

Public Disclosure of Prudential Information in accordance with APRA Prudential Standard APS 330

For the quarter ended: 30 JUNE 2017

This report has been prepared by Australian Central Credit Union Ltd (trading as People's Choice Credit Union) to meet its disclosure requirements under the Australian Prudential Regulatory Authority (APRA) Australian Prudential Standard (APS) 330 Capital Adequacy: Public disclosure of Prudential Information.

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COMMON DISCLOSURE TEMPLATE

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The Consolidated Group is applying the Basel III regulatory adjustments in full as implemented by APRA under APS 330. The capital disclosures as detailed in the Common Disclosure template below represent the post 1 January 2018 common disclosure requirements.

Common Equity Tier 1 capital: instruments and reserves		\$m
1	Directly issued qualifying ordinary shares (and equivalent for mutually-owned entities) capital	N/A
2	Retained earnings	258
3	Accumulated other comprehensive income (and other reserves)	304
4	Directly issued capital subject to phase out from CET1 (only applicable to mutually-owned companies)	N/A
5	Ordinary share capital issued by subsidiaries and held by third parties (amount allowed in group CET1)	N/A
6	Common Equity Tier 1 capital before regulatory adjustments	562
Common Equity Tier 1 capital : regulatory adjustments		
7	Prudential valuation adjustments	N/A
8	Goodwill (net of related tax liability)	8
9	Other intangibles other than mortgage servicing rights (net of related tax liability)	N/A
10	Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)	N/A
11	Cash-flow hedge reserve	(1)
12	Shortfall of provisions to expected losses	N/A
13	Securitisation gain on sale (as set out in paragraph 562 of Basel II framework)	N/A
14	Gains and losses due to changes in own credit risk on fair valued liabilities	N/A
15	Defined benefit superannuation fund net assets	N/A
16	Investments in own shares (if not already netted off paid-in capital on reported balance sheet)	N/A
17	Reciprocal cross-holdings in common equity	N/A
18	Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions, where the ADI does not own more than 10% of the issued share capital (amount above 10% threshold)	N/A
19	Significant investments in the ordinary shares of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions (amount above 10% threshold)	N/A
20	Mortgage service rights (amount above 10% threshold)	N/A
21	Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)	N/A
22	Amount exceeding the 15% threshold	N/A
23	of which: significant investments in the ordinary shares of financial entities	N/A
24	of which: mortgage servicing rights	N/A
25	of which: deferred tax assets arising from temporary differences	N/A
26	National specific regulatory adjustments (sum of rows 26a, 26b, 26c, 26d, 26e, 26f, 26g, 26h, 26i and 26j)	58
26a	of which: treasury shares	N/A
26b	of which: offset to dividends declared under a dividend reinvestment plan (DRP), to the extent that the dividends are used to purchase new ordinary shares issued by the ADI	N/A
26c	of which: deferred fee income	N/A
26d	of which: equity investments in financial institutions not reported in rows 18, 19 and 23	33
26e	of which: deferred tax assets not reported in rows 10, 21 and 25	13
26f	of which: capitalised expenses	7
26g	of which: investments in commercial (non-financial) entities that are deducted under APRA rules	9
26h	of which: covered bonds in excess of asset cover in pools	N/A
26i	of which: undercapitalisation of a non-consolidated subsidiary	N/A
26j	of which: other national specific regulatory adjustments not reported in rows 26a to 26i	(4)
27	Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions	N/A
28	Total regulatory adjustments to Common Equity Tier 1	65
29	Common Equity Tier 1 Capital (CET1)	497
Additional Tier 1 Capital: instruments		
30	Directly issued qualifying Additional Tier 1 instruments	N/A
31	of which: classified as equity under applicable accounting standards	N/A
32	of which: classified as liabilities under applicable accounting standards	N/A
33	Directly issued capital instruments subject to phase out from Additional Tier 1	N/A
34	Additional Tier 1 instruments (and CET1 instruments not included in row 5) issued by subsidiaries and held by third parties (amount allowed in group AT1)	N/A
35	of which: instruments issued by subsidiaries subject to phase out	N/A
36	Additional Tier 1 Capital before regulatory adjustments	N/A
Additional Tier 1 Capital: regulatory adjustments		
37	Investments in own Additional Tier 1 instruments	N/A
38	Reciprocal cross-holdings in Additional Tier 1 instruments	N/A
39	Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions, where the ADI does not own more than 10% of the issued share capital (amount above 10% threshold)	N/A
40	Significant investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation (net of eligible short positions)	N/A
41	National specific regulatory adjustments (sum of rows 41a, 41b and 41c)	N/A
41a	of which: holdings of capital instruments in group members by other group members on behalf of third parties	N/A
41b	of which: investments in the capital of financial institutions that are outside the scope of regulatory consolidations not reported in rows 39 and 40	N/A
41c	of which: other national specific regulatory adjustments not reported in rows 41a and 41b	N/A
42	Regulatory adjustments applied to Additional Tier 1 due to insufficient Tier 2 to cover deductions	N/A
43	Total regulatory adjustments to Additional Tier 1 capital	N/A
44	Additional Tier 1 capital (AT1)	N/A
45	Tier 1 Capital (T1=CET1+AT1)	497
Tier 2 Capital: instruments and provisions		
46	Directly issued qualifying Tier 2 instruments	N/A
47	Directly issued capital instruments subject to phase out from Tier 2	N/A
48	Tier 2 instruments (and CET1 and AT1 instruments not included in rows 5 or 34) issued by subsidiaries and held by third parties (amount allowed in	N/A
49	of which: instruments issued by subsidiaries subject to phase out	N/A
50	Provisions	12
51	Tier 2 Capital before regulatory adjustments	12

