitoring the procedures to ensure compliance with the Corporations Act 2001 and the ASX Listing Rules and all other regulatory requirements
- addressing any matters outstanding with auditors, Australian Taxation Office, Australian Securities and Investments Commission, ASX and financial institutions.

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**DIRECTORS' REPORT  
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**CORPORATE GOVERNANCE STATEMENT (continued)**

The Audit Committee reviews the performance of the external auditors on an annual basis and normally meets with them during the year to;

- discuss the external audit plans, identifying any significant changes in structure, operations, and internal controls or accounting policies likely to impact the financial statements and to review the fees proposed for the audit work to be performed;
- review the half-year and preliminary final report prior to lodgement with the ASX, and any significant adjustments required as a result of the auditor's findings, and to recommend board approval of these documents, prior to announcement of results;
- finalise half-year and annual reporting to:
  - review the results and findings of the auditor, the adequacy of accounting and financial controls, and to monitor the implementation of any recommendations made;
  - review the draft financial report and recommend board approval of the financial report;
- as required, to organise, review and report on any special reviews or investigations deemed necessary by the board.

**Risk Management**

***Oversight of the risk management system***

Management has established and implemented a fully comprehensive formal Risk Management System for assessing, monitoring and managing operational, financial reporting and compliance risks for the Consolidated Entity. The Chief Executive Officer and the Chief Financial Officer declare annually, in writing to the board, that the financial reporting risk management and associated compliance and controls have been assessed and found to be operating efficiently and effectively in all material respects.

***Risk management and compliance and control***

The Consolidated Entity strives to ensure that its services are of the highest standard. Towards this aim it has undertaken a program to achieve AS/NZS ISO 9002 standards for each of its business segments.

The board is responsible for the overall internal control framework, but recognises that no cost effective internal control system will preclude all errors and irregularities.

Comprehensive practices have been established to ensure:

- capital expenditure and revenue commitments above a certain size obtain prior board approval
- occupational health and safety standards and management systems are monitored and reviewed to achieve high standards of performance and compliance with regulations
- business transactions are properly authorised and executed
- financial reporting accuracy and compliance with the financial reporting regulatory framework (see below)
- environmental regulation compliance (see below)

***Financial reporting***

Monthly actual results are reported against budgets approved by the directors and revised forecasts for the year are prepared regularly.

***Environmental regulation***

The Consolidated Entity's operations are not subject to any significant environmental regulations under either Commonwealth or State legislation.

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**DIRECTORS' REPORT**  
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**CORPORATE GOVERNANCE STATEMENT (continued)**

**Ethical Standards**

All directors, managers and employees are expected to observe the highest standards of corporate and individual integrity and objectivity, striving at all times to enhance the reputation and performance of the Consolidated Entity. Every employee has a nominated supervisor to whom they may refer any issues arising from their employment. The board reviews the Directors' Code of Ethics and the Code of Conduct for Transactions in securities regularly and processes are in place to promote and communicate these policies. A formal code of conduct for employees has been given to all Directors and Employees.

**Conflict of interest**

Directors must keep the board advised, on an ongoing basis, of any interest that could potentially conflict with those of the Company.

Where the board believes that a significant conflict exists for a director on a board matter, the director concerned does not receive the relevant board papers and is not present at the meeting whilst the item is considered. Details of director related entity transactions with the Company and Consolidated Entity are set out in Note 28 to the financial statements.

**Trading in general company securities by directors and employees**

The key elements of the Code of Conduct for Transactions in Company Securities by Directors and Employees are:

- identification of those restricted from trading – directors and all staff may acquire shares in the Company, but are prohibited from dealing in Company shares;
  - during the five week period preceding the announcement of half-year and annual results to the Australian Stock Exchange ("ASX");
  - whilst in possession of price sensitive information not yet released to the market;
- requiring details to be provided of intended trading in the Company's shares and approval to be given;
- details may be required to be provided of the subsequent confirmation of the trade;
- identification of processes for unusual circumstances where discretion may be exercised in cases such as financial hardship.

**Communication with shareholders**

The board provides shareholders with information using a comprehensive Continuous Disclosure Policy which includes identifying matters on a timely basis that may have a material effect on the price of the Company's securities, ensuring the matters are factual and expressed in a clear and factual way, notifying the ASX, posting them on the Company's website, and issuing media releases. The Chief Executive Officer and Company Secretary are accountable for ensuring adherence to the Continuous Disclosure Policy.

Consistent with the Continuous Disclosure Policy, LandMark White is committed to communicating with shareholders in an effective and timely manner, so as to provide them with ready access to information relating to LandMark White. LandMark White maintains an extensive website ([www.lmw.com.au](http://www.lmw.com.au)).

Shareholders are encouraged to attend and participate in general meetings of the Company. Shareholders are provided with details of any proposed meetings well in advance of the relevant dates. The external auditor will attend any Annual General Meeting and be available to answer questions from shareholders about the conduct of the audit and the preparation and content of the auditor's report.

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**DIRECTORS' REPORT**  
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**REMUNERATION REPORT- AUDITED**

**Remuneration Committee**

The role of the Remuneration Committee is to ensure that the remuneration policies and outcomes achieve an appropriate balance between the interests of LandMark White shareholders and rewarding and motivating executives and employees in order to achieve their long term commitment to the Consolidated Entity. The committee meets as required.

The members of the Remuneration Committee during the year were:

- Mr Glen White (Chairman) – Non-independent and non-executive
- Mr David Hobart – Independent and non-executive - resigned 12 July 2011
- Mr Stuart Gregory - Independent and non-executive

**Remuneration policies**

Remuneration levels are competitively set to attract and retain appropriately qualified and experienced directors and senior executives. Remuneration packages of executives and the Chief Executive Officer include a mix of fixed remuneration and performance-based remuneration. The executive remuneration structures set out below are designed to attract suitably qualified candidates, and to affect the broader outcome of increasing the Consolidated Entity's net profit attributable to members of the parent entity.

The remuneration of the Consolidated Entity's senior executives and each of the five named executives receiving the highest remuneration includes a mix of fixed and performance based incentives. The fixed component consists of base remuneration, allowances and superannuation. The performance based component is a cash bonus based on a share of a fixed percentage of the level of profit of the executives' operational division. The performance-based component of the remuneration of the Chief Executive Officer is based on a fixed percentage of the increase in the level of profit after tax of the consolidated group. The board considers that the performance-linked incentive is appropriate as it directly aligns the individuals reward with the consolidated entity's performance.

Non-executive directors do not receive any retirement benefits.

The board considers that the above performance-linked remuneration structure is generating the desired outcome even in the very difficult trading conditions that have been experienced during the past twelve months due to the global economic crisis.

In considering the Consolidated Entity's performance the board has regard to the following indices in respect of the current financial year and previous years.

	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
	<b>\$000s</b>	<b>\$000s</b>	<b>\$000s</b>	<b>\$000s</b>	<b>\$000s</b>
Services revenue	22,219	22,377	23,563	30,099	27,987
Net profit/(loss) to equity holders of the company	462	955	(635)	2,108	1,755
Dividends declared (per share)	\$0.03	\$0.035	\$0.02	\$0.058	\$0.052
Share price at the end of the period	\$0.30	\$0.35	\$0.26	\$0.62	\$0.65
Change in share price	(\$0.05)	\$0.09	(\$0.36)	(\$0.03)	-

Remuneration and other terms of employment for the executive directors and senior management are formalised in service contracts. Senior management contracts are for an unlimited period but are capable of termination on 3 months notice, or by making payment equal to 3 months pay in lieu of notice. Mr Bradley Piltz, Chief Executive Officer, has a contract for an unlimited period which may be terminated with 24 months

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**REMUNERATION REPORT- AUDITED (continued)**

notice, or by making payment equal to 24 months pay in lieu of notice. The terms of remuneration are designed to align senior management compensation with the interests of shareholders by including performance related bonuses. These payments are linked to the achievement of individual and company objectives which are relevant to meeting LandMark White's overall goals.

Non-executive directors are paid an annual fee for their service on the board and committees which is determined by the Remuneration Committee. Total remuneration for all non-executive directors is not to exceed \$400,000 per annum. The non-executive directors' total fees for the year were \$198,573. These fees include statutory superannuation. Non-executive directors do not receive bonuses nor are they currently entitled to be issued with further options on securities in the Consolidated Entity.

The consolidated entity has a policy that prohibits those that are granted share-based payments as part of their remuneration from being compensated for changes in value of the underlying securities.

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DIRECTORS' REPORT  
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REMUNERATION REPORT- AUDITED (CONTINUED)

Directors' and senior executive officers' remuneration

Details of the nature and amount of each major element of the remuneration of each Director of the Company and the Consolidated Entity's senior executives and each of the five named executives receiving the highest remuneration are:

Directors	Year	Short term		Post-employment	Share based payments	Long term benefits	Total	Proportion of remuneration related (%)	Value of options as proportion of remuneration (%)
		Salary and fees \$	Bonus (B) \$	Superannuation benefits \$	Options (A) \$	Movement in long service leave provision \$			
<b>Non-executive</b>									
Mr G White – Resigned as Chairman 12 July 2011	2011	24,116	-	44,884	-	-	69,000	-	-
Mr S Gregory – Appointed Chairman 12 July 2011	2011	37,155	-	3,345	-	-	40,500	-	-
Mr D Hobart	2011	51,401	-	3,039	-	-	54,440	-	-
Mr A Meakin	2011	41,000	-		-	-	41,000	-	-
<b>Executive</b>									
Mr B Piltz – CEO	2011	249,113	25,688	22,932	-	12,487	310,220	9.0%	-

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REMUNERATION REPORT- AUDITED (continued)

Directors' and senior executive officers' remuneration (continued)

Executive officers	Year	Short term			Post-employment	Share-based payments	Long term benefits	Total	Proportion of remuneration related (%)	Value of options as proportion of remuneration (%)
		Salary And fees \$	Bonus (B) \$	Movement in annual leave provision \$	Superannuation benefits \$	Options (A) \$	Movement in long service leave provision \$			
<b><i>The Company</i></b>										
Mr G Coonan - Chief Operating Officer	2011	166,028	-	8,962	13,971	-	5,574	194,535	-	-
Mr I Bangs - Chief Financial Officer resigned 18 February 2011	2011	98,818	-	(6,484)	8,894	-	(239)	100,989	-	-
Mr Frank Hardiman - Chief Financial Officer appointed 28 February 2011	2011	23,817	-	3,460	29,269	-	-	56,546	-	-
<b><i>Consolidated – Top 5 remunerated executives of the Consolidated Entity</i></b>										
Mr B McFarlane - Director, LandMark White (Brisbane) Pty Ltd	2011	154,812	42,133	8,467	47,130	-	6,103	258,645	17.8%	-
Mr J McEvoy - Director, LandMark White (Brisbane) Pty Ltd	2011	151,213	59,611	(14,690)	54,827	-	3,531	254,492	25.5%	-
Mr T Hodge - Director, LandMark White (NSW) Pty Ltd	2011	174,311	24,007	(3,104)	17,849	-	3,198	216,261	12.1%	-
Mr A Binney - Director, LandMark White (Brisbane) Pty Ltd	2011	146,219	68,291	2,757	18,525	-	19,972	255,764	29.1%	-
Mr P Roberts - Director, LandMark White (Brisbane) Pty Ltd	2011	184,476	42,134	3,918	19,305	-	680	250,513	18.3%	-

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

DIRECTORS' REPORT  
FOR THE YEAR ENDED 30 JUNE 2011

REMUNERATION REPORT- AUDITED (CONTINUED)

Directors' and senior executive officers' remuneration (continued)

Directors	Year	Short term		Post-employment	Share based payments	Long term benefits	Total \$	Proportion of remuneration related (%)	Value of options as proportion of remuneration (%)
		Salary and fees \$	Bonus (B) \$	Superannuation benefits \$	Options (A) \$	Movement in long service leave provision \$			
<b>Non-executive</b>									
Mr G White - Chairman	2010	63,303	-	5,697	-	-	69,000	-	-
Mr S Gregory	2010	37,156	-	3,344	-	-	40,500	-	-
Mr D Hobart	2010	50,918	-	4,583	-	-	55,501	-	-
Mr A Meakin	2010	44,000	-	-	-	-	44,000	-	-
Mr N Craig	2010	21,436	-	1,929	-	-	23,365	-	-
<small>(01/07/2009-22/01/2010)</small>									
<b>Executive</b>									
Mr B Piltz – CEO	2010	228,257	-	18,743	-	4,361	251,361	-	-



LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

DIRECTORS' REPORT  
FOR THE YEAR ENDED 30 JUNE 2011

REMUNERATION REPORT- AUDITED (CONTINUED)

Directors' and senior executive officers' remuneration (continued)

Executive officers <i>The Company</i>	Year	Short term		Post-employment	Share-based payments	Long term benefits	Total \$	Proportion of remuneration related (%)	Value of options as proportion of remuneration (%)	
		Salary and fees \$	Bonus (B) \$	Superannuation benefits \$	Options (A) \$	Movement in long service leave provision \$				
Mr G Coonan - Chief Operating Officer	2010	166,029	-	13,971	-	5,710	185,710	-	-	
Mr I Bangs - Chief Financial Officer	2010	137,615	-	12,385	-	239	150,239	-	-	
<b>Consolidated – Top 5 remunerated executives of the Consolidated Entity</b>										
Mr B McFarlane - Director, LandMark White (Brisbane) Pty Ltd	2010	184,912	83,363	24,016	-	6,189	298,480	27.9%	-	
Mr J McEvoy - Director, LandMark White (Brisbane) Pty Ltd	2010	184,988	33,798	18,730	-	3,554	241,070	14.0%	-	
Mr T Hodge - Director, LandMark White (NSW) Pty Ltd	2010	174,311	36,574	18,980	-	1,553	231,418	15.8%	-	
Mr R Bransdon - Director, LandMark White (NSW) Pty Ltd	2010	137,615	68,085	18,513	-	(6,524)	217,689	31.3%	-	
Mr J Muchall - Director, LandMark White (Gold Coast) Pty Ltd	2010	184,312	7,966	16,405	-	3,531	212,214	3.8%	-	

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

DIRECTORS' REPORT  
FOR THE YEAR ENDED 30 JUNE 2011

REMUNERATION REPORT- AUDITED (continued)

Directors' and senior executive officers' remuneration (continued)

*Notes in relation to the table of directors' and executives officers' remuneration*

(A) Analysis of options included in remuneration

There were no options issued during the year and there were 1,200,000 options outstanding.

