

AUSTRALIAN TECHNOLOGY PARK  
ANNUAL REPORT >>



Australian  
Technology Park



06/07

# EXPANDING OUR HORIZONS

## VISION:

To become a highly recognised community on a local, national and global level for the provision of facilities which promote and showcase Australian technology, innovation and research.

The Redfern-Waterloo Authority's Built Environment Plan and the NSW Government's State Environmental Planning Policy (SEPP) allows for further investment in the strategic development of Australian Technology Park.

As a result of this and in conjunction with ongoing residential and commercial revitalisation of the Redfern-Waterloo area, Australian Technology Park is well-positioned to realise its full potential as a major science and technology innovation centre of excellence for Australia and the world.

06/07

## CONTENTS

SECTION ONE		
	02	EXPANDING OUR HORIZONS
	06	MINISTER'S LETTER
	07	FROM THE CHAIRMAN & MANAGING DIRECTOR
SECTION TWO		
	08	OVERVIEW
	10	BOARD MEMBERS
	12	CORPORATE GOVERNANCE
	16	AUSTRALIAN TECHNOLOGY PARK SHOWCASE 2007
	19	OPERATIONAL STRUCTURE
	20	MANAGEMENT & ACHIEVEMENTS
	27	CONFERENCE & EXHIBITION CENTRE
	29	THE ATP COMMUNITY
SECTION THREE		
	30	FUTURE FOUNDATIONS
	34	DIRECTORS' REPORT
	38	DIRECTORS' DECLARATION
	39	AUDITORS' INDEPENDENCE DECLARATION
	40	INDEPENDENT AUDITOR'S REPORT
SECTION FOUR		
	42	FINANCIAL STATEMENTS
	66	APPENDICES
	68	INDEX

# AUSTRALIAN TECHNOLOGY PARK:

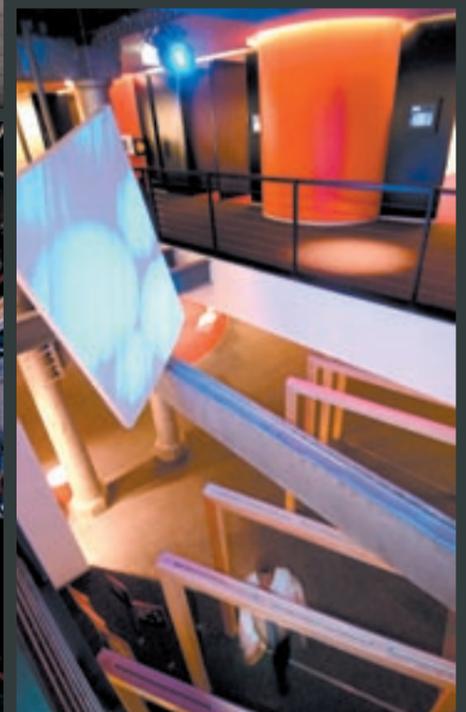
What began in the late 1980s as the vision for an Advanced Technology Park became a reality when Australian Technology Park opened in 1996.

A decade on, the 13.8 hectare site boasts a history of innovation in agricultural, industrial and commercialisation technology - from the traditional indigenous hunting techniques used by local Aboriginals on the original wetlands, through to occupation by the Eveleigh Railway Yards and the evolution of what has become a dynamic centre of excellence for leading science, communications and technology organisations.

Australian Technology Park is a State-significant site positioned to directly benefit from the NSW Government's investment in the growth of the Redfern-Waterloo area. Current, upcoming and proposed development of the Park heralds an exciting new era for tenant partners, resident companies and the wider community.



# EXPANDING OUR HORIZONS



Forging ahead to create an innovative, world-renowned research and commercialisation centre of excellence.

Strengthening our reputation as one of Australia's most unique conference and exhibition centres.

Revitalising space and enhancing access to the latest technology and state-of-the-art facilities.

## MINISTER'S LETTER:

THE HON. FRANK SARTOR MP  
MINISTER FOR REDFERN-WATERLOO  
PARLIAMENT HOUSE  
MACQUARIE STREET  
SYDNEY

Dear Mr Sartor,

I have pleasure in submitting the seventh Annual Report of the Australian Technology Park Precinct Management Limited for the year ended 30 June 2007.

The report has been prepared in accordance with the provisions of the Annual Reports (Statutory Bodies) Act 1984, the Public Finance Audit Act 1983, and the Regulations under those Acts.

Yours Sincerely



**ROBERT DOMM**  
Managing Director  
Australian Technology Park  
Precinct Management Limited

This report complies with NSW Annual Report legislation. Statutory accounts and financial information have been verified by the NSW Auditor General.

## FROM THE CHAIRMAN & MANAGING DIRECTOR:



This is the seventh Annual Report for Australian Technology Park Precinct Management Limited ("the Company" or "ATP").