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Tier 2 Capital: regulatory adjustments		
52	Investments in own Tier 2 instruments	N/A
53	Reciprocal cross-holdings in Tier 2 instruments	N/A
54	Investments in the Tier 2 capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions, where the ADI does not own more than 10% of the issued share capital (amount above 10% threshold)	N/A
55	Significant investments in the Tier 2 capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions	N/A
56	National specific regulatory adjustments (sum of rows 56a, 56b and 56c)	N/A
56a	<i>of which: holdings of capital instruments in group members by other group members on behalf of third parties</i>	N/A
56b	<i>of which: investments in the capital of financial institutions that are outside the scope of regulatory consolidation not reported in rows 54 and 55</i>	N/A
56c	<i>of which: other national specific regulatory adjustments not reported in rows 56a and 56b</i>	N/A
57	Total regulatory adjustments to Tier 2 capital	N/A
58	Tier 2 capital (T2)	12
59	Total capital (TC=T1+T2)	509
60	Total risk-weighted assets based on APRA standards	3,417
Capital ratios and buffers		N/A
61	Common Equity Tier 1 (as a percentage of risk-weighted assets)	14.54%
62	Tier 1 (as a percentage of risk-weighted assets)	14.54%
63	Total capital (as a percentage of risk-weighted assets)	14.89%
64	Institution-specific buffer requirement (minimum CET1 requirement plus capital conservation buffer plus countercyclical buffer requirements plus G-SIBs buffer requirement, expressed as a percentage of risk-weighted assets)	7.00%
65	<i>of which: capital conservation buffer requirement</i>	2.50%
66	<i>of which: ADI-specific countercyclical buffer requirements</i>	N/A
67	<i>of which: G-SIB buffer requirement</i>	N/A
68	Common Equity Tier 1 available to meet buffers (as a percentage of risk-weighted assets)	7.54%
National minima (if different from Basel III)		
69	National Common Equity Tier 1 minimum ratio (if different from Basel III minimum)	
70	National Tier 1 minimum ratio (if different from Basel III minimum)	
71	National total capital minimum ratio (if different from Basel III minimum)	
Amount below thresholds for deductions (not risk-weighted)		
72	Non-significant investments in the capital of other financial entities	N/A
73	Significant investments in the ordinary shares of financial entities	N/A
74	Mortgage servicing rights (net of related tax liability)	N/A
75	Deferred tax assets arising from temporary differences (net of related tax liability)	N/A
Applicable caps on the inclusion of provisions in Tier 2		
76	Provisions eligible for inclusion in Tier 2 in respect of exposures subject to standardised approach (prior to application of cap)	12
77	Cap on inclusion of provisions in Tier 2 under standardised approach	N/A
78	Provisions eligible for inclusion in Tier 2 in respect of exposures subject to internal ratings-based approach (prior to application of cap)	N/A
79	Cap for inclusion of provisions in Tier 2 under internal ratings-based approach	N/A
Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2018 and 1 Jan 2022)		
80	Current cap on CET1 instruments subject to phase out arrangements	N/A
81	Amount excluded from CET1 due to cap (excess over cap after redemptions and maturities)	N/A
82	Current cap on AT1 instruments subject to phase out arrangements	N/A
83	Amount excluded from AT1 instruments due to cap (excess over cap after redemptions and maturities)	N/A
84	Current cap on T2 instruments subject to phase out arrangements	N/A
85	Amount excluded from T2 due to cap (excess over cap after redemptions and maturities)	N/A