(B) Analysis of bonuses included in remuneration

Details of the vesting profile of short-term incentive cash bonuses awarded as remuneration to each director of the Company, the Consolidated Entity's senior executives and each of the five named executives receiving the highest remuneration who received short term incentive bonuses is detailed below:

Short term incentive bonus

	Included in remuneration \$	% vested in year	% forfeited in year
<b>Directors</b>			
Mr Brad Piltz	25,688	100%	-
<b>Executives</b>			
<b>Consolidated</b>			
Mr B McFarlane	42,133	100%	-
Mr J McEvoy	59,611	100%	-
Mr T Hodge	24,007	100%	-
Mr A Binney	68,291	100%	-
Mr P Roberts	42,134	100%	-

Amounts included in remuneration for the financial year represents the amount that vested in the financial year based on achievement of personal goals and satisfaction of specified performance criteria. No amounts vest in future financial years in respect of the short-term incentive bonus schemes for the 2011 financial year.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**DIRECTORS' REPORT**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**REMUNERATION REPORT- AUDITED (continued)**

**(C) Analysis of other remuneration**

Mr Andrew Meakin's fees were invoiced by a company related to Mr Meakin.

**Analysis of share based payments granted as remuneration**

During the year, nil options have been granted as remuneration to directors of the Company, and no options were issued to the Company's or Consolidated Entity's senior executives or each of the five named executives receiving the highest remuneration.

**Analysis of movements in options**

During the year, no options over ordinary shares in LandMark White Limited have been granted to a Company director or the Company's or Consolidated Entity's senior executives or each of the five named executives receiving the highest remuneration and no options have been exercised, by the executives. Options which lapsed had no value.

**Option Plan - Share Based Payments**

The directors at their discretion allocate share options that entitle key management personnel and senior employees to purchase shares in the entity. The terms of the options including vesting conditions and performance criteria vary depending upon the incentive arrangements appropriate for key management personnel and senior staff.

**Contracted Commitment**

Salary commitments under a non-cancellable employment contract for the CEO, Brad Piltz not provided for in the financial statements and payable as follows:

	\$
Within one year	270,000
One year or later and no later than five years	270,000
Later than five years	-
	<u>540,000</u>

For other named senior executives, the Consolidated Entity's liability for early termination of employment contracts, beyond normal termination notices are considered remote.

**<END OF REMUNERATION REPORT>**

**PRINCIPAL ACTIVITIES**

The principal activities of the Consolidated Entity during the course of the financial year were property valuation and property funds management business. The funds management business was sold on 4 August 2011. There were no significant changes in the nature of the activities of the Consolidated Entity during the year.

**OPERATING RESULTS AND FINANCIAL REVIEW**

The consolidated profit for the 12 months ended 30 June 2011 from ordinary activities after income tax attributable to equity holders of the company amounted to \$462,000 which was a decrease of \$483,000 from the profit recorded in the previous year. A detailed review of operations is contained in the review from the Chairman and CEO included in this Annual Report.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**DIRECTORS' REPORT**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**DIVIDENDS**

Dividends paid and payable by the Company since the end of the previous financial year were:

<b>Type</b>	<b>Cents per share</b>	<b>Total Amount \$</b>	<b>Franked/ Unfranked</b>	<b>Date of payment</b>
<i>Declared and paid during the year:</i>				
	2.0	551,776	Franked at tax rate of 30%	7 October 2010
	1.0	275,888	Franked at tax rate of 30%	17 March 2011
<i>Declared after end of year:</i>				
	2.0	551,776	Franked at tax rate of 30%	8 October 2011

The financial effect of the dividend declared after year end has not been brought to account in the financial statements for the year ended 30 June 2011.

**EVENTS SUBSEQUENT TO THE END OF THE REPORTING PERIOD**

On 4 August 2011 the Consolidated Entity disposed of its loss making funds management business for the sum of \$51,170. There has not arisen in the interval between the end of the financial year and the date of this report any other item, transaction or event of a material and unusual nature likely, in the opinion of the directors of the Company, to affect significantly the operations of the Consolidated Entity, the results of those operations, or the state of affairs of the Consolidated Entity, in future financial years.

**STATE OF AFFAIRS**

Other than the matters described in this report, there were no significant changes in the state of affairs of the Consolidated Entity that occurred during the year under review.

**LIKELY DEVELOPMENTS**

Refer to the Chairman's and CEO's review included in this Annual Report.

**ENVIRONMENTAL REGULATION**

The operations of the Consolidated Entity are not subject to any particular and significant environmental regulation under a law of the commonwealth or of a state or territory.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**DIRECTORS' REPORT**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**PROCEEDINGS ON BEHALF OF THE CONSOLIDATED ENTITY**

During the financial year and in the interval between the end of the financial year and the date of this report the Consolidated Entity has made no application of leave under Section 237 of the Corporations Act 2001.

No person has applied for leave of court to bring proceedings on behalf of the Consolidated Entity or Intervene in any proceeding to which the Consolidated Entity is a party for the purpose of taking responsibility on behalf of the Consolidated Entity for all or any part of these proceedings. The Consolidated Entity was not a party to any such proceedings during the year.

**DIRECTORS' INTERESTS**

The relevant interest of each director in the shares issued by the Company as notified by the Directors to the Australian Stock Exchange in accordance with S205G(1) of the Corporations Act 2001, at the date of this report is as follows:

	<b>Ordinary Shares</b>	<b>Options over Ordinary Shares</b>
Mr G White	10,093,004	-
Mr B Piltz	6,827,869	-
Mr S Gregory	129,000	-
Mr D Hobart	-	-
Mr A Meakin	-	-

**SHARE OPTIONS**

**Employee Options**

No options over unissued ordinary shares in LandMark White Limited have been granted during or since the end of the financial year, to the directors or to any director or employee of the Company or Consolidated Entity.

**Unissued shares under option**

At the date of this report unissued shares of the Company under option are:

<b>Expiry Date</b>	<b>Exercise Price</b>	<b>Number of options</b>
1 July 2012	\$0.59	400,000
1 July 2013	\$0.59	400,000
1 July 2014	\$0.59	400,000
		<hr/>
		1,200,000

All options expire on the earlier of their expiry date or the termination of the employees' employment. These options do not entitle the holder to participate in any share issue of the Company.

**Shares issued on exercise of options**

There were no options (2010: Nil options) exercised during the year by staff members. No ordinary shares have been issued as a result of the exercise of options.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**DIRECTORS' REPORT**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**INDEMNIFICATION AND INSURANCE OF OFFICERS**

**Indemnification**

The Consolidated Entity has agreed to indemnify all current Directors of LandMark White Limited to the maximum extent permitted by law against any liability incurred by them by virtue of their holding office as an officer of the Consolidated Entity other than:

- a liability owed to the Consolidated Entity or a related body corporate of the Company;
- a liability for a pecuniary penalty order under section 1317G of the Law or a compensation order under section 1317H of the Law; or
- a liability owed to a person other than the Consolidated Entity that did not arise out of conduct in good faith.

**Insurance Premiums**

Since the end of the previous financial period, the Consolidated Entity has paid premiums in respect of Directors and Officers liability insurance, for all past, present, or future director, secretary, officer or employee of the Consolidated Entity. Conditions of the Insurance policy restrict disclosure of the premium amount.

The insurance premiums relate to:

- costs and expenses incurred by the relevant officers in defending proceedings, whether civil or criminal and whatever their outcome
- other liabilities that may arise from their position, with the exception of conduct involving a wilful breach of duty or improper use of information or position to gain a personal advantage.

Further details of insurance policies have not been disclosed as the policies prohibit such disclosure.

**AUDITORS INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001**

The auditor's independence declaration is set out on page 23 and forms part of the Directors' Report for the financial year ended 30 June 2011.

**NON-AUDIT SERVICES**

During the year William Buck, the Company's auditor, has performed certain other services in addition to their statutory duties.

The board has considered the non-audit services provided during the year by the auditor and in accordance with written advice provided by resolution of the audit committee, is satisfied that the provision of those non-audit services during the year by the auditor is compatible with, and did not compromise, the auditor independence requirements of the Corporations Act 2001 for the following reasons:

- all non audit services were subject to the corporate governance procedures adopted by the Consolidated Entity and have been reviewed by the audit committee to ensure that they do not impact the integrity and objectivity of the auditors; and
- the non-audit services provided do not undermine the general principles relating to auditor independence as set out in APES 110 Code of Ethics for Professional Accountants, as they did not involve reviewing or auditing the auditor's own work, acting in a management or decision making capacity for the Consolidated Entity, acting as an advocate for the Consolidated Entity or jointly sharing risks and rewards.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**DIRECTORS' REPORT**  
**FOR THE YEAR ENDED 30 JUNE 2011**

Details of the amounts paid to the auditors of the Consolidated Entity, KPMG and William Buck, and its related practices for audit and non-audit services provided during the year are set out below

	<b>2011</b>	<b>2010</b>
	<b>\$</b>	<b>\$</b>
<b><i>Statutory audit</i></b>		
Audit and financial review - KPMG Australia	18,000	130,700
Audit and financial review - William Buck	111,876	52,989
<b><i>Total statutory audit</i></b>	<u>129,876</u>	<u>183,689</u>
<b><i>Service other than statutory audit</i></b>		
<b><i>Other services</i></b>		
William Buck	5,000	-
KPMG Australia	<u>-</u>	<u>10,443</u>

This report is made in accordance with a resolution of the directors.



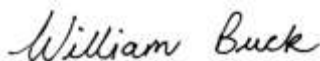
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Brad Piltz  
Chief Executive Officer  
Dated at Sydney this 22<sup>nd</sup> day of September 2011

## AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF LANDMARK WHITE LIMITED

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2011 there have been:

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

A handwritten signature in black ink that reads 'William Buck'.

William Buck  
Chartered Accountants  
ABN 16 021 300 521

A handwritten signature in black ink that reads 'L.E. Tutt'.

L.E. Tutt  
Partner  
Sydney, 22 September 2011

Sydney  
Melbourne  
Brisbane  
Perth  
Adelaide  
Auckland

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The logo for Praxity, featuring the word 'Praxity' in a stylized font with a dotted pattern around the 'y', and the text 'MEMBER GLOBAL ALLIANCE OF INDEPENDENT FIRMS' below it.



LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 30 JUNE 2011

	Note	2011 \$000's	Consolidated 2010 \$000's
Revenue from rendering of services		22,219	21,920
<b>Expenses from operating activities:</b>			
Employee expenses		15,539	14,998
Valuation reports presentation expenses		1,207	1,202
Marketing expenses		370	385
Administration expenses		1,686	1,257
Occupancy expenses		1,338	1,336
Depreciation and amortisation expenses		303	473
Other expenses from operating activities		952	697
<b>Results from operating activities</b>		824	1,572
Finance income	7(a)	110	79
Finance expense	7(a)	31	16
<b>Profit before tax</b>		903	1,635
Income tax expense	8	287	544
<b>Profit from continuing operations</b>		616	1,091
<b>(Loss) from discontinuing operations</b>	29	(154)	(146)
<b>Other comprehensive income</b>			
Other comprehensive income for the year, net of tax		-	-
<b>Total comprehensive income</b>		462	945
<b>Profit attributable to:</b>			
Owners of the parent		462	955
Non-controlling interest		-	(10)
		462	945
<b>Total comprehensive income attributable to:</b>			
Owners of the parent		462	955
Non-controlling interest		-	(10)
		462	945
Basic earnings per share from continuing operations	9	\$0.022	\$0.040
Basic earnings per share from total operations	9	\$0.017	\$0.035
Diluted earnings per share from continuing operations	9	\$0.022	\$0.040
Diluted earnings per share from total operations	9	\$0.017	\$0.035

*The Statement of Comprehensive Income is to be read in conjunction with the notes to and forming part of the financial statements.*

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

STATEMENT OF FINANCIAL POSITION  
AS AT 30 JUNE 2011

	Note	Consolidated	
		2011 \$000's	2010 \$000's
<b>Assets</b>			
Cash and cash equivalents	10	2,547	2,430
Trade and other receivables	11	2,747	2,953
Inventories	12	249	183
Other		305	254
Assets classified as held for sale	29	51	50
<b>Total current assets</b>		<b>5,899</b>	<b>5,870</b>
Deferred tax assets	14	729	702
Term deposits and other		401	478
Property, plant and equipment	15	606	991
Intangible assets	16	4,918	4,918
<b>Total non-current assets</b>		<b>6,654</b>	<b>7,089</b>
<b>Total assets</b>		<b>12,553</b>	<b>12,959</b>
<b>Liabilities</b>			
Trade and other payables	17	3,095	2,589
Current tax liabilities	13	86	320
Employee benefits	18	1,437	1,280
Provisions	19	-	329
Liabilities directly associated with assets held for sale	29	30	38
<b>Total current liabilities</b>		<b>4,648</b>	<b>4,556</b>
Deferred tax liabilities	14	75	55
Employee benefits	18	364	355
Provisions	19	365	518
<b>Total non current liabilities</b>		<b>804</b>	<b>928</b>
<b>Total liabilities</b>		<b>5,452</b>	<b>5,484</b>
<b>Net assets</b>		<b>7,101</b>	<b>7,475</b>
<b>Equity</b>			
Issued capital		6,008	6,008
Reserves		40	40
Retained earnings		1,053	1,427
<b>Total equity</b>		<b>7,101</b>	<b>7,475</b>

*The Statement of Financial Position is to be read in conjunction with the notes to and forming part of the financial statements.*

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

STATEMENT OF CHANGES IN EQUITY  
AS AT 30 JUNE 2011

	Share Capital \$000's	Share Option Reserve \$000's	Retained Earnings \$000's	Total \$000's	Non-controlling Interest \$000's	Total Equity \$000's
<b>Consolidated</b>						
Balance at 1 July 2009	6,008	40	1,438	7,486	42	7,528
Total comprehensive income	-	-	955	955	(10)	945
Impairment on investment	-	-	-	-	(32)	(32)
Dividends to shareholders	-	-	(966)	(966)		(966)
Balance at 30 June 2010	6,008	40	1,427	7,475	-	7,475
Balance at 1 July 2010	6,008	40	1,427	7,475	-	7,475
Total comprehensive income	-	-	462	462	-	462
Dividends to shareholders	-	-	(836)	(836)		(836)
Balance at 30 June 2011	6,008	40	1,053	7,101	-	7,101

*The Statement of Changes in Equity is to be read in conjunction with the notes to and forming part of the financial statements.*

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 30 JUNE 2011

		Consolidated	
	Note	2011 \$000's	2010 \$000's
<b>Cash flows from operating activities</b>			
Cash receipts in the course of operations		24,439	21,986
Cash payments in the course of operations		(23,069)	(20,617)
Interest received		110	80
Interest paid		(31)	(14)
Income tax refunded/(paid)		(463)	251
		<hr/>	<hr/>
<b>Net cash provided by/(used in) operating activities</b>	27	986	1,686
		<hr/>	<hr/>
<b>Cash flows from investing activities</b>			
Payments for property, plant and equipment		(109)	(366)
Proceed on disposal of investment, net of cash		-	(30)
		<hr/>	<hr/>
<b>Net cash provided by/(used in) investing activities</b>		(109)	(396)
		<hr/>	<hr/>
<b>Cash flows from financing activities</b>			
Proceeds from borrowings		801	-
Repayment of borrowings		(724)	-
Dividends paid		(836)	(966)
		<hr/>	<hr/>
<b>Net cash provided by/(used in) financing activities</b>		(759)	(966)
		<hr/>	<hr/>
Net increase in cash and cash equivalents held		118	324
Cash and cash equivalents at beginning of the year		2,480	2,156
		<hr/>	<hr/>
<b>Cash and cash equivalents at the end of the year</b>	10	2,598	2,480
		<hr/> <hr/>	<hr/> <hr/>

*The Statement of Cash Flows is to be read in conjunction with the notes to and forming part of the financial statements.*

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

LandMark White Limited (the 'Company') is a company incorporated and domiciled in Australia. The consolidated financial statements of the Company for the financial year ended 30 June 2011 comprise the Company and its subsidiaries (together referred to as the 'Consolidated Entity'). The principal business activities of the Consolidated Entity during the year were commercial and residential property valuations and funds management.

The financial statements were authorised for issue by the directors on 22 September 2011.

**(a) Statement of compliance**

The financial statements are general purpose financial statements which have been prepared in accordance with Australian Accounting Standards (including Australian Accounting Interpretations) adopted by the Australian Accounting Standards Board ('AASB') and the Corporations Act 2001. The financial statements of the Consolidated Entity comply with International Financial Reporting Standards ('IFRS') and Interpretations issued by the International Accounting Standards Board ('IASB').

**(b) Basis of measurement**

The consolidated financial statements have been prepared on an accrual basis and are based on historical cost, modified, where applicable by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

**(c) Functional and presentation currency**

These consolidated financial statements are presented in Australian dollars which is the Company's functional currency and the functional currency of all entities within the Consolidated Entity.

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements, and have been applied consistently by entities within the Consolidated Entity.

**(d) Use of estimates and judgements**

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected. The estimates and judgements that have a significant risk of causing a material adjustment to the carrying amounts of the assets and liabilities within the next financial year are discussed below.

*Impairment of goodwill*

The Consolidated Entity assesses whether goodwill is impaired at least annually in accordance with the accounting policy in note (g). These calculations involve an estimation of the recoverable amount of the cash-generating units to which the goodwill are allocated.

*Provisions*

The Consolidated Entity assesses whether a provision should be raised at the end of the reporting period to settle future potential obligations. The calculation for determining the amount of the provision is based on the potential loss from the future obligation and the likelihood of the consolidated entity incurring that obligation.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(e) Basis of consolidation**

**(i) Subsidiaries**

Subsidiaries are entities controlled by the Company. Control exists when the Company has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that presently are exercisable are taken into account. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

Non controlling interests in the results and equity of subsidiaries are shown separately in the consolidated statement of comprehensive income, statement of financial position and statement of changes in equity.

**(ii) Transactions eliminated on consolidation**

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

**(f) Property, plant and equipment**

**(i) Recognition and measurement**

All business combinations are accounted for by applying the purchase method. Goodwill represents the difference between the cost of the acquisition and the fair value of the net identifiable assets acquired.

Items of property, plant and equipment are stated at cost less accumulated depreciation (see below) and impairment losses (see accounting policy (k)).

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

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

**(ii) Depreciation**

Depreciation is charged to the statement of comprehensive income on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment. Leased assets are depreciated over the shorter of the lease term and their useful lives, unless it is reasonably certain that the Consolidated Entity will obtain ownership by the end of the lease term.

The estimated useful lives in the current and comparative periods are as follows:

- |                              |                               |
|------------------------------|-------------------------------|
| ■ office equipment           | 2-5 years                     |
| ■ furniture and fittings     | 4-5 years                     |
| ■ leasehold and improvements | life of the lease or 10 years |

The residual value, the useful life and the depreciation method applied to an asset are reassessed at least annually.

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**NOTES TO THE FINANCIAL STATEMENTS**  
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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(g) Intangible assets**

**(i) Goodwill**

**Business combinations**

All business combinations are accounted for by applying the purchase method. Goodwill represents the difference between the cost of the acquisition and the fair value of the net identifiable assets acquired.

Goodwill is stated at cost less any accumulated impairment losses. Goodwill is allocated to cash-generating units and is no longer amortised but is tested annually for impairment (see accounting policy (k)).

Where Goodwill includes amounts that are payable contingent on the achievement of performance targets, the Company reviews its performance annually and if the estimate of the amount payable needs to be revised it adjusts the cost of the business combination accordingly.

**(ii) Subsequent expenditure**

Subsequent expenditure on capitalised intangible assets is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

**(h) Trade and other receivables**

Trade receivables, which generally have 30-90 day terms, are recognised initially at fair value and subsequently measured at amortised cost after making an assessment of the recoverability of receivables over 120 days (see accounting policy (k)).

Collectability of trade receivables is reviewed on an ongoing basis. Individual debts that are known to be uncollectible are written off when identified. An impairment provision is recognised when there is objective evidence that the Consolidated Entity will not be able to collect the receivable. Financial difficulties of the debtor, default payments or debts more than 120 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.

**(i) Work in progress**

Client engagements in progress at the end of the reporting period are recorded in the Statement of Financial Position as an asset and revenue in the Statement of Comprehensive Income, based on the stage of completion of the engagement. Payments in advance are recognised as unearned income until the services are provided.

**(j) Cash and cash equivalents**

Cash and cash equivalents comprise cash balances, short term bills and call deposits with original maturities of three months or less. The Consolidated Entity does not have Bank overdrafts or loans facilities in place.

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**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(k) Impairment**

**Non-financial assets**

The carrying amounts of the Consolidated Entity's non-financial assets, other than inventories and deferred tax assets are reviewed at the end of each reporting period to determine whether there is any indication of impairment. If any such indication exists then the assets recoverable amount is estimated. For goodwill and intangible assets that have indefinite lives or that are not yet available for use, recoverable amount is estimated at the end of each reporting period.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the "cash-generating unit"). The goodwill acquired in a business combination, for the purpose of impairment testing, is allocated to cash-generating units that are expected to benefit from the synergies of the combination.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit (group of units) on a pro-rata basis.

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

**(l) Share capital**

Ordinary shares are classified as equity.

Dividends on ordinary shares are recognised as a liability in the period in which they are declared.

Incremental costs directly attributable to the issue of ordinary shares and share options are accounted for as a deduction from equity, net of any related tax effects.

**(m) Employee benefits**

**(i) Wages, salaries, annual leave and non-monetary benefits**

Liabilities for employee benefits for wages, salaries and annual leave that are expected to be settled within 12 months of the end of the reporting period represent present obligations resulting from employees' services provided at the end of the reporting period. These liabilities are calculated at undiscounted amounts based on remuneration wage and salary rates that the Consolidated Entity expects to pay including related on-costs, such as workers compensation insurance and payroll tax. Non-accumulating non-monetary benefits are expensed based at the net marginal cost to the Consolidated Entity as the benefits are taken by the employees.



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NOTES TO THE FINANCIAL STATEMENTS  
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1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(m) Employee benefits (continued)

(ii) Other long-term employee benefits

The Consolidated Entity's net obligation in respect of long-term employee benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods plus related on costs; that benefit is discounted to determine its present value, and the fair value of any related assets is deducted. The discount rate is the yield at the end of the reporting period on government bonds that have maturity dates approximating the terms of the Consolidated Entity's obligations.

(iii) Share based payment transactions

The fair value of options granted is recognised as an employee expense with a corresponding increase in equity. The fair value is measured at grant date and spread over the period during which the employees become unconditionally entitled to the options. The fair value of the options granted is measured using a Black-Scholes option-pricing model, taking into account the terms and conditions upon which the options were granted. The amount recognised as an expense is adjusted to reflect the actual number of share options that vest except where forfeiture is only due to share prices not achieving the threshold for vesting.

(iv) Defined contribution plans

A defined contribution plan is a post-employment benefit under which an entity pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution plans are recognised as employee expenses in profit or loss when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in future payments is available.

(n) Provisions

A provision is recognised in the statement of financial position when the Consolidated Entity has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

(o) Leased assets

Leases in terms of which the Consolidated Entity assumes substantially all the risks and rewards of ownership are classified as finance leases.

Upon initial recognition finance leases are measured at an amount equal to the lower of its fair value and the present value of the minimum lease payments. The corresponding rental obligations, net of finance charges are included in short and long term payables. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Leases in terms of which the Consolidated Entity does not assume substantially all the risks and rewards of ownership are classified as operating leases and the leased assets are not recognised in the Consolidated Entity's statement of financial position. Payments made under operating leases are charges to the profit and loss on a straight line basis over the period of the lease.

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NOTES TO THE FINANCIAL STATEMENTS  
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1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(p) Trade and other payables

Trade and other payables are stated at their amortised cost. Trade payables are non-interest bearing and are normally settled on 30-day terms.

(q) Revenue and other income

Revenues are recognised at fair value of the consideration received net of the amount of goods and services tax (GST) payable to the taxation authority. Exchanges of goods or services of the same nature and value without any cash consideration are not recognised as revenues.

**Interest Income**

Interest revenue is recognised using the effective interest rate method, which, for floating rate financial assets, is the rate inherent in the instrument.

**Dividend Revenue**

All dividends received shall be recognised as revenue when the right to receive the dividend has been established.

**Rendering of services**

Revenue from the rendering of services is recognised in the period in which the services are provided:

- where it is probable that the compensation will flow to the entity;
- the amount to be received can be reliably measured;
- and the state of completion of the contract can be reliably measured.

(r) Net financing income

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

Finance expenses comprise interest expense on borrowings, unwinding of the discount on provisions and impairment losses recognised on financial assets. All borrowing costs are recognised in profit or loss using the effective interest method.