The last two years of consolidation and organisational restructure under the ownership of the Redfern-Waterloo Authority ("the Authority" or "RWA") has created a vigorous environment of growth and development, whilst strict enforcement of financial disciplines has ensured the ATP remains remain cash flow positive. The Park reports a net profit for the 2006-2007 fiscal year of \$11.0m against a prior profit of \$1.6m. Excluding the interest and other one-off expenditures and income in both years, the normalised profit for the current year is \$5.8m against a profit of \$4.1m in the prior year. This achievement is a direct result of the initiatives put into place in the last two years.

With the Park celebrating 10 years of existence in 2006, the construction of the NICTA Building at 13 Garden Street heralds an exciting new era for staff and tenants. The project is progressing well, on budget and the framework is now complete with the fit out underway. January 30 was the first of many milestones in the current stage of development when delegates from the Defence, Science & Technology Organisation (DSTO) visited the site to inspect the building progress. It is scheduled for completion in November, 2007, will also house National ICT Australia (NICTA) and is expected to accommodate a permanent workforce of around 600 research and support staff.

The building has been designed to deliver a 4.5 Star energy rating under the Australian Building Greenhouse Rating scheme (ABGR). This is the benchmark for all new NSW Government buildings. A number of other environmental design initiatives were also undertaken such as limited on-site parking, waterless urinals, low Volatile Organic Compound (VOC) carpets and paints, and recycled water services.

The construction of new roads and supporting infrastructure commenced in August 2006 and includes temporary car parks, a new internal road, landscaping and street lighting. The project remains on track for a October 2007 completion date and strengthens marketability prospects for the Park's other development projects.

These projects include an approved 12-storey commercial building and four television studios for Channel 7 in 2009 and Pacific Magazines the following year. Archaeological investigations were carried out in early 2007, with remediation due to start in November followed by construction of building footings and the ground slab. 600 construction jobs and 2000 permanent jobs are expected to be created, which will treble the Park's current working population. A number of construction roles have also been allocated for local Aboriginal workers under the RWA's Indigenous Employment Model.

The RWA has also earmarked \$6m for the construction of a Heritage Walk connecting ATP with North Eveleigh. Project Managers and a design consortium have been approved and concept designs should be ready for review in early 2008.

During the year, occupancy of developed office space remained high at 98 percent. This compares favourably with the City Fringe catchment area which is experiencing vacancy rates of around eight percent. Tenant turnover was minimal, with several companies opening offices at ATP or expanding their floor space.

Conference Centre revenue increased by \$1.2m (or 43 percent) during the reporting year, which resulted from strengthening relationships with event producers and suppliers and specifically targeting local and national events including trade shows, multi-day high yield conferences with an exhibition element and special events including dinners,

launches and entertainment. Significant events during the year included the Flight Centre Retail Ball and Fosters Australia Sportsman's Lunch, a Woolworths Conference, an events industry gala dinner and the 2007 Australian Idol auditions.

The current year also saw increased interest from international delegations to the ATP, the most notable of which were from China, Hungary, Japan and a trade visit in June 2007 by NZ Prime Minister, Helen Clark and Economic Development Minister, Trevor Mallard. Relationships with internal and local resident communities also remain positive and continue to improve.

Other improvements include a comprehensive security infrastructure upgrade, with \$208k being invested in the upgrading of existing software, control room facilities and fit out of CCTV monitoring and lighting to enhance the already high security within the Park. The rapid development of the Park and the increase in the number of people working there will improve overall perceptions.

The unprecedented growth experienced in 2006-2007 and negotiations for the development of the rest of the site over the next four to five years promises to deliver the most exciting period in the Park's 10 year history.



**COLIN GELLATLY**  
Chairman



**ROBERT DOMM**  
Managing Director

## ATP OVERVIEW:

Australian Technology Park is located in the inner-Sydney area of Redfern-Waterloo at the southern gateway of the CBD. The Park's physical attributes include its accessibility and infrastructure, proximity to health and educational facilities, central location to the airport and city, and the availability and urban renewal potential of surplus government land.

- Established in 1995 on the site of the Eveleigh Railway Workshops
- Occupies a 13.8 hectare State-significant heritage precinct
- Wholly-owned by the NSW Government's Redfern-Waterloo Authority (RWA)
- An evolving world-class research and development centre featuring leading science, technology and communications companies
- Unique conferencing and exhibition facilities showcasing a diverse variety of premier corporate and private events, business expos and product launches

## IN PROFILE:

“SHARING A PRECINCT WITH TECHNOLOGY COMPANIES, EDUCATIONAL GROUPS AND CLINICAL TRIALS UNITS HAS ENABLED US TO DEVELOP A DISTINCTIVE IDENTITY IN OUR FORMATIVE STAGE.”