REGULATORY CAPITAL DISCLOSURE RECONCILIATION
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	CDT	Consolidated Entity \$m	Adjustments (1) \$m	Regulatory Level 2 \$m
Assets				
Cash and cash equivalents		167.3		167.3
Loans and advances		6,861.5	(793.8)	6,067.7
<i>of which: Loan and lease origination fees and commissions paid to mortgage originators and brokers</i>	26f			0.9
<i>of which: Other specific regulatory adjustments</i>	26j			4.0
Available-for-sale investment securities		753.7	(32.0)	721.7
Other investments		15.7	40.9	56.6
<i>of which: Investments in commercial (non-financial) entities that are deducted under APRA rules</i>	26g		8.8	8.8
<i>of which: Holding companies of ADIs and equivalent overseas entities</i>	26d			32.5
<i>of which: Other Common Equity Tier 1 adjustments as advised by APRA</i>	26j			0.4
<i>of which: Common Equity Tier 1 specific adjustments relating to securitisation</i>	26j			1.1
Property, plant and equipment		38.2		38.2
Intangible assets		10.9		10.9
<i>of which: Goodwill</i>	8			8.5
<i>of which: Other intangibles</i>	26j			2.42
Interest in equity accounted investees		8.8	(8.8)	-
Deferred tax assets	26e	14.1		14.1
Derivative assets		1.8		1.8
Other assets		23.8	4.9	28.7
<i>of which: Securitisation start up costs</i>	26f			3.9
Total Assets		7,895.8	(788.8)	7,107.0
Liabilities				
Deposits		5,802.0	(2.6)	5,799.4
Derivative liabilities		3.1		3.1
Other payables		61.9	3.6	65.5
<i>of which: Mutual Aid</i>	26j			9.7
Borrowings		1,431.4	(777.5)	653.9
Current tax payable		3.4		3.4
Deferred tax liabilities	26e	5.2		5.2
Provisions		18.0		18.0
Total Liabilities		7,325.0	(776.5)	6,548.5
Net Assets		570.8	(12.3)	558.5
Equity				
Reserves	3	192.4	(12.3)	180.1
<i>of which: Gains/(losses) on effective cash flow hedges</i>	11			(0.7)
Retained earnings	2,3	378.4		378.4
<i>of which: Unearned loan fees</i>	3			3.7
Total Equity		570.8	(12.3)	558.5

(1) Adjustment column includes the entities that have been provided prudential relief and are not included in the Consolidated Entity for capital purposes

REGULATORY CAPITAL DISCLOSURE RECONCILIATION (continued)

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Entities excluded from level 2 regulatory Consolidated Group