(s) Income tax

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the statement of comprehensive income except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the end of the reporting period, and any adjustment to tax payable in respect of previous years.

Deferred income tax is provided in full, using the liability method on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit and loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of

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**NOTES TO THE FINANCIAL STATEMENTS**  
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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(s) Income tax (continued)**

the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

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

Deferred tax liabilities and assets are not recognised for temporary differences between the carrying amount and tax bases of investments in controlled entities where the parent entity is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Additional income taxes that arise from the distribution of dividends are recognised at the same time as the liability to pay the related dividend.

The Company and its wholly-owned Australian resident entities have formed a tax-consolidated group with effect from 1 July 2003 and are therefore taxed as a single entity from that date. The head entity within the tax-consolidated group is LandMark White Limited.

**(i) Tax consolidation**

Current tax expense/income, deferred tax liabilities and deferred tax assets arising from temporary differences of the members of the tax-consolidated group are recognised in the separate financial statements of the members of the tax-consolidated group using the group allocation approach by reference to the carrying amounts of assets and liabilities in the separate financial statements of each entity and the tax values applying under tax consolidation.

Any current tax liabilities (or assets) and deferred tax assets arising from unused tax losses of the subsidiaries are assumed by the head entity in the tax-consolidated group and are recognised as amounts payable (receivable) to (from) other entities in the tax-consolidated group in conjunction with any tax funding arrangement amounts (refer below). Any difference between these amounts is recognised by the Company as an equity contribution or distribution.

The Company recognises deferred tax assets arising from unused tax losses of the tax-consolidated group to the extent that it is probable that future taxable profits of the tax-consolidated group will be available against which the asset can be utilised.

Any subsequent period adjustments to deferred tax assets arising from unused tax losses as a result of revised assessments of the probability of recoverability is recognised by the head entity only.

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**NOTES TO THE FINANCIAL STATEMENTS**  
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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(s) Income tax (continued)**

**(ii) Nature of tax funding arrangements and tax sharing arrangements**

The head entity, in conjunction with other members of the tax-consolidated group, has entered into a tax funding arrangement which sets out the funding obligations of members of the tax-consolidated group in respect of tax amounts. The tax funding arrangements require payments to/from the head entity equal to the current tax liability (asset) assumed by the head entity and any tax-loss deferred tax asset assumed by the head entity, resulting in the head entity recognising an inter-entity receivable (payable) equal in amount to the tax liability (asset) assumed. The inter-entity receivable (payable) are at call.

Contributions to fund the current tax liabilities are payable as per the tax funding arrangement and reflect the timing of the head entity's obligation to make payments for tax liabilities to the relevant tax authorities.

The head entity in conjunction with other members of the tax-consolidated group has also entered into a tax sharing agreement. The tax sharing agreement provides for the determination of the allocation of income tax liabilities between the entities should the head entity default on its tax payment obligations. No amounts have been recognised in the financial statements in respect of this agreement as payment of any amounts under the tax sharing agreement is considered remote.

**(t) Goods and services tax**

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the ATO is included as a current asset or liability in the statement of financial position.

Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.

**(u) Financial instruments**

**Non-derivative financial instruments**

Non-derivative financial instruments comprise trade and other receivables, cash and cash equivalents and trade and other payables.

Non-derivative financial instruments are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition non-derivative financial instruments are measured as described in notes (h), (j), and (p).

Accounting for finance income and expense is discussed in note (r).

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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(v) Earning per share**

The Consolidated Entity presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the period. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, which comprise share options granted to employees. Ordinary shares outstanding are anti-dilutive for any year that a loss is incurred.

**(w) Comparative Figures**

When required by accounting standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

**(x) Adoption of New and Revised Accounting Standards**

During the current year the Consolidated Entity adopted all of the new and revised Australian Accounting Standards and Interpretations applicable to its operations which became mandatory.

The adoption of these standards has had no impact on the recognition, measurement and disclosure of certain transactions.

**(y) New Accounting Standards for Application in Future Periods**

The AASB has issued new and amended accounting standards and interpretations that have mandatory application dates for future reporting periods and which the Company has decided not to early adopt. A discussion of those future requirements and their impact on the Company is as follows:

AASB 9: Financial Instruments, AASB 2009-11: Amendments to Australian Accounting Standards arising from AASB 9 [AASB 1, 3, 4, 5, 7, 101, 102, 108, 112, 118, 121, 127, 128, 131, 132, 136, 139, 1023 & 1038 and Interpretations 10 & 12] and AASB 2010-7: Amendments to Australian Accounting Standards arising from AASB 9 (December 2010) [AASB 1, 3, 4, 5, 7, 101, 102, 108, 112, 118, 120, 121, 127, 128, 131, 132, 136, 137, 139, 1023 & 1038 and Interpretations 2, 5, 10, 12, 19 & 127] (applicable for annual reporting periods commencing on or after 1 January 2013)

These standards are applicable retrospectively and amend the classification and measurement of financial assets. The changes also incorporate the classification and measurement requirements for financial liabilities, and the recognition and derecognition requirements for financial instruments. The Company has not yet determined any potential impact on the financial statements.

The changes made to accounting requirements include:

- simplifying the classifications of financial assets into those carried at amortised cost and those carried at fair value
- simplifying the requirements for embedded derivatives
- removing the tainting rules associated with held-to-maturity assets
- removing the requirements to separate and fair value embedded derivatives for financial assets carried at amortised cost
- allowing an irrevocable election on initial recognition to present gains and losses on investments in equity instruments that are not held for trading in other comprehensive income. Dividends in respect of these investments that are a return on investment can be recognised in profit or loss and there is no impairment or recycling on disposal of the instrument
- financial assets will need to be reclassified where there is a change in an entity's business model as they are initially classified based on (a) the objective of the entity's business model for managing the financial assets; and (b) the characteristics of the contractual cash flows

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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(y) New Accounting Standards for Application in Future Periods (continued)**

AASB 10 Consolidation (applicable for annual reporting periods commencing on or after 1 January 2013)

This standard supersedes AASB 127 and establishes the principles for the presentation and preparation of consolidated financial statements when an entity controls one or more other entities.

The Standard:

- requires a parent entity (an entity that controls one or more other entities) to present consolidated financial statements;
- defines the principle of control, and establishes control as the basis for consolidation;
- set out how to apply the principle of control to identify whether an investor controls an investee and therefore must consolidate the investee; and
- sets out the accounting requirements for the preparation of consolidated financial statements.

The Company has not yet assessed the impact of this Standard

AASB 11 Joint Arrangements (applicable for annual reporting periods commencing on or after 1 January 2013)

This standard supersedes AASB 131 and under AASB 11 there are only two types of joint ventures, joint operations and joint ventures.

A joint operation is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the assets, and obligations for the liabilities relating to the arrangement. Joint operations will be accounted for by the operator recognising:

- its assets, including its share of any assets held jointly;
- its liabilities, including its share of any liabilities incurred jointly;
- its revenue from the sale of its share of the output arising from the joint operation;
- its share of the revenue from the sale of the output by the joint operation; and
- its expenses, including its share of any expenses incurred jointly.

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the arrangement. The option to proportionately consolidate joint ventures has been removed and accordingly, all joint ventures must be accounted for using the equity method.

The Company has not yet assessed the impact of this Standard.

AASB 12 Disclosure of Interests in Other Entities (applicable for annual reporting periods commencing on or after 1 January 2013)

AASB 12 provides the disclosure requirements for entities that have an interest in a subsidiary, a joint arrangement, an associate or an unconsolidated structured entity. As such, it consolidates and replaces disclosure requirements contained in many existing Standards.

The Company has not yet assessed the impact of this Standard

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**NOTES TO THE FINANCIAL STATEMENTS  
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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(y) New Accounting Standards for Application in Future Periods (continued)**

AASB 2011-7 Amendments to Australian Accounting Standards arising from the Consolidation and Joint Arrangements Standards [AASB 1, 2, 3, 5, 7, 9, 2009-11, 101, 107, 112, 118, 121, 124, 132, 133, 136, 138, 139, 1023 & 1038 and Interpretations 5, 9, 16 & 17] (applicable for annual reporting periods commencing on or after 1 January 2013)

This Standard gives effect to many consequential changes arising from the issuance AASB 10 Consolidation, AASB 11 Joint Arrangements and AASB 12 Disclosure of Interests in Other Entities, and accordingly, the Company has not yet assessed the impact of this Standard.

AASB 13 Fair Value Measurement and AASB 2011-8 Amendments to Australian Accounting Standards arising from AASB 13 [AASB 1, 2, 3, 4, 5, 7, 9, 2009-11, 2010-7, 101, 102, 108, 110, 116, 117, 118, 119, 120, 121, 128, 131, 132, 133, 134, 136, 138, 139, 140, 141, 1004, 1023 & 1038 and Interpretations 2, 4, 12, 13, 14, 17, 19, 131 & 132] (applicable for annual reporting periods commencing on or after 1 January 2013)

These standards provide a single robust measurement framework, with clear measurement objectives, for measuring fair value using the 'exit price' and it provides guidance on measuring fair value when a market becomes less active. The 'highest and best use' approach would be used to measure assets, but not liabilities.

The Company has not yet assessed the impact of these Standards.

AASB 124: Related Party Disclosures (applicable for annual reporting periods commencing on or after 1 January 2011)

This standard removes the requirement for government related entities to disclose details of all transaction with the government and other government related entities and clarifies the definition of a related party to remove inconsistencies and simplify the structure of the standard. This Standard is not expected to impact the Company.

AASB 1053 Application of Tiers of Australian Accounting Standards and AASB 2010-2: Amendments to Australian Accounting Standards arising from Reduced Disclosure Requirements [AASB 1, 2, 3, 5, 7, 8, 101, 102, 107, 108, 110, 111, 112, 116, 117, 119, 121, 123, 124, 127, 128, 131, 133, 134, 136, 137, 138, 140, 141, 1050 & 1052 and Interpretations 2, 4, 5, 15, 17, 127, 129 & 1052] (applicable for annual reporting periods commencing on or after 1 July 2013)

AASB 1053 establishes a revised differential financial reporting framework consisting of two tiers of financial reporting requirements for those entities preparing general purpose financial statements:

- Tier 1: Australian Accounting Standards; and
- Tier 2: Australian Accounting Standards – Reduced Disclosure Requirements.

Tier 2 of the framework comprises the recognition, measurement and presentation requirements of Tier 1, but contains significantly fewer disclosure requirements.

The following entities are required to apply Tier 1 reporting requirements (i.e. full IFRS):

- for-profit private sector entities that have public accountability; and
- the Australian Government and State, Territory and Local Governments.

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**NOTES TO THE FINANCIAL STATEMENTS**  
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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(y) New Accounting Standards for Application in Future Periods (continued)**

Subject to AASB 1049, General Government Sectors of the Australian Government and State and Territory Governments would also apply Tier 1 reporting requirements.

The following entities can elect to apply Tier 2 of the framework when preparing general purpose financial statements:

- for-profit private sector entities that do not have public accountability;
- not-for-profit private sector entities; and
- public sector entities, whether for-profit or not-for-profit, other than the Australian Government and State, Territory and Local Governments.

AASB 2010-2 makes amendments to Australian Accounting Standards and Interpretations to give effect to the reduced disclosure requirements for Tier 2 entities. It achieves this by specifying the disclosure paragraphs that a Tier 2 entity need not comply with as well as adding specific 'RDR' disclosures.

This Standard is not expected to impact the Company.

AASB 1054 Australian Additional Disclosures (applicable for annual reporting periods commencing on or after 1 July 2011)

The standard sets out the Australian-specific disclosures, which are in addition to International Financial Reporting Standards, for entities that have adopted Australian Accounting Standards. This Standard is not expected to impact the Company.

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] (applicable for annual reporting periods commencing on or after 1 January 2011)

This standard makes a number of editorial amendments to a range of Australian Accounting Standards and Interpretations, including amendments to reflect changes made to the text of IFRSs by the IASB. The standard also amends AASB 8 to require entities to exercise judgement in assessing whether a government and entities known to be under the control of that government are considered a single customer for the purposes of certain operating segment disclosures. This Standard is not expected to impact the Company.

AASB 2009-14: Amendments to Australian Interpretation – Prepayments of a Minimum Funding Requirement [AASB Interpretation 14] (applicable for annual reporting periods commencing on or after 1 January 2011)

This standard amends Interpretation 14 to address unintended consequences that can arise from the previous accounting requirements when an entity prepays future contributions into a defined benefit pension plan. This Standard is not expected to impact the Company.

AASB 2010-4: Further Amendments to Australian Accounting Standards arising from the Annual Improvements Project [AASB 1, AASB 7, AASB 101 & AASB 134 and Interpretation 13] (applicable for annual reporting periods commencing on or after 1 January 2011)

This standard details numerous non-urgent but necessary changes to accounting standards arising from the IASB's annual improvements project. This Standard is not expected to impact the Company.



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**NOTES TO THE FINANCIAL STATEMENTS  
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**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(y) New Accounting Standards for Application in Future Periods (continued)**

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] (applicable for annual reporting periods commencing on or after 1 January 2011)

The Standard makes numerous editorial amendments to a range of Australian Accounting Standards and Interpretations, including amendments to reflect changes made to the text of International Financial Reporting Standards by the International Accounting Standards Board. This Standard is not expected to impact the Company.

