ThinkSmart Financial Services Limited

Annual Report and Financial Statements

For the Year Ended 30 June 2016

Company Number: 05176340

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YEAR ENDED 30 JUNE 2016

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YEAR ENDED 30 JUNE 2016

REPORT OF THE DIRECTORS

The Directors hereby submit their Report and the accounts for the year ended 30 June 2016.

Principal activities

The principal activities of the Company are that of financial lessor, renting equipment through the consumer offering 'Upgrade Anytime'. The Company is a Special Purpose Vehicle that purchases lease agreements from its sister company RentSmart Ltd that originates and services the leases on its behalf.

Business review

This is the second year the Company has submitted financial accounts and due to the nature of lease accounting future results will grow in line with the value of the lease receivable held on the balance sheet. The Company is legally structured to only accept leases which are ultimately funded through a 5 year Santander £10m loan facility, which was signed in December 2014.

The level of business and the financial position at the end of the financial year were satisfactory. The Company's policy is one of growth and this is expected to be reflected in future results. The profit and loss account is set out on page 6. The profit for the year ended 30 June 2016 of £159,464 (year ended 30 June 2015 £5,297) has been transferred to reserves and there was no dividend declared during the year ended 30 June 2016.

Going concern

The directors confirm that they are satisfied that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis for preparing the accounts. In forming their view, the directors have considered the Company's prospects for a period exceeding twelve months, from the date the financial statements were approved.

Directors

F de Vicente K Jones G Halton

Political and charitable contributions

The Company made no political or charitable donations during the year ended 30 June 2016 (2015: £nil).

Disclosure of information to auditor

The directors who held office at the date of approval of this director's report confirm that, so far as they are aware, there is no relevant audit information of which the Company's auditor is unaware; and the directors have taken all the steps that they ought to have taken as a director to make themself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

The Directors have also taken advantage of the small companies' exemption from the requirement to prepare a strategic report.

YEAR ENDED 30 JUNE 2016

REPORT OF THE DIRECTORS (continued)

By order of the board

Gary Halton

Director

7th Floor Oakland House, Talbot Road, Old Trafford, Manchester, M16 OPQ

Date 16/12/2016.

YEAR ENDED 30 JUNE 2016

STATEMENT OF DIRECTOR'S RESPONSIBILITIES IN RESPECT OF THE DIRECTORS' REPORT AND THE FINANCIAL STATEMENTS

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 101 Reduced Disclosure Framework.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.

YEAR ENDED 30 JUNE 2016

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THINKSMART FINANCIAL SERVICES LIMITED

We have audited the financial statements of ThinkSmart Financial Services Limited for the financial year ended 30 June 2016 set out on pages 6 to 15. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice), including FRS 101 Reduced Disclosure Framework.

This report is made solely to the Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit, and express an opinion on, the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of annual report and accounts is provided on the Financial Reporting Council's website at www.frc.org.uk/auditscopeukprivate.

Opinion on financial statements -

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 30 June 2016 and of its profit for the year then ended;
- have been properly prepared in accordance with UK Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Based solely on the work required to be undertaken in the course of the audit of the financial statements and from reading the Directors' report:

- we have not identified material misstatements in those reports; and
- in our opinion, those reports have been prepared in accordance with the Companies Act 2006.

YEAR ENDED 30 JUNE 2016

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THINKSMART FINANCIAL SERVICES LIMITED (continued)

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- · the financial statements are not in agreement with the accounting records and returns; or
- · certain disclosures of directors' remuneration specified by law are not made; or
- · we have not received all the information and explanations we require for our audit; or
- the directors are entitled to take advantage of the small companies exemption from the requirement to prepare a strategic report.

Jessica S.S. Ketsouris

Jessica Katsouris (Senior Statutory Auditor) for and on behalf of KPMG LLP, Statutory Auditor

Chartered Accountants St Peter's Square Manchester M2 3AE

Date 16/12/2016

YEAR ENDED 30 JUNE 2016

PROFIT AND LOSS ACCOUNT

	Note	30 June 2016	30 June 2015
		£	£
Turnover	2	1,020,488	150,436
Gross profit		1,020,488	150,436
Administrative expenses Impairment losses	8	(513,381) (146,637)	(79,619) (22,504)
Operating profit		360,470	48,313
Interest receivable Interest payable	3	3,610 (164,750)	666 (42,295)
Profit before tax		199,330	6,684
Tax on profit on ordinary activities	4	(39,866)	(1,387)
Profit for the financial year		159,464	5,297
Other comprehensive income net of income tax			· · · · · ·
Total comprehensive income for the financial year		159,464	5,297

The profit for the period is derived from continuing operations.

The notes on pages 9 to 15 form an integral part of these financial statements.