»  
Professor Jim Bishop  
Chief Cancer Officer & CEO

CANCER INSTITUTE NSW

## BOARD MEMBER PROFILES:



PROFESSOR  
DAVID RICHMOND AO  
CHAIRMAN  
(RESIGNED 1 JULY, 2007)



MR  
ROBERT DOMM  
MANAGING DIRECTOR



MR  
MICHAEL COLLINS



MR  
RICHARD JOHNSON MBE

Chairman,  
Redfern-Waterloo Authority  
(Resigned 1 July, 2007)

CEO,  
Redfern-Waterloo Authority

Managing Director,  
Michael Collins and Associates  
Pty Ltd

Director Johnson Pilton  
Walker Architects

Chairman,  
Sydney Olympic Park Authority

Chair of the Heritage Council

Adjunct Professor of Architecture  
at University of New South Wales

Premier's Taskforce on  
Government Capital Works  
procurement strategies

Board Member,  
Redfern-Waterloo Authority

Associate of the Royal Australian  
Institute of Architects and Japan  
Institute of Architects

Co-ordinator General,  
Department of Premier & Cabinet

Board Member,  
Sydney Harbour  
Foreshore Authority

Board Member,  
Redfern Waterloo-Authority

Board Member,  
Australian Architects Association

## BOARD MEMBER PROFILES:

Two new Members were appointed to the ATP Board on 1st July, 2007.



MS  
LUCY HUGHES TURNBULL



MR  
JON ISAACS



DR  
COL GELLATLY



MS  
ANN WELDON

Chair of WebCentral  
Group Limited;

Chair of Sydney Harbour  
Foreshore Authority

Dr Col Gellatly is now the  
appointed Chairman and  
previously served as Director-  
General of the Premier's  
Department. Dr Gellatly has  
a distinguished public service  
record including Director-General  
of the Department of Land and  
Water Conservation and part-time  
Commissioner with the Industries  
Assistance Commission.

Ms Ann Weldon is a distinguished  
Member of several Government  
Boards, including the Redfern-  
Waterloo Authority and  
Metropolitan Local Aboriginal  
Land Council. Ms Weldon  
was a Member of the Sydney  
ATSIC Regional Council for over  
10 years and has remained  
Chairperson of the NSW  
Aboriginal Housing Board since  
her appointment in 2000.

Board Member,  
Redfern-Waterloo Authority

Deputy Chair,  
Ambulance Service of NSW

Board Member,  
Woolcock Institute of Medical  
Research Ltd

Independent Chairman,  
Rouse Hill Regional Centre  
Joint Venture between NSW  
Government and Lend Lease/GPT

Independent Chair,  
NSW Businesslink Pty Ltd Audit  
and Risk Management Committee

# CORPORATE GOVERNANCE:



## FINANCIAL REPORTING & INTERNAL CONTROLS

Australian Technology Park is a wholly-owned subsidiary of the Redfern-Waterloo Authority (RWA).

Created by the NSW Government in January 2005, the RWA was established to manage public infrastructure, land and properties in the Redfern-Waterloo area and foster commercial opportunities for local business. As a State-significant site, ATP is part of the overall RWA development strategy for the Redfern-Waterloo area.

The Company Board of Directors is responsible for the corporate governance of ATP including setting the strategic direction, establishing goals for management and monitoring the achievement of these goals.

The Board meets monthly to consider the progress of ATP with input from senior management relating to strategic direction and performance, while major reviews are held periodically throughout the year.

ATP's auditing activities are overseen by an Audit & Risk Management Committee formed through the RWA. This Committee assesses the integrity of ATP management and the adequacy and appropriateness of internal controls and systems.

Attending ATP Audit & Risk Management Committee meetings are representatives from RWA, ATP's Executive Manager Business & Finance, the NSW Audit Office and Deloitte Touche Tohmatsu's internal audit unit.

The Audit and Risk Management Committee acts independently and is responsible for:

- Reviewing financial reports and accounting practices
- Overseeing the internal and external audit programs
- Reviewing management's tracking and implementation of audit recommendations and actions
- Reviewing the investigation of any breaches of conduct and professional ethics
- Identifying major risks to which ATP is exposed and verifying that the internal control systems are adequate and functioning effectively
- Providing the Board with assurance that internal controls relating to fraud, security, legislative compliance and code of conduct issues are functioning effectively

## STATEMENT OF BUSINESS INTENT

The Statement of Business Intent establishes financial performance targets for the organisation based on forecast financial returns. The NSW Treasury monitors a quarterly SBI against these targets.

The Company's actual result for 2006-2007 is a profit of \$11.0m against a budgeted profit of \$2.72m. ATP land and buildings were re-valued on 31 May, 2007 and delivered a revaluation profit of \$6.1m. Ignoring interest, one-off expenditure and income, the results represent a surplus profit of \$3.08m over budget. This was made possible by the restructure of the company in the previous reporting year, continued realignment of skills within ATP's core operations and the enforcement of strict financial disciplines.

## STANDARDS OF BEHAVIOUR AND ENVIRONMENTAL MANAGEMENT POLICY

Australian Technology Park has its own Staff Code of Conduct and Environmental Management Policies, both of which were developed in accordance with the principles of ethical decision-making and the public sector values of respect for the law, system of Government and the community and its people; along with integrity, diligence, economy and efficiency, and accountability.