AASB 2010-6: Amendments to Australian Accounting Standards – Disclosures on Transfers of Financial Assets [AASB 1 & AASB 7] (applicable for annual reporting periods commencing on or after 1 July 2011)

This Standard adds and amends disclosure requirements about transfers of financial assets, including in respect of the nature of the financial assets involved and the risks associated with them. This Standard is not expected to impact the Company.

AASB 2010-8: Amendments to Australian Accounting Standards – Deferred Tax: Recovery of Underlying Assets [AASB 112] (applicable for annual reporting periods commencing on or after 1 January 2012)

This standard provides a practical approach for measuring deferred tax liabilities and deferred tax assets when investment property is measured using the fair value model in AASB 140 Investment Property. This Standard is not expected to impact the Company.

AASB 2010-9: Amendments to Australian Accounting Standards – Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters [AASB 1] (applicable for annual reporting periods commencing on or after 1 July 2011)

This standard makes amendments to provide relief for first-time adopters of Australian Accounting Standards from having to reconstruct transactions that occurred before their date of transition to Australian Accounting Standards. The standard also provides guidance for entities emerging from severe hyperinflation either to resume presenting Australian-Accounting-Standards financial statements or to present Australian-Accounting-Standards financial statements for the first time. This Standard is not expected to impact the Company.

AASB 2010-10: Further Amendments to Australian Accounting Standards – Removal of Fixed Dates for First-time Adopters [AASB 2009-11 & AASB 2010-7] (applicable for annual reporting period commencing on or after 1 January 2013)

This standard provides relief for first-time adopters of Australian Accounting Standards from having to reconstruct transactions that occurred before their date of transition to Australian Accounting Standards. This Standard is not expected to impact the Company.

AASB 2011-1 Amendments to Australian Accounting Standards arising from the Trans-Tasman Convergence Project [AASB 1, AASB 5, AASB 101, AASB 107, AASB 108, AASB 121, AASB 128, AASB 132 & AASB 134 and Interpretations 2, 112 & 113] (applicable for annual reporting periods commencing on or after 1 July 2011)

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(y) New Accounting Standards for Application in Future Periods (continued)**

AASB 2011-1 makes amendments to a range of Australian Accounting Standards and Interpretations for the purpose of closer alignment to IFRSs and harmonisation between Australian and New Zealand Standards. The Standard deletes various Australian-specific guidance and disclosures from other Standards (Australian-specific disclosures retained are now contained in AASB 1054), and aligns the wording used to that adopted in IFRSs. This Standard is not expected to impact the Company.

AASB 2011-2 Amendments to Australian Accounting Standards arising from the Trans-Tasman Convergence Project – Reduced Disclosure Requirements [AASB 101 & AASB 1054] (applicable for annual reporting periods commencing on or after 1 July 2013)

AASB 2011-2 establishes reduced disclosure requirements for entities preparing general purpose financial statements under Australian Accounting Standards – Reduced Disclosure Requirements in relation to the Australian additional disclosures arising from the Trans-Tasman Convergence Project. The company has not yet assessed the impact of this standard.

AASB 2011-3 Amendments to Australian Accounting Standards – Orderly Adoption of Changes to the ABS GFS Manual and Related Amendments [AASB 1049] (applicable for annual reporting periods commencing on or after 1 July 2012).

This Standard makes amendments to AASB 1049 Whole of Government and General Government Sector Financial Reporting to amend the definition of the ABS GFS Manual, provide relief from adopting the latest version of the ABS GFS Manual, and require related disclosures where the latest version of the ABS GFS Manual has not been applied. The standard is not expected to impact the company.

AASB 2011-4 Amendments to Australian Accounting Standards to Remove Individual Key Management Personnel Disclosure Requirements [AASB 124] (applicable for annual reporting periods commencing on or after 1 July 2013).

This standard removes all the individual key management personnel disclosures contained in Aus paragraphs 29.1 to 29.9.3 of AASB 124. The changes apply to each disclosing entity, or group of which a disclosing entity is the parent that is required to prepare financial reports in accordance with Part 2M.3 of the Corporations Act for their first annual reporting period beginning on or after 1 July 2013. This standard is not available for early adoption.

AASB 2011-5 Amendments to Australian Accounting Standards – Extending Relief from Consolidation, the Equity Method and Proportionate Consolidation [AASB 127, AASB 128 & AASB 131] (applicable for annual reporting periods commencing on or after 1 July 2011)

This Standard extends the relief from consolidation, the equity method and proportionate consolidation by removing the requirement for the consolidated financial statements prepared by the ultimate or any intermediate parent entity to be IFRS compliant, provided that the parent entity, investor or venturer and the ultimate or intermediate parent entity are not-for-profit entities that comply with Australian Accounting Standards. The standard is not expected to impact the company.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
**ABN 50 102 320 329**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(y) New Accounting Standards for Application in Future Periods (continued)**

AASB 2011-6 Amendments to Australian Accounting Standards – Extending Relief from Consolidation, the Equity Method and Proportionate Consolidation – Reduced Disclosure Requirements [AASB 127, AASB 128 & AASB 131] (applicable for annual reporting periods commencing on or after 1 July 2013)

This Standard extends the relief from consolidation, the equity method and proportionate consolidation by removing the requirement for the consolidated financial statements prepared by the ultimate or any intermediate parent entity to be IFRS compliant, provided that the parent entity, investor or venturer and the ultimate or intermediate parent entity comply with Australian Accounting Standards or Australian Accounting Standards – Reduced Disclosure Requirements, as stated above. The standard is not expected to impact the company.

The Company does not anticipate early adoption of any of the above Australian Accounting Standards or Interpretations.

**(z) Discontinued operation**

A discontinued operation is a component of the Consolidated Entity's business that represents a separate major line of business or geographical area of operations that has been disposed of or held for sale, or is a subsidiary acquired exclusively with a view to resale. Classification as a discontinued operation occurs upon disposal or when the operation meets the criteria to be classified as held for sale, if earlier. When an operation is classified as discontinued, the comparative Statement of Comprehensive Income is re-presented as if the operation had been discontinued from the start of the comparative period.

**(aa) Rounding of Amounts**

The group has applied the relief available under ASIC Class Order 98/100 and accordingly, amounts in the financial statements and directors' report have been rounded to the nearest thousand dollars, or in certain cases, to the nearest dollar.

**2. DETERMINATION OF FAIR VALUES**

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

**(a) Property, plant and equipment**

The fair value of property, plant and equipment recognised as a result of a business combination is based on market values. The market value of property is the estimated amount for which a property could be exchanged on the date of valuation between a willing buyer and a willing seller in an arm's length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The market value of items of plant, equipment, fixtures and fittings is based on the quoted market prices for similar items.

**(b) Trade and other receivables**

The fair value of trade and other receivables approximates their carrying value.

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011**

**2. DETERMINATION OF FAIR VALUES (continued)**

**(c) Share-based payment transactions**

The fair value of employee stock options is measured using the Black-Scholes formula. Measurement inputs include share price on measurement date, exercise price of the instrument, expected volatility (based on weighted average historic volatility adjusted for changes expected due to publicly available information), weighted average expected life of the instruments (based on historical experience and general option holder behaviour), expected dividends, and the risk-free interest rate (based on government bonds). Service and non-market performance conditions attached to the transactions are not taken into account in determining fair value.

**3. FINANCIAL RISK MANAGEMENT**

The Consolidated Entity has exposure to the following risks from their use of financial instruments:

- credit risk;
- liquidity risk;
- market risk.

This note presents information about the Consolidated Entity's exposure to each of the above risks, their objectives, policies and processes for measuring and managing risk, and the management of capital. Further quantitative disclosures are included throughout the financial statements. The consolidated entity is not subject to foreign exchange risk.

The Board of Directors has overall responsibility for the establishment and oversight of the risk management framework. The Chief Executive Officer and Chief Financial Officer are responsible for developing and monitoring risk management policies.

Risk management policies are established to identify and analyse the risks faced by the Consolidated Entity, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the consolidated group's activities. The Consolidated Entity, through their training and management standards and procedures, aim to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Consolidated Entity's Audit Committee oversees how management monitors compliance with the Consolidated Entity's risk management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the Consolidated Entity.

**(i) Credit risk**

Credit risk is the risk of financial loss to the Consolidated Entity if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Consolidated Entity's receivables from wholesale and retail customers.

**Trade and other receivables**

The Consolidated Entity's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Consolidated Entity's customer base, including the default risk of the industry and country, in which customers operate, has less of an influence on credit risk. However, geographically there is no concentration of credit risk.

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**NOTES TO THE FINANCIAL STATEMENTS**  
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**3. FINANCIAL RISK MANAGEMENT (continued)**

**(i) Credit risk (continued)**

**Trade and other receivables (continued)**

The Consolidated Entity has established a credit policy under which each new customer is analysed individually for creditworthiness before the Consolidated Entity's standard payment and delivery terms and conditions are offered. Credit limits are established for each customer, these limits are reviewed regularly. Customers which fail to meet the Consolidated Entity's benchmark creditworthiness are placed on a restricted customer list and may transact with the Consolidated Entity only on a prepayment basis.

In monitoring customer credit risk, customers are grouped according to their credit characteristics, including whether they are an individual or legal entity, whether they are a wholesale, retail or end-user customer, geographic location, industry, aging profile, maturity and existence of previous financial difficulties. The Consolidated Entity's trade and other receivables relate mainly to the Consolidated Entity's retail customers. The Consolidated Entity does not require collateral in respect of trade and other receivables.

The Consolidated Entity has established an allowance for impairment that represents their estimate of incurred losses in respect of trade and other receivables and investments. The main components of this allowance are a specific loss component that relates to individually significant exposures, and a collective loss component established for groups of similar assets in respect of losses that have been incurred but not yet identified. The collective loss allowance is determined based on the sum of the impairment of individual debtor bases based on their age and likely recoverability.

**(i) Liquidity risk**

Liquidity risk is the risk that the Consolidated Entity will not be able to meet its financial obligations as they fall due. The Consolidated Entity's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Consolidated Entity's reputation.

Typically the Consolidated Entity ensures that it has sufficient cash on demand to meet expected operational expenses for a period of 45 to 60 days, including the servicing of financial obligations; this excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters.

**(ii) Market risk**

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

Interest rate risk is managed by seeking to maximise the yield achieved on cash held at bank.

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NOTES TO THE FINANCIAL STATEMENTS  
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3. FINANCIAL RISK MANAGEMENT (continued)

(iii) Capital management

The board's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The Board of Directors monitors the return on capital, which the Consolidated Entity defines as net operating income divided by total shareholders' equity, excluding non-controlling interests. The Board of Directors also monitors the level of dividends to ordinary shareholders.

There were no changes in the Consolidated Entity's approach to capital management during the year. The consolidated entity is subject to externally imposed capital requirements. Refer to note 22 for additional analysis.

4. PARENT INFORMATION

2011  
\$000's                      2010  
\$000's

The following information has been extracted from the books and records of the parent and has been prepared in accordance with the accounting standards.

STATEMENT OF FINANCIAL POSITION

**Assets**

Current Assets

3,137                      1,822

**Total Assets**

10,171                      13,650

**Liabilities**

Current Liabilities

912                      7,899

**Total Liabilities**

3,588                      8,021

**Equity**

Issued Capital

6,008                      6,008

Reserves

40                      40

Retained earnings

535                      (419)

**Total Equity**

6,583                      5,629

STATEMENT OF COMPREHENSIVE INCOME

Total profit

1,782                      2,948

Total comprehensive income

1,782                      2,948

**Guarantees**

LandMark White Limited has not entered into any guarantees, in the current or previous financial year, in relation to the debts of its subsidiaries.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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**NOTES TO THE FINANCIAL STATEMENTS  
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**4. PARENT INFORMATION (continued)**

**Contractual Commitments**

At 30 June 2011 LandMark White Limited had not entered into any contractual commitments for the acquisition of property, plant and equipment (2010: nil).

**CONTINGENCIES**

The Parent Company is involved in matters of litigation in the normal course of business in undertaking valuation services. At 30 June 2011, the parent company has professional indemnity insurance, and under the terms of the insurance policy, each claim has an excess which is required to be paid by the Parent Company. It was not practical to estimate the maximum contingent liability arising from litigation; however in a worse case situation there could be a material adverse effect on the Parent Company's financial position. In the directors' opinion, disclosures of any further information in relation to litigation would be prejudicial to the interests of the Parent Company.

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

5. SEGMENT REPORTING

Segment information is presented in respect of the Consolidated Entity's business segments. The Consolidated Entity's operations and clients are located entirely in Australia.

The Consolidated Entity's operating segments have been identified based on the segments analysed within management reports.

The operating segments of the consolidated entity have been identified as follows:

*Valuation:* The provision of valuation, research and advice services in relation to property and businesses.

*Funds Management:* Primarily Property Syndication and Mortgage Funds (discontinuing operation).