YEAR ENDED 30 JUNE 2016

BALANCE SHEET

	Note	30 June 2016	30 June 2015
		£	£
Current assets			
Debtors	6	-	110,920
Finance lease receivable	7 .	2,634,152	1,023,915
Cash at bank & in hand		1,622,932	985,177
		4,257,084	2,120,012
Non-current assets			
Finance lease receivable	7	,1,437,109	1,084,213
Creditors: amounts falling due within one year			
Creditors	9	188,409	29,289
Interest bearing liabilities	10	2,181,634	1,077,345
•		2,370,043	1,106,634
Creditors: amounts falling due after more than	• •		
Intercompany creditors	-11	1,569,160	1,000,000
Interest bearing liabilities	10	1,190,229	692,294
Total non-current liabilities		2,759,389	1,692,294
		•	
Net assets	•	564,761	405,297
Capital and reserves			÷
Called up share capital	13	400,000	400,000
Profit and loss account		164,761	5,297
Equity shareholders' surplus	•	564,761	405,297

The notes on pages 9 to 15 form an integral part of these financial statements.

The financial statements on pages 6 to 15 were approved by the board of directors on 16/12/2006 and were signed on its behalf by:

Gary Halton (Director)

Company Number 05176340

YEAR ENDED 30 JUNE 2016

STATEMENT OF CHANGES IN EQUITY

	Fully paid ordinary shares	Accumulated profit	Equity
•	£	£	£
Balance at 1 July 2014	• •		<u>.</u> .
New share issue	400,000	-	400,000
Profit for the period	-	5,297	5,297
Other comprehensive income net of income tax	-	<u>-</u>	5
Total comprehensive income for the financial year	•	5,297	5,297
Balance at 30 June 2015	400,000	5,297	405,297
Balance at 1 July 2015	400,000	5,297	405,297
Profit for the period	•	159,464	159,464
Other comprehensive income net of income tax		. -	-
Total comprehensive income for the financial year	-	159,464	159,464
Balance at 30 June 2016	400,000	164,761	564,761

The notes on pages 9 to 15 form an integral part of these financial statements.

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS

1. Accounting policies

ThinkSmart Financial Services Limited (the "Company") is a company incorporated and domiciled in the UK.

The Company is exempt by virtue of \$401 subject to the small companies' regime of the Companies Act 2006 from the requirement to prepare group financial statements. These financial statements present information about the Company as an individual undertaking and not about its group.

These financial statements were prepared in accordance with Financial Reporting Standard 101 Reduced Disclosure Framework ("FRS 101"). The amendments to FRS 101 (2014/15 Cycle) issued in July 2015 and effective immediately have been applied.

In preparing these financial statements, the Company applies the recognition, measurement and disclosure requirements of International Financial Reporting Standards as adopted by the EU ("Adopted IFRSs"), but makes amendments where necessary in order to comply with Companies Act 2006 and has set out below where advantage of the FRS 101 disclosure exemptions has been taken.

In the transition to FRS 101, the Company has applied IFRS 1 whilst ensuring that its assets and liabilities are measured in compliance with FRS 101. The transition to FRS 101 has not affected the reported financial position, financial performance and cash flows of the Company.

The Company's ultimate parent undertaking, ThinkSmart Ltd incorporated in Australia includes the Company in its consolidated financial statements. The consolidated financial statements of ThinkSmart Ltd are prepared in accordance with Australian Accounting Standards and are available to the public and may be obtained from Suite 5, 531 Hay Street, SUBIACO, WA 6008, Australia.

In these financial statements, the Company has applied the exemptions available under FRS 101 in respect of the following disclosures:

- a Cash Flow Statement and related notes;
- Disclosures in respect of transactions with wholly owned subsidiaries;
- Disclosures in respect of capital management;
- The effects of new but not yet effective IFRSs;
- An additional balance sheet for the beginning of the earliest comparative period following the
 retrospective change in accounting policy, the correction of error, or the reclassification of items in the
 financial statements:
- Disclosures in respect of the compensation of Key Management Personnel; and
- Disclosures of transactions with a management entity that provides key management personnel services to the Company.

As the consolidated financial statements of ThinkSmart Ltd include the equivalent disclosures, the Company has also taken the exemptions under FRS 101 available in respect of the following disclosures:

 Certain disclosures required by IFRS 13 Fair Value Measurement and the disclosures required by IFRS 7 Financial Instrument Disclosures.

The Company proposes to continue to adopt the reduced disclosure framework of FRS 101 in its next financial statements.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these financial statements.

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS

1.1 Change in accounting policy

Other than the move to FRS101 there have been no changes in accounting polices compared to the year ending 30 June 2015.