These values and principles are expected from all ATP employees - including its Executive Managers, permanent and temporary staff, consultants and contractors. A copy of the Staff Code of Conduct is also provided to new employees.

# IN PROFILE:



“AN ADVANTAGE IS ATP'S CENTRAL LOCATION TO THE CITY, PROXIMITY TO MAJOR UNIVERSITIES AND THE CONVENIENCE OF THE ADJACENT RAIL NETWORK.”

>>  
Susan Pond  
Managing Director

JOHNSON & JOHNSON  
RESEARCH PTY LIMITED (JJR)



“THERE’S AN ATMOSPHERE OF INNOVATION AND APPLICATION RATHER THAN PURELY RESEARCH LIKE THAT OF A UNIVERSITY. IT’S GOOD FOR THE STAFF TO BE MIXING WITH REAL ENTREPRENEURS AND INVESTORS ON A REGULAR BASIS.”

>>  
Dr David Garman  
Executive Director

ENVIRONMENTAL BIOTECHNOLOGY  
CRC PTY LIMITED (EBCRC)

## CORPORATE GOVERNANCE:



### PROCUREMENT SYSTEMS AND EFFICIENCIES

Through its own work, Australian Technology Park is committed to managing the environment by balancing the demands of heritage conservation, commercial activation, community expectation and cultural diversity.

The focus of the Environmental Management Policy is on a ‘beyond compliance’ culture which embraces a performance-driven objective management program delivering increased stakeholder value. Success will be demonstrated by cultural acceptance of implementing environmental management as a specific consideration that is acknowledged within all business processes and fully understood by all staff as part of their responsibilities.

ATP aims to achieve Place Management Leadership in the management of its environment, and its support of ecologically sustainable development (ESD). This reflects the vision of creating a safe and dynamic place to work by providing living precincts and rewarding partnerships.

The Australian Technology Park Procurement Policy was developed to ensure all work is allocated equitably and in respect of the principles and guidelines as required by NSW Government policy. ATP has a standard method of procuring goods, services and work which is consistent across the organisation, with risks adequately assessed and managed, and duplication of effort and research avoided. Our suppliers understand what is expected of them and are required to deliver in accordance with those expectations. All procurement is performed in accordance with probity policies.

Key principles underpinning the Policy are:

- Value for money - as in benefits achieved compared to whole-of-life costs
- Efficiency and effectiveness
- Probity and equity; and
- Effective competition

### PRIVACY MANAGEMENT POLICY

Australian Technology Park applies a Privacy Management Plan to its operations to meet the requirements of the Privacy and Personal Information Protection Act 1998.

ATP collects and maintains a limited amount of personal information relating to its tenants and, to a lesser extent, its service providers, while all staff are required to familiarise themselves with the Policy and integrate it into the management of their own work practices.

Sanjeev Goyal, the Executive Manager Business and Finance is the company’s Privacy Officer and the person to be contacted on all privacy matters. The complete Privacy Management Policy is also available to key stakeholders and the public.

# AUSTRALIAN TECHNOLOGY PARK SHOWCASE 2007:

One of the most significant events at ATP during the financial year was Australian Technology Park Showcase 2007.

Timed to coincide with tenant IP Australia's celebrations marking World IP Day on April 26, the inaugural one-day event provided a platform for more than 30 tenants to 'showcase' their innovations to the rest of the Park and to visiting media and guests.

Showcase 2007 and World IP Day was officially launched by Kristina Kenneally MP and included a VIP Luncheon catered by Laissez-faire and an afternoon of informative presentations hosted by key tenants NICTA, ATP Innovations, Johnson & Johnson Research and Fuji Xerox Australia.



## IN PROFILE:

“THE PARK'S INFRASTRUCTURE PROVIDES US WITH THE OPPORTUNITY TO COLLABORATE WITH OTHER TENANTS AND OUR CLIENTS ARE ALWAYS IMPRESSED BY THE LOCATION.”

»  
John Anstey  
CEO

ELCOM TECHNOLOGY



“THE ATP COMMUNITY BUILDS CREDIBILITY FOR COMPANIES AND HELPS THEM ENGAGE WITH INVESTORS, CUSTOMERS AND STAKEHOLDERS WITHIN A HUB OF INNOVATION AND ENTREPRENEURSHIP.”