	Valuation		Funds Management (Discontinuing operation)		Unallocated		Consolidated	
	2011 \$000's	2010 \$000's	2011 \$000's	2010 \$000's	2011 \$000's	2010 \$000's	2011 \$000's	2010 \$000's
Total revenues	22,219	21,971	25	406	-	-	22,244	22,377
<b>Total segment revenue</b>	<b>22,219</b>	<b>21,971</b>	<b>25</b>	<b>406</b>	<b>-</b>	<b>-</b>	<b>22,244</b>	<b>22,377</b>
<b>Segment result</b>	824	2,063	(221)	(284)	-	(489)	603	1,290
Net finance income	79	63	2	2	-	-	81	65
Income tax (expense)/benefit	(287)	(544)	65	134	-	-	(222)	(410)
<b>Profit/ (loss) for the year</b>	<b>616</b>	<b>1,582</b>	<b>(154)</b>	<b>(148)</b>	<b>-</b>	<b>(489)</b>	<b>462</b>	<b>945</b>



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NOTES TO THE FINANCIAL STATEMENTS  
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5. SEGMENT REPORTING (continued)

	Valuation		Funds Management (Discontinuing operation)		Unallocated		Consolidated	
	2011 \$000's	2010 \$000's	2011 \$000's	2010 \$000's	2011 \$000's	2010 \$000's	2011 \$000's	2010 \$000's
Segment assets	12,502	12,849	51	110	-	-	12,553	12,959
<b>Total assets</b>	<b>12,502</b>	<b>12,849</b>	<b>51</b>	<b>110</b>	<b>-</b>	<b>-</b>	<b>12,553</b>	<b>12,959</b>
Segment liabilities	5,422	5,445	30	39	-	-	5,452	5,484
<b>Total liabilities</b>	<b>5,422</b>	<b>5,445</b>	<b>30</b>	<b>39</b>	<b>-</b>	<b>-</b>	<b>5,452</b>	<b>5,484</b>
<b>Capital expenditure</b>	<b>66</b>	<b>255</b>	<b>-</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>66</b>	<b>260</b>
<b>Depreciation</b>	<b>302</b>	<b>473</b>	<b>1</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>303</b>	<b>478</b>
<b>Impairment losses on intangible assets &amp; property, plant &amp; equipment</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Accounting Policies Adopted

Unless stated otherwise, all amounts reported to the chief decision maker with respect to operating segments, are determined in accordance with accounting policies that are consistent to those adopted in the annual financial statements of the Consolidated Entity.

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

6. AUDITOR REMUNERATION

	Consolidated	
	2011 \$000's	2010 \$000's
<b>Audit services</b>		
Auditors of the Consolidated Entity – KPMG Australia Audit and review of the financial reports for the year end 30 June 2010	18	131
Auditors of the Consolidated Entity – William Buck Audit and review of the financial reports	111	53
<b>Other services</b>		
Auditors of the Consolidated Entity – William Buck Taxation and other services	6	10
<b>Total audit services</b>	<b>135</b>	<b>194</b>

7. (a) FINANCE INCOME

Interest income	110	79
Interest expense	(31)	(16)
<b>Net finance income</b>	<b>79</b>	<b>63</b>

(b) OPERATING EXPENSES

Operating lease expenses relating to occupancy	1,001	1,006
Superannuation expense	1,132	1,073

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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

8. INCOME TAX EXPENSE

	Consolidated	
	2011	2010
	\$000's	\$000's
<b><i>Recognised in the statement of comprehensive income</i></b>		
Current tax expense		
Current year	253	481
Adjustments for prior years	(24)	-
	229	481
Deferred tax expense		
Origination and reversal of temporary differences	(7)	(71)
<b>Total income tax expense in statement of comprehensive income</b>	222	410
Income tax expense from continuing operations	287	544
Income tax expense from discontinuing operations	(65)	(134)
	222	410
<b><i>Reconciliation of income tax expense to prima facie tax payable</i></b>		
Profit/(loss) before tax	684	1,355
Prima facie income tax expense/(benefit) calculated at 30% on profit	205	406
Increase/(decrease) in income tax expense due to:		
Entertainment	46	54
Impairment (gain) losses	-	(57)
Losses not recognised	-	7
Income tax over provided in prior year	(29)	-
Income tax expense on pre-tax net profit	222	410
Applicable tax rate	30%	30%

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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

9. EARNINGS PER SHARE

***Basic earnings per share***

The calculation of basic earnings per share at 30 June 2011 was based on the profit attributable to ordinary shareholders of \$462,000 (2010: \$955,000) and a weighted average number of ordinary shares outstanding during the financial year ended 30 June 2011 of 27,588,781 (2010: 27,588,781) calculated as follows:

	<b>Consolidated</b>	
	<b>2011</b>	<b>2010</b>
	<b>\$000's</b>	<b>\$000's</b>
Profit from continuing operations	616	1,091
(Loss) from discontinuing operations	(154)	(146)
	<hr/>	<hr/>
<b>Profit/(loss) attributable to ordinary shareholders</b>	<b>462</b>	<b>945</b>
	<hr/>	<hr/>
<b>Weighted average number of ordinary shares</b>		
Issued Ordinary Shares at 1 July	27,588,781	27,588,781
	<hr/>	<hr/>
Weighted average number of ordinary shares at 30 June	27,588,781	27,588,781
	<hr/>	<hr/>

***Diluted earnings per share***

The calculation of diluted earnings per share at 30 June 2011 was based on the profit attributable to ordinary shareholders of \$462,000 (2010: Profit of \$955,000) and a weighted average number of ordinary shares outstanding during the financial year ended 30 June 2011 of 27,588,781 (2010: 27,588,781) calculated as follows:

	<b>2011</b>	<b>2010</b>
	<b>\$000's</b>	<b>\$000's</b>
Profit from continuing operations	616	1,091
(Loss) from discontinuing operations	(154)	(146)
	<hr/>	<hr/>
<b>Profit/(loss) attributable to ordinary shareholders</b>	<b>462</b>	<b>945</b>
	<hr/>	<hr/>
<b>Weighted average number of ordinary shares (diluted)</b>		
Weighted average number of ordinary shares at 30 June	27,588,781	27,588,781
	<hr/>	<hr/>
Weighted average number of ordinary shares (diluted) at 30 June	27,588,781	27,588,781
	<hr/>	<hr/>

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

10. CASH AND CASH EQUIVALENTS

	Consolidated	
	2011	2010
	\$000's	\$000's
Cash at bank and on hand	2,280	103
Bank short term deposits and cash management at call accounts	267	2,377
	<hr/>	<hr/>
Cash and cash equivalents	2,547	2,430
Cash in discontinued operations	51	50
	<hr/>	<hr/>
Cash and cash equivalents in the statement of cash flows	2,598	2,480
	<hr/>	<hr/>

11. TRADE AND OTHER RECEIVABLES

**Current**

Trade receivables	2,926	2,995
Less: provision for impairment	(179)	(42)
	<hr/>	<hr/>
	2,747	2,953
	<hr/>	<hr/>

*Impairment*

During the year, an increase of provision for impairment of receivables of \$137,000 (2010: \$69,000 reduction) was recorded in the statement of comprehensive income and included in other expenses. Refer also to note 22.

12. INVENTORIES

	Consolidated	
	2011	2010
	\$000's	\$000's
Work in progress	249	183
	<hr/>	<hr/>

13. CURRENT TAX ASSETS AND LIABILITIES

The current tax liability for the Consolidated Entity of \$86,000 (2010 \$320,000) represents the amount of income taxes payable in respect of current and prior financial periods. In accordance with the tax consolidation legislation, LandMark White Limited as the head entity of the Australian tax-consolidated group has assumed responsibility for the current tax asset/liability initially recognised by the members in the tax-consolidated group.

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NOTES TO THE FINANCIAL STATEMENTS  
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14. DEFERRED TAX ASSETS AND LIABILITIES

**Recognised deferred tax assets**

Deferred tax assets are attributable to the following:

	Assets	
	2011 \$000's	2010 \$000's
<b>Consolidated</b>		
Employee provisions	546	491
Doubtful Debts provision	54	-
Superannuation	22	-
Accruals	8	116
Operating lease provisions	68	59
Make good provisions	31	36
	<hr/>	<hr/>
<b>Total tax assets</b>	729	702

**Recognised deferred tax liabilities**

Deferred tax liabilities are attributable to the following:

	Liabilities	
	2011 \$000's	2010 \$000's
<b>Consolidated</b>		
Inventories	(75)	(55)
	<hr/>	<hr/>
<b>Total tax liabilities</b>	(75)	(55)

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

14. DEFERRED TAX ASSETS AND LIABILITIES (continued)  
Movement in temporary differences during the year

Deferred tax assets

Consolidated	Balance 1 July 10 \$000's	Recognised in Profit & Loss \$000's	Recognised in other comprehensive income \$000's	Balance 30 June 11 \$000's
Employee provisions	491	55	-	546
Doubtful Debts	-	54	-	54
Superannuation	-	22	-	22
Accruals	116	(108)	-	8
Operating lease provisions	59	9	-	68
Make good provisions	36	(5)	-	31
	702	27	-	729

Consolidated	Balance 1 July 09 \$000's	Recognised in Profit & Loss \$000's	Recognised in other comprehensive income \$000's	Balance 30 June 10 \$000's
Employee provisions	477	14	-	491
Accruals	140	(24)	-	116
Operating lease provisions	-	59	-	59
Make good provisions	18	18	-	36
	635	67	-	702

Deferred tax liabilities

Consolidated	Balance 1 July 10 \$000's	Recognised in Profit & Loss \$000's	Recognised in other comprehensive income \$000's	Balance 30 June 11 \$000's
Inventories	(55)	(20)	-	(75)
	(55)	(20)	-	(75)

Consolidated	Balance 1 July 09 \$000's	Recognised in Profit & Loss \$000's	Recognised in other comprehensive income \$000's	Balance 30 June 10 \$000's
Inventories	(59)	4	-	(55)
	(59)	4	-	(55)

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
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15. PROPERTY, PLANT AND EQUIPMENT

Cost	Consolidated			Total \$000's
	Office Equipment \$000's	Furniture and Fittings \$000's	Leasehold Improvements \$000's	
Balance at 1 July 2009				
	2,443	326	1,280	4,049
Additions	315	-	50	365
Disposals	(96)	(62)	(6)	(164)
Balance at 30 June 2010	2,662	264	1,324	4,250
Balance at 1 July 2010	2,662	264	1,324	4,250
Additions	68	3	8	79
Disposals	(15)	(2)	-	(17)
Adjustments	-	-	(153)	(153)
Balance at 30 June 2011	2,715	265	1,179	4,159



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NOTES TO THE FINANCIAL STATEMENTS  
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15. PROPERTY, PLANT AND EQUIPMENT (continued)

Depreciation and impairment losses	Consolidated			Total \$000's
	Office Equipment \$000's	Furniture and Fittings \$000's	Leasehold Improvements \$000's	
Balance at 1 July 2009	2,081	230	820	3,131
Write back of impairment loss on disposal	-	-	(220)	(220)
Depreciation charge for the year	243	20	229	492
Disposals	(46)	(10)	(88)	(144)
Balance at 30 June 2010	2,278	240	741	3,259
Balance at 1 July 2010	2,278	240	741	3,259
Depreciation charge for the year	197	13	155	365
Disposals	(12)	(2)	(57)	(14)
Adjustments			(57)	(57)
Balance at 30 June 2011	2,463	251	839	3,553
<b>Carrying Amounts</b>				
At 1 July 2009	362	96	460	918
At 30 June 2010	384	24	583	991
At 1 July 2010	384	24	583	991
At 30 June 2011	252	14	340	606

Adjustments relate to changes in make good requirements within Leasehold Improvements category.

16. INTANGIBLE ASSETS

The following cash generating units have significant carrying amounts of goodwill:

	Consolidated	
	2011 \$000's	2010 \$000's
NSW	1,207	1,207
Brisbane	414	414
Gold Coast	212	212
LMW Residential	3,085	3,085
	4,918	4,918
<b>Movement in Goodwill</b>		
Balance at 1 July	4,918	4,918
Balance at 30 June	4,918	4,918

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16. INTANGIBLE ASSETS (continued)

Goodwill has an infinite useful life and is not amortised. The goodwill amount is tested for impairment annually by estimating the recoverable amount of the cash generating units based on value in use.

The key assumptions and the approach to determining the value in use when estimating the recoverable amount of a cash generating unit are:

**Assumption**

**How determined**

Cash flows

The forecast 5 year cash flows are based on forecast results for the year ended 30 June 2011. The 2011 forecast forms the basis of cash flows in subsequent financial years adjusted based on the following assumptions determined on management's past experience:

- no increase in revenues and expenses in the first year and 3% increase in the years after
- increase in employee expense calculated as 45% of the increase in revenue since the prior year
- increase in variable expenses calculated as 18% of the increase in revenue since the prior year
- terminal value at the end of year 5 based on year 5 cash flows.

Discount rate

The discount rate adopted was a pre tax rate of 18.8% (2010: 18.8%) and was based on the current risk free interest rate, industry and business specific risk factors, market borrowing rates and investor expected returns.

On forecast 5 years cash flows, there would not be any impairment until the discount rate reached 24.5%. In this scenario all other variables are unchanged.