	Total Assets \$m	Total Liabilities \$m
1. Securitisation		
Entity is included within the accounting consolidation but excluded from the regulatory Consolidation Group.		
Light Trust No.6	302.9	302.9
Light Trust 2017-1	463.6	463.6
2. Warehouse Securitisation Facilities		
Entities not owned nor controlled by the Consolidated Group where funding facilities are included within the accounting consolidation but excluded from the regulatory Consolidation Group.		
Integris Securitisation Services Pty Ltd	11.0	11.0

AUSTRALIAN CENTRAL CREDIT UNION LTD (TRADING AS PEOPLE'S CHOICE CREDIT UNION)
PUBLIC DISCLOSURE OF PRUDENTIAL INFORMATION
IN ACCORDANCE WITH APRA PRUDENTIAL STANDARD APS 330
FOR THE QUARTER ENDED 30 JUNE 2017
ABN 11 087 651 125
AFSL 244310



CAPITAL	AS AT 30 JUNE 2017 \$m	AS AT 31 MARCH 2017 \$m
Tier 1 Capital		
Retained Earnings including current year earnings	562.2	553.0
Deductions from Tier 1 Capital	(65.5)	(62.5)
Total Tier 1 Capital	496.7	490.5
Tier 2 Capital	12.3	12.4
Total Capital base	509.0	502.9

SECURITISATION	AS AT 30 JUNE 2017 \$m	AS AT 31 MARCH 2017 \$m
On balance sheet securitisation*	1,378.5	1,727.9
Off balance sheet securitisation*	778.0	334.6
RMBS Securities held	783.2	807.5
Redraw facilities	16.3	14.8
Swap facilities	1.2	1.4

* Loans and advances secured by residential mortgage.

CAPITAL ADEQUACY COMPONENTS	AS AT 30 JUNE 2017 \$m	AS AT 31 MARCH 2017 \$m
Credit Risk:		
Secured loans and credit limits	2,058.7	2,163.6
Unsecured loans and credit limits	562.9	563.1
Liquid deposits	243.9	226.4
Other assets	55.6	59.5
Off balance sheet exposures	30.8	27.9
Operational Risk	458.8	445.6
Securitisation	6.1	2.7
TOTAL	3,416.8	3,488.8

CAPITAL RATIOS	AS AT 30 JUNE 2017 %	AS AT 31 MARCH 2017 %
Tier 1 Capital Ratio (Group)	14.54%	14.06%
Total Capital Ratio (Group)	14.89%	14.41%

CREDIT RISK EXPOSURE AS AT 30 JUNE 2017							Charges for specific provision & amounts written- off during the period
Credit Exposure Type	Gross Credit Risk Closing Balance	Quarterly Average Gross Exposure	Amount Impaired	Amount Past Due	Specific Provision		
Loans and Advances							
Secured by residential mortgage	5,520.7	5,684.1	12.3	25.7	0.4		0.2
Other member loans	562.9	563.0	1.5	1.1	4.1		1.5
Total Loans and Advances	6,083.6	6,247.1	13.8	26.8	4.5		1.7
Commitments	1,082.7	1,103.7					
Derivatives	835.0	827.5					
Other	968.6	976.6	-	-			
General Reserve for Credit Losses	12.3						

CREDIT RISK EXPOSURE AS AT 31 MARCH 2017							Charges for specific provision & amounts written- off during the period
Credit Exposure Type	Gross Credit Risk Closing Balance	Quarterly Average Gross Exposure	Amount Impaired	Amount Past Due	Specific Provision		
Loans and Advances							
Secured by residential mortgage	5,847.5	5,770.2	9.2	21.0	0.2		0.2
Other member loans	563.1	563.6	1.9	1.8	3.7		0.3
Total Loans and Advances	6,410.6	6,333.8	11.1	22.8	3.9		0.5
Commitments	1,124.7	1,117.9					
Derivatives	820.0	815.0					
Other	984.6	998.4	-	-			
General Reserve for Credit Losses	12.4						

INTRODUCTION

The following remuneration disclosures have been prepared for Australian Central Credit Union Ltd, trading as People's Choice Credit Union (People's Choice), in accordance with APRA's remuneration disclosure requirements under prudential standard APS 330 *Public Disclosure* (APS 330) and the Board Remuneration Policy (Remuneration Policy).