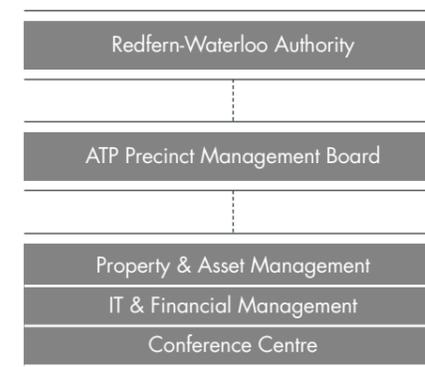
>> Hamish Hawthorn  
CEO

ATP INNOVATIONS:

## OPERATIONAL STRUCTURE:



### KEY BUSINESS OBJECTIVES



#### Financial

- Consolidate financial profitability
- Increase revenue returns
- Implement savings initiatives
- Examine capital investment options
- Improve asset utilisation

#### Customers & Stakeholders

- Provide high quality service
- Effectively communicate with stakeholders
- Create new development opportunities
- Liaise with the community

#### People & Business

- Communicate effectively and consistently
- Maintain strong leadership, recruitment and retention
- Support a safe and healthy workplace
- Ensure a strong corporate governance
- Promote and facilitate environmental awareness
- Encourage business growth and improvement

# MANAGEMENT & ACHIEVEMENTS:



## EXECUTIVE MANAGEMENT TEAM



**Robert Domm**  
Managing Director



**Sanjeev Goyal**  
Executive Manager  
Business and Finance



**Richard Clark**  
Director Urban Renewal  
Redfern-Waterloo Authority



**Ruby Chronis**  
Director of Sales  
& Marketing



**Graham Stevens**  
Asset Management

The Executives are responsible for:

- The day to day management of Australian Technology Park;
- Encouraging innovative technology;
- Ensuring continued development of the built environment; and
- Preserving and enhancing the Park's heritage status.

In their role as Place Managers, the responsibilities of the Executives are carried out in respect of and in accordance with the following objectives:

- To revitalise surplus government land through the creation of a dynamic commercialisation precinct;
- Capitalise on the economic and cultural potential of the Park as a place for the growing population of Sydney to visit and work;
- Balance the economic return, vibrancy and diversity of the Redfern and Waterloo communities; and
- As custodians, promote a sense of community ownership through preservation and interpretation of the natural, built and heritage significance of the site.

Following two years of consolidation and organisational restructuring under the ownership of the Redfern-Waterloo Authority, Australian Technology Park has maintained a positive cash flow position. This was achieved by enforcing strict financial disciplines and implementing a number of key management initiatives:

- A continual focus on skills alignment throughout core operations
- Enforcing strict financial disciplines and streamlining financial and property management systems to meet increasing business demands
- A sustained occupancy rate averaging 98 percent with several new tenants and the expansion of operations by a number of existing tenants
- Further renewed interest in the availability of space generated by current and proposed on-site development
- Major employment and financial investment in the Park's future prosperity with the near-complete NICTA Building and roads/internal infrastructure projects, approval for the construction of the Channel 7 Media Centre on Site B, and concept designs in progress for the Heritage Walk linking ATP with North Eveleigh
- Strategic marketing of the Conference & Exhibition facilities to major event producers and suppliers

- Strengthening of local and international industry and government alliances through visiting delegations and networking ventures
- Ensuring adherence by all staff and tenants to management policies and procedures
- A full security infrastructure upgrade to enhance the perception of security throughout the Park and ensure the safety of all staff, tenants and visitors