1.2 Measurement convention

The financial statements are prepared on the historical cost basis. Non-current assets and disposal groups held for sale are stated at the lower of previous carrying amount and fair value less costs to sell.

1.2 Taxation

The charge for taxation is based on the profit for the year.

1.3 Finance lease receivables

The Company has entered into or received full beneficial interest of financing transactions with customers and has classified its leases as finance leases for accounting purposes. Under a finance lease, substantially all the risks and benefits incidental to the ownership of the leased asset are transferred by the lessor to the lessee. The Company recognises at the beginning of the lease term an asset at an amount equal to the aggregate of the present value (discounted at the interest rate implicit in the lease) of the minimum lease payments and an estimate of the value of any unguaranteed residual value expected to accrue to the benefit of the Company at the end of the lease term. This asset represents the Company's net investment in the lease.

Unearned finance lease income

Unearned interest on leases and other receivables is brought to account over the life of the lease contract based on the interest rate implicit in the lease using the effective interest rate method.

Initial direct transaction income and costs

Initial direct income/costs or directly attributable, incremental transaction income/costs incurred in the origination of leases are included as part of receivables in the balance sheet and are amortised in the calculation of lease income and interest income.

Allowance for losses

The collectability of lease receivables is assessed on an on-going basis. A provision is made for losses based on historical rates of arrears and the current delinquency position of the portfolio.

Impairment of lease receivable

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

In assessing collective impairment, the Company uses modelling of historical trends of the probability of defaults, timing of recoveries and the amount of loss incurred. Impairment losses on assets carried at amortised cost are measured as the difference between the carrying amount of the financial assets and the present value of the estimated future cash flows discounted at the assets original effective interest rate.

Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics. All impairment losses are recognised in profit and loss when an asset is either non recoverable or has suffered arrears of at least 91 days.

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS (continued)

2. Turnover

Turnover, all of which arose from activities within the United Kingdom, represents income from rental agreements and from associated services.

Finance lease income

In accordance with IAS 17 the contracts are considered to be finance leases and the only source of revenue is Finance Lease Income. This Finance Lease Income is recognised on the effective interest rate method a the constant rate of return. This method amortises the lease asset over its economic life down to the estimate of any unguaranteed residual value that is expected to be accrued to the Group at the end of the lease.

Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial asset and allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset or, where appropriate, a shorter period.

Residual interest in equipment (inertia income)

- Secondary rental income
 - Rental income from extended rental assets is recognised when receivable usually on a monthly basis. No ongoing rental income is brought to account in respect of the unexpired rental contracts.
- Income earned from sale of equipment
 - Proceeds from the sale of rental assets are brought to account at the time of the sale.

3. Interest

	30 June 2016	30 June 2015
	£	£
Bank interest	107,174	7,221
Related party interest (see note 11)	57,576	35,074
	164,750	42,295

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS (continued)

4. Tax on profit on ordinary activities

· ·	30 June 2016	30 June 2015
Current tax on income for the period	£ 39,866	1,387
Reconciliation of effective tax rate		
Accounting profit before tax	199,330	6,684
Tax using the UK corporation rate of 20% (2015: 20.8%)	39,866	1,387

The Budget on 8 July 2015 announced changes in the main UK corporation tax rate. The rate (currently 20%) will reduce to 19% from 1 April 2017 and to 18% from 1 April 2020.

5. Profit on ordinary activities before taxation is stated after charging:

The auditor's remuneration of £10,000 is borne by RentSmart Limited.

6. Debtors

	30 June 2016	30 June 2015
,	£	£
Trade debtors	-	- 311
Intercompany debtors	-	110,609
		110,920
7. Finance lease receivable		•
Current (no later than 1 year)	30 June 2016	30 June 2015
	£	£
Gross investment in finance lease receivables	2,862,315	1,230,465
Unguaranteed residuals	229,557	20,305
Unearned future finance lease income on finance leases	(420,727)	(220,002)
Net lease receivable	2,671,145	1,030,768
Allowance for losses	(36,993)	(6,853)
,	2,634,152	1,023,915
Non-current (later than 1 year, no later than 5 years)	30 June 2016	30 June 2015
, , , , , , , , , , , , , , , , , , , ,	£	£
Gross investment in finance lease receivables	1,561,588	1,302,927
Unguaranteed residuals	125,239	21,501
Unearned future finance lease income on finance	(229,535)	(232,958)
leases		
Net lease receivable	1,457,292	1,091,470
Allowance for losses	(20,183)	(7,257)
!	1,437,109	1,084,213

All finance leases detailed above have a minimum lease term of 2 years, see note 1.3 for further information on the accounting policy for these finance leases.