APS 330 requires that all Authorised Deposit-taking Institutions (ADIs) meet the minimum requirements for public disclosure of qualitative and quantitative information of their remuneration practices.

The quantitative information relates to senior managers and material risk takers employed by People's Choice during the financial year ended 30 June 2017. The qualitative remuneration disclosures are broader in scope and cover all individuals included in the Remuneration Policy, as outlined in prudential standard CPS 510 *Governance* (CPS 510).

The information reported is provided for regulatory disclosure purposes and is not comparable to accounting reporting or any other information disclosed elsewhere by People's Choice.

Senior Managers for the purpose of this disclosure include the Chief Executive Officer (CEO), the executive management team, and Responsible Persons (as per the Remuneration Policy). A 'Senior Manager' refers to each responsible person included in an ADI's Remuneration Policy under paragraph 57(a) of CPS 510. During the financial year ended 30 June 2017, the total number of employees within this group was 35. As at 30 June 2017, there were 31 employees within this group.

Material risk takers are defined as persons included in an ADI's Remuneration Policy under paragraph 57(c) of CPS 510 as all other persons for whom a significant portion of total remuneration is based on performance and whose activities, individually or collectively, may affect the financial soundness of the regulated institution. Based on this definition, the Board has assessed that for the purposes of this disclosure, a 'material risk-taker' will be any employee who is entitled to receive more than 40% of their total remuneration in performance or sales related incentives. During the financial year ended 30 June 2017, the total number of employees within this group was 69. As at 30 June 2017, there were 54 employees within this group.

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QUALITATIVE DISCLOSURES

Remuneration Governance

The Board is responsible for remuneration governance. It has established the Corporate Governance Committee (the "Committee"). The Committee is the main body which oversees remuneration for People's Choice and its responsibilities include:

- conducting regular reviews of, and making recommendations to the Board on the Remuneration Policy;
- making annual recommendations to the Board on the remuneration of the CEO and direct reports of the CEO;
- overseeing the remuneration of other persons whose activity may, in the Committee's opinion, affect the financial soundness of People's Choice, and any other person specified by APRA; and
- making annual recommendations to the Board on the remuneration of any other categories of persons covered by the Remuneration Policy.

The roles and responsibilities of the Committee are set out in the "Corporate Governance Committee Terms of Reference" ("the Terms"). The Terms are reviewed by the Committee at least every 18 months, and reviewed and endorsed by the Board at least every three years.

The Terms provide that the Committee will comprise at least three non-executive directors appointed by the Board, including the Chair of the Board who will also chair the Committee. Members of the Committee are appointed annually by the Board.

The Committee is required to meet a minimum of three times during each financial year. During the financial year ended 30 June 2017, the Committee met six times.

In line with paragraph (g) of Table 21 of APS 330, the fees paid to the Committee in total are set out below. Because members of the Committee sit on other People's Choice Board Committees and the Board itself, the fees quoted below include remuneration for holding those other positions.

Financial year ended 30 June 2017

Committee Members	3
Meetings	6
Total Fees ¹	\$322,516

The Committee has available to it unfettered access to internal risk and financial control personnel and other relevant employees. The Committee is also empowered to consult independent external advisers where it is deemed necessary to assist in the carrying out of its duties. Where the Committee chooses to seek advice from external advisers the Committee can do this independently of, and without involving, management of People's Choice.

During the financial year ended 30 June 2017, the Committee engaged AON Hewitt, Financial Institutions Remuneration Group Inc and internal remuneration specialists to advise on market remuneration data and market practice.

¹ Members of the Committee sit on other People's Choice Board Committees and the Board itself, therefore fees quoted includes remuneration for holding those other positions.