17. TRADE AND OTHER PAYABLES

**Current**

Trade payables	615	233
Other payables and accrued expenses		
	2,480	2,394
	3,095	2,627

18. EMPLOYEE BENEFITS

**Current**

Liability for annual leave	934	877
Liability for long service leave	503	403
	1,437	1,280

**Non Current**

Liability for long service leave	364	355
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LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

18 EMPLOYEE BENEFITS (continued)

(a) Share Based Payments

The directors in accordance with employment contract allocate share options that entitle key management personnel and senior employees to purchase shares in the entity. The terms of the options including vesting conditions and performance criteria vary depending upon the incentive arrangements appropriate for key management personnel and senior employees.

The terms and conditions of the grants where options are still on issue are as follows, whereby all options are settled by physical delivery of shares:

*Share Options*

Grant Date	Number of options	Vesting Conditions	Contractual life of options
30 December 2005	1,200,000	2 years of employment and an annual cumulative increase in subsidiary profit before tax of 10%.	5 years

The number and weighted average exercise price of share options is as follows:

	Weighted Average exercise price 2011	Number of options 2011	Weighted average exercise price 2010	Number of options 2010
Outstanding at the beginning of the period	\$0.59	1,200,000	\$0.59	1,200,000
Granted during the period	-	-	-	-
Forfeited during the period	-	-	-	-
Exercised during the period	-	-	-	-
Expired during the period	-	-	-	-
Outstanding at the end of the period	\$0.59	1,200,000	\$0.59	1,200,000
Exercisable at the end of the period	\$0.59	1,200,000	\$0.59	1,200,000

The options outstanding at 30 June 2011 have an exercise price of \$0.59 and a weighted average contractual life of 2 years.

During the financial year or prior year there were no share options exercised.

In prior years, the fair value of the options was calculated at the date of grant using a Black-Scholes model and allocated to each reporting period evenly over the period from grant date to vesting date. The value disclosed is the proportion of the fair value of the options allocated to this reporting period. No options were granted in the year ended 30 June 2011.

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

19. PROVISIONS

	Consolidated	
	2011 \$000's	2010 \$000's
<b>Current</b>		
Legal	-	329
	-	329
<b>Non Current</b>		
Make good	365	518
	365	518

Consolidated	Make good \$000's	Legal \$000's	Total \$000's
Balance at 1 July 2009	518	198	716
Provisions made during the year	-	131	131
Balance at 30 June 2010	518	329	847
Provisions made during the year	(153)	(329)	(482)
Balance at 30 June 2011	365	-	365

*Legal*

All legal fees outstanding at the end of the current financial year are included in current trade and other payables as they relate to specific invoices received.

*Make good*

A provision of \$518,000 was made during the year ended 30 June 2009 in respect of the Consolidated Entity's obligation to return office space leased by the Consolidated Entity to its original condition. The provision has been reduced in the current period due to over provisions. The provision has not been discounted to its present value as the effect is not material. It is expected that the expense will be incurred in a 4 – 10 year period.

20. CAPITAL AND RESERVES

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share on a poll at meetings of the Company. On a show of hands every shareholder present at a meeting or by proxy is entitled to one vote.

There are currently 27,588,781 ordinary fully paid shares on issue (2010: 27,588,781). Shares have no par value, and the company does not have a limited amount of capital.

**Share option reserve**

The share option reserve comprises the fair value of options granted. These options have not been exercised and converted to share capital at the end of the reporting period.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
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**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**21. DIVIDENDS**

Dividends recognised in the current year by the Company are:

	Cents per share	Total amount \$000's	Franked/ unfranked	Date of payment
<b>2011</b>				
Final 2010 ordinary	2.0	552	Franked	8 October 2010
Interim 2011 ordinary	1.0	<u>284</u>	Franked	17 March 2011
<b>Total</b>		<u>836</u>		
<b>2010</b>				
Final 2009 ordinary	2.0	552	Franked	7 October 2009
Interim 2010 ordinary	1.5	<u>414</u>	Franked	17 March 2010
<b>Total</b>		<u>966</u>		

Franked dividends declared or paid during the year were fully franked at the tax rate of 30%.

After the end of the reporting period, the directors have declared a final dividend of 2 cents per share, representing \$551,776 fully franked and payable on 8 October 2011. The financial effect of this dividend has not been brought to account in the financial statements for the year ended 30 June 2011. The declaration and subsequent payment of dividends has no income tax consequences.

**Dividend franking account**

	Company	
	2011 \$000's	2010 \$000's
30% franking credits available to shareholders of LandMark White Limited for subsequent financial years	<u>1,616</u>	<u>1,813</u>

The above available amounts are based on the balance of the dividend franking account at the end of the reporting period adjusted for:

- (a) franking credits that will arise from the payment of the current tax liabilities;
- (b) franking debits that will arise from the payment of dividends recognised as a liability at the year-end; and
- (c) franking credits that will arise from the receipt of dividends recognised as receivables by the tax consolidated group at the year-end.

The ability to utilise the franking credits is dependent upon there being sufficient available profits to declare dividends. The impact on the dividend franking account of dividends proposed after the end of the reporting period but not recognised as a liability is to reduce it by \$236,000 (2010: \$236,000).

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

22. FINANCIAL INSTRUMENTS

**Credit Risk**

**Exposure to credit risk**

The carrying amount of the Consolidated Entity's financial assets represents the maximum credit risk exposure. The Consolidated Entity's maximum exposure to credit risk at the end of the reporting period was:

	Note	Consolidated Carrying amount	
		2011 \$000's	2010 \$000's
Trade and other receivables	11	2,747	2,953
Cash and cash equivalents	10	2,598	2,480
Term deposits & other		401	478
		<u>5,746</u>	<u>5,911</u>

The Consolidated Entity's maximum exposure to credit risk for trade and other receivables before impairment losses at the end of the reporting period by type of customer was:

	Consolidated Carrying amount	
	2011 \$000's	2010 \$000's
Financial customers	1,415	1,327
Commercial non financial customers	1,448	1,625
Residential non financial customers	63	42
	<u>2,926</u>	<u>2,995</u>

The Consolidated Entity's most significant customer, an Australian financial customer, accounts for \$400,000 of the trade and other receivables carrying amount at 30 June 2011 (2010: financial customer \$570,000).

**Impairment losses**

The aging of the Consolidated Entity's trade and other receivables at the end of the reporting period was:

	Consolidated			
	Gross 2011 \$000's	Impairment 2011 \$000's	Gross 2010 \$000's	Impairment 2010 \$000's
Not past due	2,087	-	2,288	-
Past due 0-30 days	438	-	398	-
Past due 31-120 days	255	33	285	18
Past due 121-365 days	146	146	24	24
	<u>2,926</u>	<u>179</u>	<u>2,995</u>	<u>42</u>

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

22. FINANCIAL INSTRUMENTS (Continue)

The movement in the allowance for impairment in respect of trade receivables during the year was as follows:

	Consolidated Carrying amount	
	2011 \$000's	2010 \$000's
Balance at 1 July	42	111
Impairment loss increased / (reduced)	137	(69)
Balance at 30 June	179	42

Based on historic default rates, the Consolidated Entity believes that no impairment allowance is necessary in respect of trade receivables not past due or past due by up to 90 days. The Consolidated Entity's policy is to enforce upfront payment from clients who do not have a good credit history or from those who are relatively unknown. Accordingly, the trade receivables balance is comprised of customers that have no previous history of poor credit with the Consolidated Entity.

**Liquidity Risk**

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

**Consolidated**

**30 June 2011**

	Carrying amount \$000's	Contractual cash flows \$000's	6 months or less \$000's	6-12 months \$000's	1-2 years \$000's	2-5 years \$000's	More than 5 years \$000's
<b>Non-derivative financial liabilities</b>							
Trade and other payables	3,095	3,095	3,095	-	-	-	-
	3,095	3,095	3,095	-	-	-	-

**30 June 2010**

	Carrying amount \$000's	Contractual cash flows \$000's	6 months or less \$000's	6-12 months \$000's	1-2 years \$000's	2-5 years \$000's	More than 5 years \$000's
<b>Non-derivative financial liabilities</b>							
Trade and other payables	2,627	2,627	2,627	-	-	-	-
	2,627	2,627	2,627	-	-	-	-

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

22. FINANCIAL INSTRUMENTS (continued)

**Interest rate risk**

At the end of the reporting period the interest rate profile of the Consolidated Entity's interest-bearing financial instruments was:

	Consolidated Carrying amount	
	2011 \$000's	2010 \$000's
<b>Variable rate instruments</b>		
Financial assets	2,598	2,480

**Cash flow sensitivity analysis for rate instruments**

A change of 100 basis points in interest rates at the end of the reporting period would have increased (decreased) profit or loss by the amounts shown below. This analysis assumes that all other variables remain constant. The analysis is performed on the same basis for 2010.

	Consolidated Profit or (loss)	
	100 bp increase \$000's	100 bp decrease \$000's
<b>30 June 2011</b>		
Variable rate instruments	26	(26)
<b>30 June 2010</b>		
Variable rate instruments	25	(25)

**Fair values**

**Fair values versus carrying amounts**

The Directors consider that the fair value of financial assets and financial liabilities of the Consolidated Entity approximate their carrying amount.

23. COMMENTS

The Consolidated Entity does not have any capital expenditure commitments at the end of the reporting period.

**Operating lease commitments**

	Consolidated	
	2011 \$000's	2010 \$000's
Within one year	1,214	1,146
One year or later and no later than five years	3,375	3,315
Later than five years	589	1,048
	5,178	5,509

The Consolidated Entity leases property and equipment under non-cancellable operating leases expiring from one to ten years. Leases of property generally provide the Consolidated Entity with a right of renewal at which time all terms are renegotiated. Lease payments may be increased to reflect market rates or changes in the Consumer Price Index.



**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES**  
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**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2011**

**24. CONTINGENCIES**

The Consolidated Entity is involved in matters of litigation in the normal course of business in undertaking valuation services. At 30 June 2011, the consolidated entity has professional indemnity insurance, and under the terms of the insurance policy, each claim has an excess which is required to be paid by the Consolidated Entity. It was not practical to estimate the maximum contingent liability arising from litigation; however in a worse case situation there could be a material adverse effect on the Consolidated Entity's financial position. In the directors' opinion, disclosures of any further information in relation to litigation would be prejudicial to the interests of the Consolidated Entity.

**25. CONTROLLED ENTITIES**

**Particulars in relation to controlled entities**

<b>Name</b>	<b>2011 ownership</b>	<b>2010 ownership</b>
	<b>%</b>	<b>%</b>
<i>Parent entity/Ultimate controlling party</i>		
LandMark White Limited		
<i>Subsidiaries</i>		
LandMark White (NSW) Pty Ltd	100	100
ACN 101 597 335 Pty Ltd (formerly LandMark White (VIC) Pty Ltd)	100	100
LandMark White (Gold Coast) Pty Ltd	100	100
LandMark White (Brisbane) Pty Ltd	100	100
LMW Residential Pty Ltd	100	100
LMW Group Pty Ltd	100	-
LMW Business Advisory Pty Ltd	100	100
LMW Invest Pty Ltd	100	99.6
LMWI Managed Investments Ltd	100	99.6
LandMark White (Melbourne) Pty Ltd	100	100
LMW Advisory Pty Ltd	100	100
LMW Hegney Pty Ltd	100	-
ACN 121 424 440 Pty Ltd (formerly LMW Group Pty Ltd)	100	100
All of the above controlled entities were incorporated in Australia.		

**26. BUSINESS ACQUISITIONS**

There were no business acquisitions during the year (2010: Nil).

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

27. RECONCILIATION OF CASHFLOWS FROM OPERATING ACTIVITIES

	Consolidated	
	2011 \$000's	2010 \$000's
<b>Reconciliation of profit from ordinary activities after income tax to net cash provided by operating activities</b>		
Profit/(loss) for the period after tax	462	945
Adjustments for the period:		
Depreciation and amortisation	309	478
Gain on sale of investment	-	(188)
Doubtful debt increase / (decrease)	169	(69)
Net loss on disposal of non-current assets	-	60
Impairment losses	-	-
Net cash provided by operating activities before change in assets and liabilities	940	1,226
Change in assets and liabilities during the financial period:		
(Increase)/decrease in receivables	37	(391)
(Increase)/decrease in work in progress	(66)	12
(Increase)/decrease in deferred tax assets	(7)	316
(Increase)/decrease in prepayments	(51)	-
(Increase)/decrease in other assets	-	(50)
Increase/(decrease) in payables	169	(46)
Increase/(decrease) in provision for income tax	(234)	346
Increase/(decrease) in employee provision	166	143
Increase/(decrease) in provision make good	-	-
Increase/(decrease) in other liabilities	32	130
<b>Net cash provided by operating activities</b>	986	1,686

28. RELATED PARTIES

**Key Management Personnel**

The following were key management personnel of the Consolidated Entity and unless otherwise indicated were key management personnel for the entire period:

**Non-Executive Directors**

Mr G White (Chairman)  
Mr S Gregory  
Mr D Hobart  
Mr A Meakin

**Executive Director**

Mr B Piltz (CEO)

**Executives**

Mr I Bangs – resigned 18 February 2011  
Mr F Hardiman – appointed 28 February 2011  
Mr G Coonan

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

28. RELATED PARTIES (continued)

Refer to the Remuneration Report contained in the Directors' report for details of remuneration paid or payable to each member of the Consolidated Entity's key management personnel for the year ended 30 June 2011.