## PRECINCT MANAGEMENT

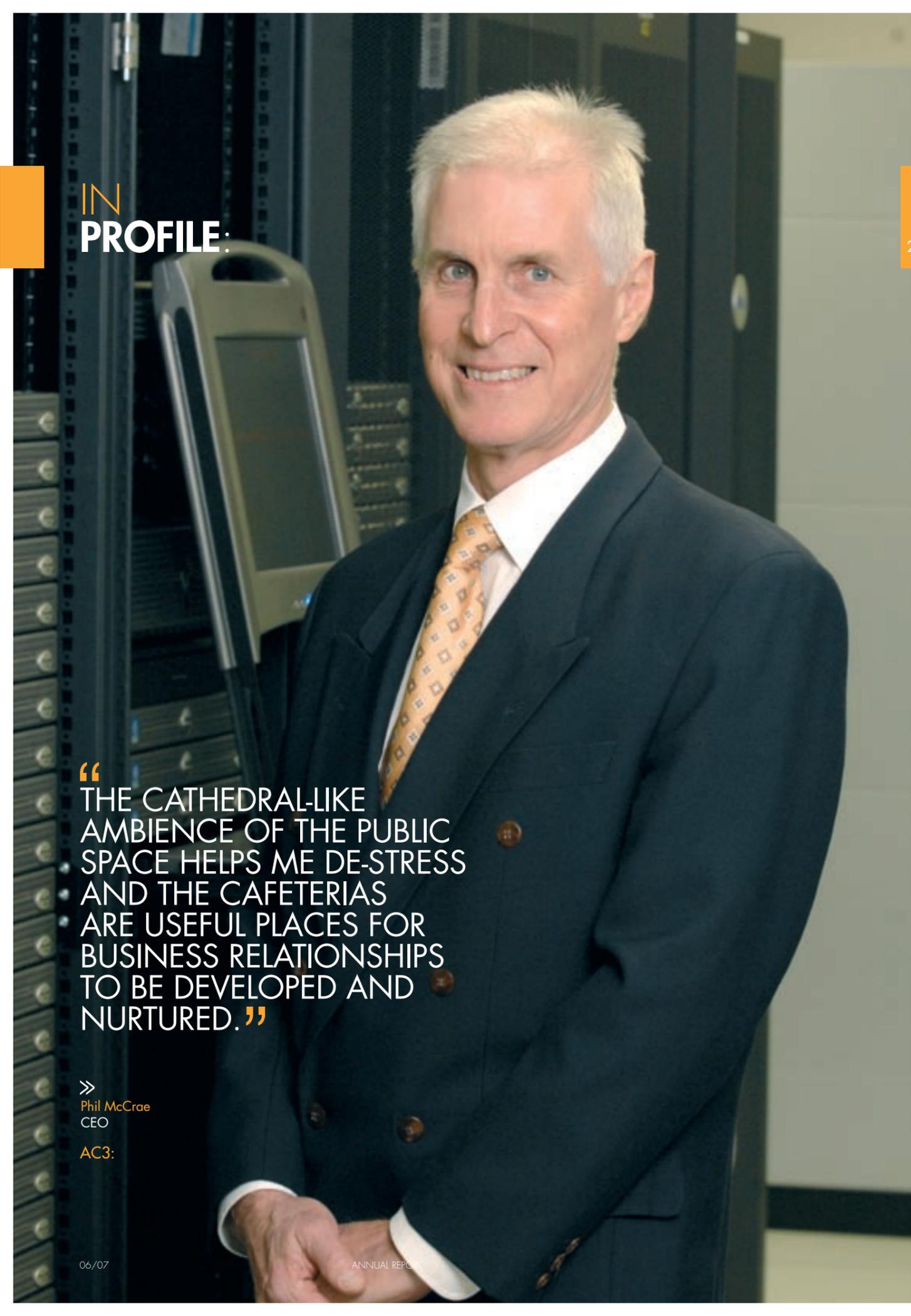
ATP Precinct Management is responsible for the day-to-day management of Australian Technology Park for the benefit of its stakeholders, customers, tenants, industry partners and the general community.

Customers include businesses residing at the Park, contractors and suppliers, Conference & Exhibition Centre clients, national and international delegations, study tours and prospective future tenants.

Australian Technology Park also has a number of high-profile partners in the wider business community, industry associations and the media, while support networks are available to facilitate knowledge-sharing and information exchange on a global scale.

Sanjeev Goyal, the Executive Manager Business & Finance is charged with the responsibility to deliver and monitor the outcomes of a set of carefully targeted key performance indicators.

# IN PROFILE:



“THE CATHEDRAL-LIKE AMBIENCE OF THE PUBLIC SPACE HELPS ME DE-STRESS AND THE CAFETERIAS ARE USEFUL PLACES FOR BUSINESS RELATIONSHIPS TO BE DEVELOPED AND NURTURED.”

» Phil McCrae  
CEO

AC3:

# MANAGEMENT & ACHIEVEMENTS:

## PROPERTY & SALES

Australian Technology Park currently comprises approx. 50,000sqm of developed floor space within three heritage buildings and one modern purpose-built facility.

Around 100 organisations employing up to 1200 people currently occupy leased space in the Locomotive Workshops, the Biomedical Building, the National Innovation Centre (NIC) and the International Business Centre (IBC). Occupancy rates average 98 percent, while current and future development will create additional space for lease.

In 2006, construction began on Site D of the first new building at the Park in five years. Due for completion in November 2007, this building will provide a further 11,000sqm of leasable floor space, 96 percent of which is already allocated to National ICT Australia (NICTA) and the Defence, Science & Technology Organisation (DSTO).

Further space will be available following the construction on Site B of the 43,500sqm media centre, which will primarily house television production facilities for Channel 7 and offices for their magazine publishing company, Pacific Magazines.



Property Service Manager, Kathy Tilbury, Property Services Manager, Bill O'Reilly and Business Development Manager, Astrid Renigeris.

It is anticipated that the move to ATP by high profile organisations such as Channel 7 will stimulate interest from other major media and technology companies over the next few years. This year, ATP welcomed new tenants:

- IP Australia - a division of the Department of Industry, Tourism & Resources, and the Federal Government agency responsible for administering Australia's patent, trade mark, design and plant breeder's rights. They relocated their Sydney CBD offices to Bay 4 of the Locomotive Workshops in November 2006.
- Allia (Australian Information Industry Association) - established their first Sydney office in the IBC Building in May 2007. Allia has represented, led and connected Australian ICT industries for almost 30 years and provides ongoing strategic direction, productivity tools and growth acceleration initiatives for around 500 member companies.

- CMS Worldwide Corporation - leased offices in the IBC Building in September, 2006

Existing tenants who have expanded their operations and leased additional space on site are:

- Fuji Xerox Australia
- Cancer Institute NSW
- Optium Australia
- University of New England



## DEVELOPMENT

ATP is one of the Redfern-Waterloo Authority's strategic sites and a Development Office is operational under Richard Clark, the RWA's Director of Urban Renewal to monitor, oversee and coordinate the continued expansion and enhancement of the ATP site.