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To assist with the management of People's Choice's remuneration processes, the Committee has approved the Remuneration Policy which sets out the design and structure of the remuneration processes for People's Choice. The Committee is required to review the Remuneration Policy at least annually and recommend to the Board any amendments. The Committee last reviewed the Remuneration Policy in December 2016 and no material amendments were made as a result of this review.

Remuneration Policy and Framework

The Remuneration Policy applies to People's Choice and its controlled entities. The Remuneration Policy provides a remuneration structure comprising base salary and short term incentive (STI) to reward employees covered by the policy, dependent on the level of responsibility.

The Remuneration Policy:

- Outlines the general principles of remuneration for employees covered by the policy;
- Outlines the general principles for the setting of performance goals for these employees; and
- Explains the relationship between the Remuneration Policy and other People's Choice management policies relating to remuneration and performance goals.

The remuneration structure in place for employees is consistent with People's Choice's Remuneration Policy and is based on a total remuneration approach comprising an appropriate mix of fixed (salary and benefits) and variable remuneration.

The total remuneration opportunity for all employees is reviewed on an annual basis. Fixed remuneration is, on average, targeted at the market median however, in cases where People's Choice is actively pursuing strategic talent or the market is particularly competitive, remuneration may be higher than the median. The total remuneration mix for an individual varies depending on the level of the role within the organisation.

Remuneration Components

Remuneration arrangements for employees of People's Choice may encompass the following components:

- Fixed remuneration – salary based on role size and market value
- Variable remuneration – performance based, at risk bonus

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The table below provides an overview of the remuneration components applicable to employees of People's Choice.

Item	Structure, Performance and Risk Alignment
Fixed remuneration	<p>Fixed remuneration is comprised of base salary, fees, any fringe benefits, superannuation and any employee salary sacrificed benefits.</p> <p>Fixed remuneration is commensurate with the size and complexity of the role, individual responsibilities, individual performance, experience and skills. Fixed remuneration is typically reviewed annually, as part of the annual remuneration review. This review takes into account the employee's individual performance against People's Choice's Corporate KPIs and market relativity.</p> <p>Superannuation contributions are paid according to statutory requirements.</p>
Variable Remuneration	<p>Employees have opportunities to participate in various variable remuneration arrangements. Discretionary variable remuneration is dependent on the achievement of both financial and non-financial objectives as approved by the Board.</p> <p>All employees covered by the Remuneration Policy are eligible to receive an annual bonus to reflect individual performance and the extent to which annual objectives have been met.</p> <p>The annual bonus earned by an individual is dependent on the achievement of the strategic Key Performance Indicators and objectives of People's Choice, the individual's business unit, and individual's performance which is reviewed and rated annually.</p> <p>The determination of bonus remuneration is based on various performance metrics i.e. financial and non-financial metrics. Financial metrics include revenue, portfolio growth, return on equity and net profit. Non-financial metrics include compliance with risk management frameworks, management of staff and adherence to corporate values.</p> <p>In determining the payout under any component of variable pay, People's Choice adopts, as policy, the use of set targets to determine the extent to which overall organisation performance has been achieved as well as individual performance. The Committee retains discretion to recommend to the Board variations to the bonus payment to reflect the achievement of performance metrics.</p>

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Remuneration and Risk Management

The Remuneration Policy forms part of People's Choice's Risk Management Framework.

The Committee ensures that the Remuneration Policy encourages behavior that supports People's Choice's long-term financial soundness, growth and success within an appropriate risk management framework.

Performance based components of remuneration are designed to align remuneration with prudent risk taking and incorporate adjustments to the extent that it is practical and cost effective to do so, relative to the amount of the at risk component, to reflect:

- the outcomes of business activities;
- the risks related to the business activities taking account, where relevant, of the costs of the associated capital; and
- the time necessary for the outcomes of those business activities to be reliably measured.

Failure to meet requirements in relation to compliance and risk conduct results in the forfeiture or reduction of variable remuneration payable to the employee.

Further, the Remuneration Policy provides that after careful consideration of the ongoing financial soundness of People's Choice, or in response to significant unexpected or unintended consequences, the Committee may recommend to the Board that the annual performance bonus to be received by employees covered under the Remuneration Policy be reduced, including to zero if appropriate, with the same reduction rate applying to all or to a selected group.