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS (continued)

8. Impairment losses

v. xp.iiiv zoooyo		
	30 June 2016	30 June 2015
	£	£
Balance at 1 July 2015	14,110	
Impairment charge	146,637	22,504
Bad debts written off	(103,571)	(8,394)
Balance at 30 June 2016	57,176	14,110
	2000	
9. Creditors	••	
	30 June 2016	30 June 2015
	£	£
VAT	147,156	27,902
Corporation tax payable	41,253	1,387
	188,409	29,289
10. Interest bearing liabilities	,	
	30 June 2016	30 June 2015
	£	£
Current - Loan advances	2,302,371	1,127,908
Deferred costs of raising facility	(120,737)	(50,563)
, , , ,	2,181,634	1,077,345
Non-current - Loan advances	1,256,100	875,688
Deferred costs of raising facility	(65,871)	(183,394)
	1,190,229	692,294

A £10m 5 year revolving credit facility was signed with Santander on 15 December 2014 to fund the lease receivables (note 7).

11. Intercompany creditors

•	30 June 2016	30 June 2015
·	£	£
ThinkSmart Europe Limited Loan	1,000,000	1,000,000
RentSmart Limited Loan	569,160	-
	1,569,160	1,000,000

The Company is a Special Purpose Vehicle that purchases lease agreements from its sister company RentSmart Ltd that originates and services the leases on its behalf. RentSmart charges the Company a transaction fee for the work involved in generating the lease agreements and also charges the Company an annual rate of 9% interest on the outstanding loan each month.

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS (continued)

12. Financial instruments

Credit risk

As lessor ThinkSmart Financial Services Limited takes on the credit risk on all contracts. To allow for this ThinkSmart Financial Services Limited sets aside a provision on every live contract to provide for any future defaults. Any contract reaching 91 days in default is impaired with the lease receivable being expensed to the profit and loss. In addition robust credit checks and collections processes combined with continual development of ThinkSmart's market leading IP capability in this area assist in managing and mitigating this risk.

Liquidity risk

ThinkSmart Financial Services Limited's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's' reputation. Payment terms on intercompany loans can be amended to reduce any liquidity risks.

Currency risk

ThinkSmart Financial Services Limited is not exposed to any currency risk.

Interest rate risk

As the interest rate payable on ThinkSmart Financial Services Limited's loan facility with Santander is variable, and the lease income it receives is fixed, an interest rate swap has been put in place to hedge the potential exposure. As at 30 June 2016 there were £3m of interest rate swaps in place with Santander UK plc to fix the future interest rate exposure on the Santander loan facility (see note 10). The mark to market value of these interest rate swaps as at 30 June 2016 was £15,127 due to the bank.

Concentration Risk

ThinkSmart Financial Services Limited's main retail distribution partner in the UK is Dixons Carphone PLC and an exclusive contract for both business sales and consumer sales is in place until 2019 with the Group. Should Dixons cease trading or terminate the exclusive contract with the Group, turnover would be reduced until alternative distribution partners were found. The relationship with Dixons is deemed to be strategically strong and the risk of it being dissolved is considered small.

Funding for ThinkSmart Financial Services Limited ("TFS") is through a 5 year £10m Santander loan facility signed in December 2014. Should Santander not renew/extend the funding contract or facility limit reached TFS would have to find a new funder in order to continue conducting new business. The relationship with Santander is deemed to be strategically strong and the risk of it being dissolved is considered small.

YEAR ENDED 30 JUNE 2016

NOTES TO FINANCIAL STATEMENTS (continued)

13. Called up share capital

Allotted, called up and fully paid	30 June 2016 £	30 June 2015 £
400,000 (2015: 400,000) ordinary authorised shares of £1 (2015: £1) each	400,000	400,000
Shares classified in shareholders' funds	400,000	400,000

14. Related parties

ThinkSmart Financial Services Limited does not hold any interests in any other subsidiaries, associates, joint ventures or other significant holdings.

15. Ultimate parent undertaking

100% of the share capital of ThinkSmart Financial Services Limited is held by ThinkSmart Europe Limited, whose ultimate parent company is ThinkSmart Limited. ThinkSmart Limited is incorporated in Australia, and is the largest group in which the results of ThinkSmart Financial Services Limited are included. Copies of these group accounts are available from Suite 5, 531 Hay Street, SUBIACO, WA 6008, Australia.

16. Events occurring after balance sheet date

On 2 December 2016 the ultimate parent company 'ThinkSmart Ltd' admitted its entire issued ordinary share capital to trading on Alternative Investment Market ('AIM'), a market operated by London Stock Exchange plc. ThinkSmart Ltd is delisting from the Australian Stock Exchange ('ASX') and admitting to AIM in order to better align its listing with its place of business and the delisting from ASX was actioned on 6 December 2016.