RWA Senior Project Manager, Eddie Swat and Principal Project Manager, Ian Cutcher.

## ASSET DIVISION

- Manages the daily operations of the property and facilities departments including existing tenancies, leasing enquires and maintenance procedures such as gardening and general upkeep
- Monitors and manages the inter-relationship needs of existing properties and facilities with new development

# MANAGEMENT & ACHIEVEMENTS:

## FINANCE



Accountant, Suren Rama, Senior Financial Accountant, Raj Sinnathambu and Property Accountant, Orawan Sao.

Financial Management worked closely with the RWA to maintain the efficiency of financial operations and sustain profitability including:

- Streamlining financial and property management systems at ATP and RWA to meet increasing business demands
- Aligned business systems, analysis and reporting, and continued consolidation of financial and payroll services across the two organisations
- Enforced strict financial disciplines
- Ensured adherence by all staff to policies and procedures

## IT

As a Technology Park, IT Management continues to be a major focus of activity for ATP. A strong commitment to supply state-of-the-art services to its tenant-partners and customers is complemented by a continuous supply philosophy.

An upgrade of security infrastructure is currently underway, with a \$208k investment in the upgrading of existing software, control room facilities, and whole-Park CCTV monitoring and lighting. This upgrade will significantly enhance the level of security throughout ATP and is a positive step in altering the perception of safety on the site for all staff, tenants and visitors.

## CONFERENCING & EVENTS

- Market and communicate the availability of the conference and exhibition facilities at the Park
- Secure new high yield business from the public and private sectors
- Provide clients with exceptional event management support and personal service to ensure events are a complete success



Australian Technology Park's Conferencing & Exhibition team (L to R): Zoran Lozevski (Technical Director); Debra Malfitana (Event & Office Manager); Louis Persohn (IT); Erin Rice (Event Manager); Eldon De Los Reyes (Event Services); Helen Panas (Event Manager); and Rishi Boojharut (Event Services).

# MANAGEMENT & ACHIEVEMENTS:



# MANAGEMENT & ACHIEVEMENTS:

## CORPORATE SERVICES

- Provides budgeting, financial management, information technology and e-services, general administration and payroll services
- Provides support for the company and the Board and liaises with other companies and government agencies
- Handles Freedom of Information requests, ensures correct corporate governance and satisfies government agency reporting requirements

The main focus for each of these Managers has been continued skills alignment in respect of the company's core operations, identification of additional revenue streams and expansion of value-added services for the further benefit of tenant-partners at the Park.