The table below provides the key risks and measures which are considered to ensure compliance with legislative standards and alignment with People's Choice's risk appetite.

Risk	Measures	Review of the measures
Strategic Risk	Net membership growth, net promoter score (NPS) detractors, cost-to-income ratio, earnings volatility	These measures are produced and reviewed against board policy limits on at least a monthly basis.
Operational Risk	Information system performance, compliance breaches, fraud losses, overdue high or extreme audit findings	
Credit Risk	Portfolio mix, credit score distribution, bad debt expense, market concentration risk	
Liquidity Risk	Funding mix, minimum liquidity holdings, wholesale funding maturity concentration limits	
Market Risk	Earnings at risk, market value sensitivity	

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Performance and Reward

Variable remuneration payments under People's Choice's variable remuneration plans are linked to several performance measures including strong individual performance and the performance of People's Choice (through financial and non-financial measures). Each of these is outlined below:

Component	Input into variable performance plans
<p>People's Choice's performance against Corporate KPIs</p>	<p>People's Choice's performance is assessed against both financial and non-financial measures which support People's Choice's short-term performance and long-term strategy. For executive employees, these measures are weighted and scored to give an overall performance score.</p> <p>Financial measures include revenue, portfolio growth, return on equity and net profit.</p> <p>Non-financial measures include membership growth, product penetration, net promoter score, staff retention, staff engagement, strength of culture, credit and regulatory risk.</p> <p>An increase in People's Choice's performance results does not automatically increase the variable remuneration pool, however poor financial results will impact on the amount of variable remuneration payable to employees by a reduction of up to 50% subject to the outcome of the annual profit approved by the Board.</p> <p>Employees in the "material risk taker" category are not subject to weighting against company performance. These employees are remunerated on the basis of individual results as well as non-financial measures including compliance, audit results, quality of advice and values and performance behaviours.</p>
<p>Employee's performance against individual KPIs</p>	<p>All employees are required to complete a performance review against individual performance objectives that are set and agreed at the start of the relevant performance year. Objectives are set using a top-down approach to ensure individual objectives align with People's Choice's strategy.</p> <p>For the 2016/17 performance year, individual objectives were aligned to the following key performance areas:</p> <ul style="list-style-type: none"> - Members - Finance - People - Risk <p>Assessment against these objectives is completed at the end of the performance year and employees receive a performance rating of either "meets expectations", "exceeds expectations" or "below expectations". This rating directly feeds into the annual review of fixed remuneration for the employee.</p> <p>An employee's level of individual performance directly affects their potential variable remuneration outcome. Higher levels of individual performance result in higher levels of variable remuneration whilst poor individual performance excludes an employee from any variable remuneration payment.</p> <p>Employees are also assessed against People's Choice's corporate values with the rating outcome serving as an input into remuneration outcomes.</p> <p>Individual performance requirements for executive level employees are set by the CEO and endorsed by the Committee.</p>

Deferral and Clawback

People's Choice may utilise deferred bonuses and/or clawback as a risk management approach where it is determined appropriate. Any deferred bonus or clawback for positions covered by the Remuneration Policy are recommended by the CEO and approved by the Committee.

Employees covered by the Remuneration Policy may be subject to clawback provisions as outlined in the relevant remuneration terms for the position. Such provisions may include, but are not limited to, the right of People's Choice to suspend or cancel payments in circumstances where:

- Eligibility requirements have not been met;
- The employee is subject to formal disciplinary action; and/or
- The employee has advice quality, compliance, legislative, values-based behavioural or performance issues.

Variable remuneration awards for certain employees in the material risk taker category are subject to deferral in accordance with the remuneration terms applicable to the employee's position. Deferral and claw-back provisions are in place to encourage a long-term focus and to ensure that appropriate risk reviews are conducted before any remuneration is paid.