The totals of remuneration paid to key management personnel for the year are as follow:

	Consolidated	
	2011	2010
	\$	\$
Short-term employee benefits	1,767,629	1,844,638
Other long-term benefits	51,306	18,613
Post-employment benefits	283,970	157,296
Share-based payments	-	-
	<u>2,102,905</u>	<u>2,020,547</u>

No director has entered into a material contract with the Company or the Consolidated Entity since the end of the previous financial year and there were no material contracts involving directors' interests existing at year-end.

**Options and rights over equity instruments**

The movement during the reporting period of options over ordinary shares in LandMark White Limited held directly, indirectly, or beneficially by each key management personnel including their personally related entities is as follows:

2011	Held at 1 July 2010	Granted as compens- ation	Exerci- sed	Other changes	Held at 30 June 2011	Vested during the year	Vested and exercisable at 30 June 2011
<b>Directors</b>							
Mr G White	-	-	-	-	-	-	-
Mr B Piltz	-	-	-	-	-	-	-
Mr S Gregory	-	-	-	-	-	-	-
Mr D Hobart	-	-	-	-	-	-	-
Mr A Meakin	-	-	-	-	-	-	-
<b>Executives</b>							
Mr I Bangs	-	-	-	-	-	-	-
Mr F Hardiman	-	-	-	-	-	-	-
Mr G Coonan	-	-	-	-	-	-	-

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

28. RELATED PARTIES (continued)

	Held at 1 July 2009	Granted as compens- ation	Exercis- ed	Other changes	Held at 30 June 2010	Vested during the year	Vested and exercisab- le at 30 June 2010
<b>2010</b>							
<b>Directors</b>							
Mr G White	-	-	-	-	-	-	-
Mr B Piltz	-	-	-	-	-	-	-
Mr S Gregory	-	-	-	-	-	-	-
Mr D Hobart	-	-	-	-	-	-	-
<b>Executives</b>							
Mr I Bangs	-	-	-	-	-	-	-
Mr G Coonan	-	-	-	-	-	-	-

**Movement in shares**

The movement during the reporting period in the number of ordinary shares in LandMark White Limited held directly, indirectly, or beneficially by each key management personnel including their personally related entities is as follows:

	Held at 1 July 2010	Purchases	Exercise of options	Sales	Held at 30 June 2011
<b>2011</b>					
<b>Directors</b>					
Mr G White	10,093,004	-	-	-	10,093,004
Mr B Piltz	6,827,869	-	-	-	6,827,869
Mr S Gregory	129,000	-	-	-	129,000
Mr D Hobart	-	-	-	-	-
Mr A Meakin	-	-	-	-	-
<b>Executive officers</b>					
Mr I Bangs	-	-	-	-	-
Mr G Coonan	-	-	-	-	-

	Held at 1 July 2009	Purchases	Exercise of options	Sales	Held at 30 June 2010
<b>2010</b>					
<b>Directors</b>					
Mr G White	10,093,004	-	-	-	10,093,004
Mr B Piltz	6,827,869	-	-	-	6,827,869
Mr N Craig	29,000	-	-	-	29,000
Mr S Gregory	129,000	-	-	-	129,000
Mr D Hobart	-	-	-	-	-
<b>Executive officers</b>					
Mr I Bangs	-	-	-	-	-
Mr G Coonan	-	-	-	-	-

The executive officers named are those who are directly accountable and responsible for the strategic direction and operational management of LandMark White Limited or its subsidiaries. In 2011 there were no executive officers holding shares in the Company. The Directors are of the opinion that only the executive officers detailed above meet the definition of key management personnel as set out in AASB 124.

LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011

28. **RELATED PARTIES (continued)**

*Non-key management personnel*

*Identity of related parties*

The Consolidated Entity has a related party relationship with its subsidiaries (refer to note 25).

29. **DISCONTINUING OPERATIONS**

On 24 June 2011 the LandMark White Board of Directors decided that the loss making Funds Management business of the Consolidated Entity would be disposed. The Responsible Entity and AFSL business of LMW Managed Investments was subsequently sold for \$51,000 on 4 August 2011. LMW Invest which had sole responsibility for the management of the Responsible Entity therefore ceased any operating activity.

	<b>2011</b>	<b>2010</b>
	<b>\$000's</b>	<b>\$000's</b>
<b>Result from discontinuing operation</b>		
Revenue	25	457
<b>Expenses from operating activities:</b>		
Employee expenses	68	343
Reports presentation expenses	5	6
Marketing expenses	-	17
Administration expenses	163	408
Occupancy expenses	1	13
Depreciation and amortisation expenses	2	5
(Gain)/Loss on sale of investment	-	(188)
Other expenses from ordinary activities	7	135
	<hr/>	<hr/>
<b>Results from operating activities</b>	(221)	(282)
Finance income	2	2
	<hr/>	<hr/>
<b>(Loss) before tax</b>	(219)	(280)
Income tax (credit)	(65)	(134)
	<hr/>	<hr/>
<b>(Loss) from discontinuing operations</b>	(154)	(146)
	<hr/>	<hr/>
	<b>2011</b>	<b>2010</b>
	<b>\$000's</b>	<b>\$000's</b>
<b>Net Assets of discontinuing operation</b>		
Cash and cash equivalents	51	50
	<hr/>	<hr/>
<b>Total current assets</b>	51	50
	<hr/>	<hr/>
<b>Total assets</b>	51	50
	<hr/>	<hr/>
<b>Liabilities</b>		
Trade and other payables	30	38
	<hr/>	<hr/>
<b>Total current liabilities</b>	30	38
	<hr/>	<hr/>
<b>Total non current liabilities</b>	-	-
	<hr/>	<hr/>
<b>Total liabilities</b>	30	38
	<hr/>	<hr/>
<b>Net assets</b>	21	12
	<hr/>	<hr/>

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
ABN 50 102 320 329**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011**

**30. EVENTS SUBSEQUENT TO THE END OF THE REPORTING PERIOD**

On 4 August 2011 the Consolidated Entity disposed of its loss making funds management business for a consideration of \$50,170.

A fully franked dividend of 2.0 cents per share was declared by Directors on 23 August 2011.

There have been no other events subsequent to reporting date which affect the results contained in this financial report or the continuing operations of the Group.

**LANDMARK WHITE LIMITED AND ITS CONTROLLED ENTITIES  
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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2011**

**DIRECTORS' DECLARATION**

- 1 In the opinion of the directors of LandMark White Limited ('the Company'):
- (a) the financial statements and notes set out on pages 24 to 69 and the remuneration disclosures of the Remuneration report in the Directors' report, set out on pages 11 to 18, are in accordance with the Corporations Act 2001, including:
    - (i) giving a true and fair view of the financial position of the Company and the Consolidated Entity as at 30 June 2011 and of its performance, for the financial year ended on that date; and
    - (ii) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001;
  - (a) the financial report also complies with International Financial Reporting Standards as discussed in Note 1(a);
  - (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable
- 2 The directors have been given the declarations required by Section 295A of the Corporations Act 2001 from the Chief Executive Officer and Chief Financial Officer for the financial year ended 30 June 2011.

Dated at Sydney this 22<sup>nd</sup> September 2011

Signed in accordance with a resolution of the directors:



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Brad Piltz  
*Chief Executive Officer*

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LANDMARK WHITE LIMITED AND CONTROLLED ENTITIES

### Report on the Financial Report

We have audited the accompanying consolidated financial report comprising LandMark White Limited (the Company) and the entities it controlled at the year's end or from time to time during the financial year, which comprises the statement of financial position as at 30 June 2011, the statement of comprehensive income, the statement of changes in equity and the 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.

### *Directors' Responsibility for the Financial Report*

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 1, 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 judgement, 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 control 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 control. 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.

Sydney  
Melbourne  
Brisbane  
Perth  
Adelaide  
Auckland



## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LANDMARK WHITE LIMITED AND CONTROLLED ENTITIES (CONT)

### *Auditor's Opinion*

In our opinion:

- a. the financial report of the consolidated entity 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 2011 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; and
- b. the financial report also complies with International Financial Reporting Standards as disclosed in Note 1.

### **Report on the Remuneration Report**

We have audited the Remuneration Report included in pages 11 to 18 of the directors' report for the year ended 30 June 2011. The directors of the company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the Corporations Act 2001. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

### *Auditor's Opinion*

In our opinion, the Remuneration Report of LandMark White Limited for the year ended 30 June 2011, complies with section 300A of the Corporations Act 2001.

### *Matters Relating to the Electronic Presentation of the Audited Financial Report*

This auditor's report relates to the financial report of LandMark White Limited for the year ended 30 June 2011 included on LandMark White Limited's web site. The company's directors are responsible for the integrity of the LandMark White Limited's web site. We have not been engaged to report on the integrity of the LandMark White Limited's web site. The auditor's report refers only to the financial report and remuneration report. It does not provide an opinion on any other information which may have been hyperlinked to/from these statements. If users of this report are concerned with the inherent risks arising from electronic data communications they are advised to refer to the hard copy of the audited financial report to confirm the information included in the audited financial report presented on this web site.



William Buck  
Chartered Accountants  
ABN 16 021 300 521



L.E. Tutt  
Partner  
Sydney, 22 September 2011

## ASX ADDITIONAL INFORMATION

Additional information required by the Australian Stock Exchange Limited Listing Rules and not disclosed elsewhere in this report is set out below.

The Company was admitted to the Australian Stock Exchange under rule 1.3.2(b).

### Shareholdings (as at 7 September 2011)

#### Substantial Shareholders

The number of shares held by substantial shareholders and their associates are set out below:

Shareholder	Number of Ordinary Shares
White Valuations Pty Ltd	10,093,004
Piltz Holdings Pty Ltd	6,827,869

#### Voting Rights

##### *Ordinary Shares*

Holders of ordinary shares are entitled to one vote per share at shareholder meetings.

##### *Options*

There are no voting rights attached to options.

##### *Distribution of equity security holders*

Category	Ordinary Shares		Options	
	Number of Shareholders	Number of Shares	Number of Option Holders	Number of Options
1 – 1,000	25	20,185	-	-
1,001-5,000	343	1,277,427	-	-
5,001-10,000	95	820,092	-	-
10,001-50,000	101	2,534,725	-	-
50,001-100,000	12	858,005	-	-
100,001 and over	26	22,078,347	1	1,200,000
<b>Total</b>	<b>602</b>	<b>27,588,781</b>	<b>1</b>	<b>1,200,000</b>

##### *On-market buy-back*

There is no current on-market buy-back.

##### *Marketable Parcels*

The number of shareholders holding less than a marketable parcel of 1,563 shares (based on closing price of \$0.32 on 7 September 2011) is 38 and they hold 39,574 securities.

**ASX ADDITIONAL INFORMATION (continued)**

*Twenty Largest Shareholders*

<b>Name</b>	<b>Number of Ordinary Shares held</b>	<b>Percentage of capital held</b>
White Valuations Pty Ltd <Glen White Super Fund A/C>	10,093,004	36.58%
Piltz Holdings Pty Ltd	6,480,119	23.49%
Llanzeal Pty Ltd	551,551	2.00%
Kevin King Pty Ltd	500,000	1.81%
Mr Christian Earnest Hansen & Mrs Fay Elizabeth Hansen <Hansen Family Super Fund A/C>	500,000	1.81%
Locope Pty Ltd	390,000	1.41%
Bond Street Custodians Limited	379,568	1.38%
Minara Pty Ltd	344,619	1.25%
Phillips Consolidated Pty <Phillips Family Super Fund A/C>	335,000	1.21%
Dr Russell Kay Hancock	275,000	1.00%
Mrs Melinda Ellis	245,000	0.89%
Mr Brad Piltz <Super Fund A/C>	200,000	0.72%
Bawden Custodians Pty Ltd <Terton Corporation P/L Super Fund A/C>	180,000	0.65%
Independent Property Analysts Pty Limited <The Gavan Family A/C>	175,000	0.63%
Judi Dazeley Pty Limited <Super Fund A/C>	144,470	0.52%
C N & W J Pointon Pty Ltd <Pointon Super Fund A/C>	139,192	0.50%
Mrs Marianne Vernal Beveridge	130,000	0.47%
Stuart Carlton Gregory	125,000	0.45%
Glenura Pty Ltd	125,000	0.45%
Mr Jack Tilburn	121,000	0.44%
	<hr/>	
	21,663,558	78.52%

**Offices and officers**

*Company Secretary*

Mr Frank Hardiman

*Principal Registered Office*

Level 15

55 Clarence Street

Sydney NSW 2000

Telephone: 02 8823 6300

Facsimile: 02 8823 6399

Website: [www.lmw.com.au](http://www.lmw.com.au)

*Location of Share Registry*

Brisbane

Link Market Services

*Stock Exchange*

The Company is listed on the Australian Stock Exchange. The home Exchange is Brisbane

**Other information**

LandMark White Limited, incorporated and domiciled in Australia, is a publicly listed company limited by shares.