During the financial year ended 30 June 2017, clawback provisions were exercised for one employee in the material risk taker category to recover an overpayment relating to a previous financial year.

Risk and Financial Control Personnel

Risk and financial control personnel (as defined in paragraph 57(b) of CPS 510) are employed in centralised functions across People's Choice. Remuneration outcomes for these individuals are based on the performance of People's Choice and their individual performance against KPIs.

People's Choice takes control measures to ensure that risk and financial control personnel are remunerated independently of the business units they oversee as outlined below:

- All components of remuneration for risk and financial control personnel are documented in accordance with remuneration policies and procedures and require the following levels of approval and disclosure:
 - Fixed components – requires approval by the CEO and endorsement by the Committee and the Board;
 - Variable components – require approval by the CEO and are reported to the Committee.

REMUNERATION DISCLOSURE

AS AT 30 JUNE 2017

Updated Annually



QUANTITATIVE DISCLOSURES

Remuneration for the year ended 30 June 2017

The following tables have been prepared in accordance with the quantitative requirements outlined in APS 330.

The table below summarises the requirements under paragraph (h) in Table 21 of APS 330 and provides a breakdown of the various payments made to Senior Managers and material risk takers for the financial year ended 30 June 2017.

	Senior Managers ²	Material Risk Takers ³
Number receiving a variable award	28	33
Guaranteed bonuses awarded	\$60,000	-
Sign-on awards ⁴	-	-
Termination payments ⁵	\$39,651	\$3,115

The table below provides a summary of deferred cash and equity-based remuneration, including total amount of outstanding awards, and those that have vested during the 2017 financial year, including any reductions due to ex post explicit and implicit adjustments.

The table summarises the requirements under paragraphs (i) and (k) in Table 21 of APS 330 for the financial year ended 30 June 2017.

Outstanding Deferred Remuneration		
	Senior Managers ³	Material Risk Takers ⁴
Cash based awards ⁶	-	\$1,850,121
Shares and share-linked instruments	-	-
Total outstanding remuneration vesting during the 2017 financial year	-	\$96,163
Total amount of reductions during the 2017 financial year due to explicit adjustments	-	-
Total amount of reductions during the 2017 financial year due to implicit adjustments	-	-

² As per paragraph 57(a) of Prudential Standard CPS 510 Governance (CPS 510)

³ As per paragraph 57(c) of CPS 510. Employees in this category include Mobile Home Loan Advisers and Financial Planners.

⁴ No sign-on bonuses were made during the financial year.

⁵ A total of one (1) Senior Manager and two (2) Material Risk Takers received termination payments during the financial year.

⁶ Represents total outstanding deferred remuneration awards, inclusive of employer superannuation.

REMUNERATION DISCLOSURE

AS AT 30 JUNE 2017

Updated Annually



The table below (formatted as per Table 21A of APS 330) summarises the requirements under paragraph (j) in Table 21 of APS 330 and provides a breakdown of the value of fixed and variable remuneration for Senior Managers and material risk takers for the financial year ended 30 June 2017.

	Senior Managers ⁷	Material Risk Takers ⁸
Number of incumbents	35	69
Fixed Remuneration		
Cash based (Non Deferred) ⁹	\$6,839,115	\$4,853,266
Shares and share-linked instruments	-	-
Other ¹⁰	\$574,831	\$360,605
Variable Remuneration		
Cash based (Non Deferred) ¹¹	\$1,130,594	\$1,744,274
Cash based (Deferred) ¹¹	-	\$295,550
Share-linked instruments (Deferred)	-	-
Other	-	-

⁷ As per paragraph 57(a) of Prudential Standard CPS 510 Governance (CPS 510)

⁸ As per paragraph 57(c) of CPS 510. Employees in this category include Mobile Home Loan Advisers and Financial Planners.

⁹ Represents actual fixed remuneration received, including salary sacrificed benefits and employer superannuation.

¹⁰ This includes annual leave and long service leave accruals.

¹¹ Represents remuneration awarded but deferred during the 2017 financial year, inclusive of employer superannuation.