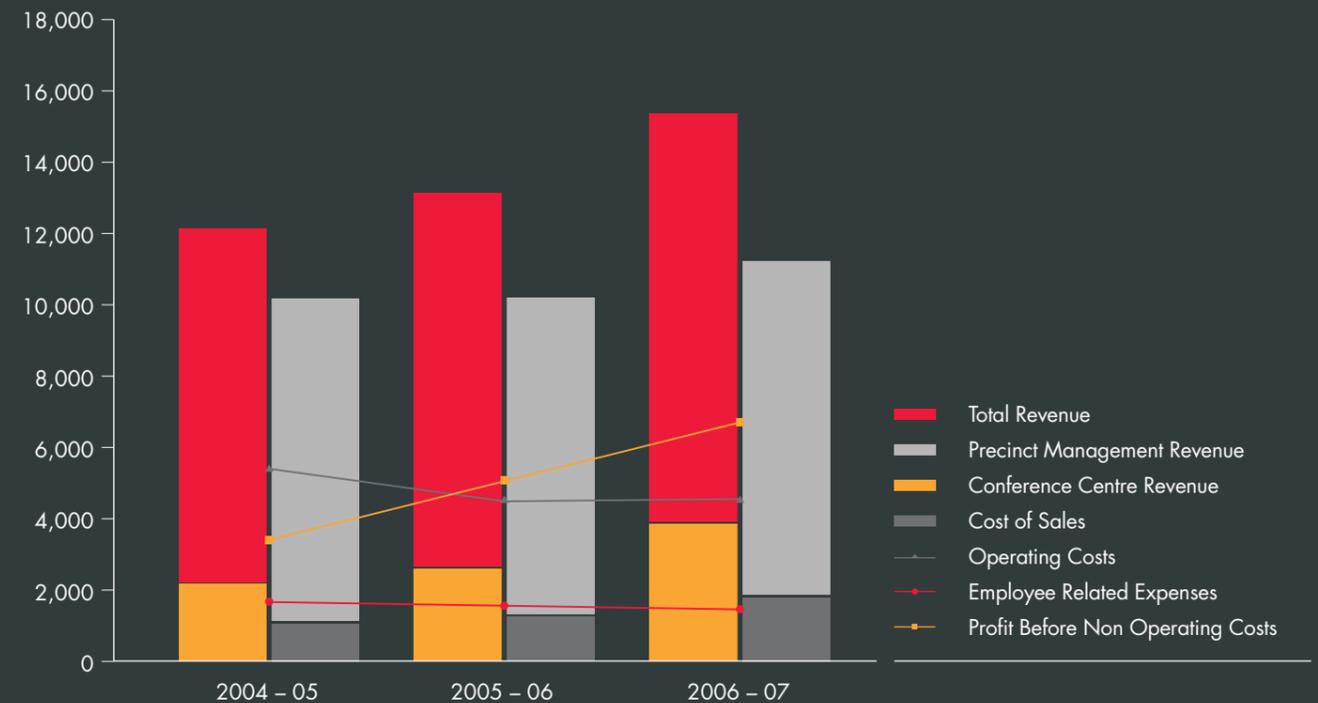
## NETWORKING

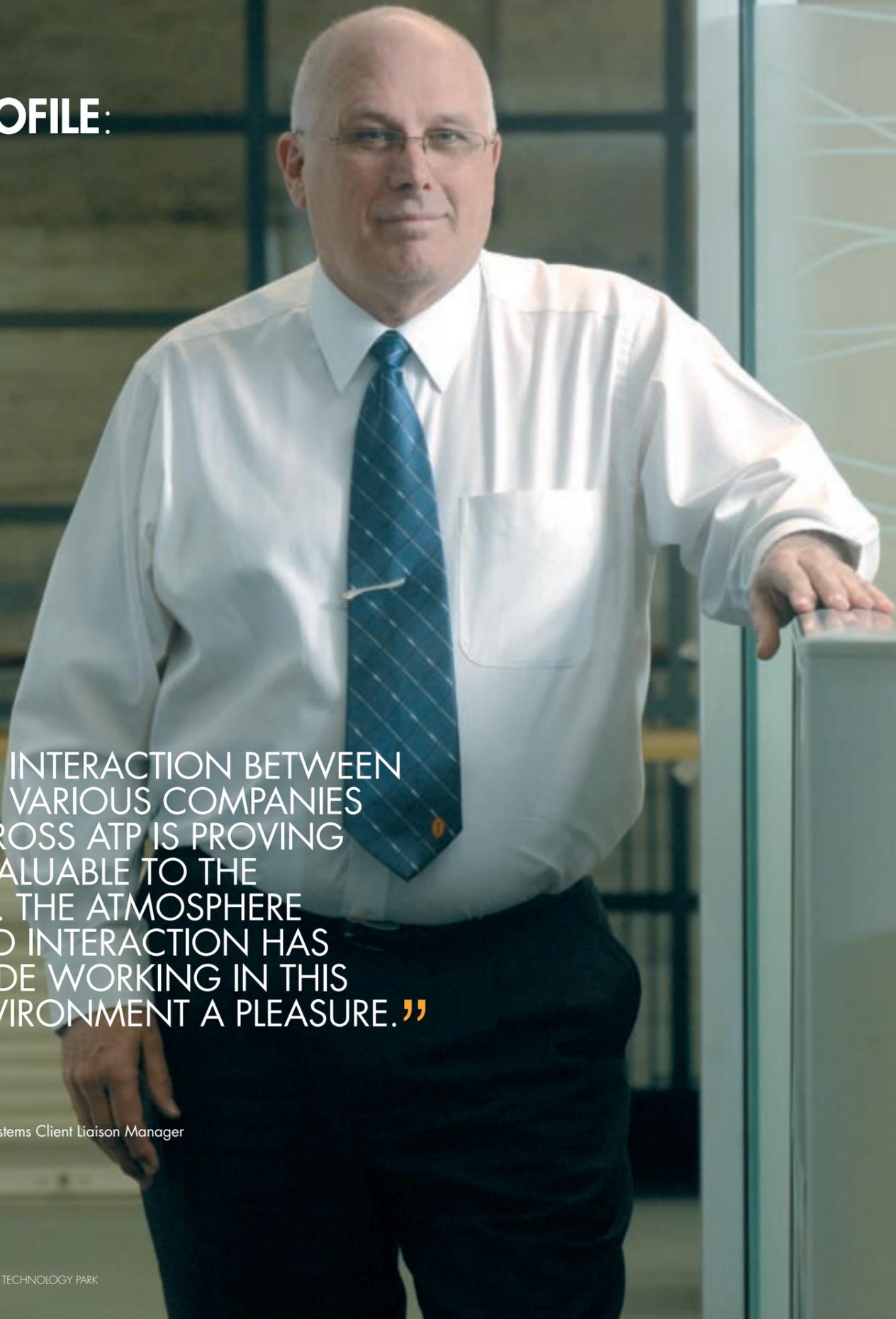
In the reporting year, ATP's networking, knowledge-sharing and information exchange platform included:

- An inaugural ATP Showcase in June 2007 provided tenants with the opportunity to "showcase" their products and/or services to the rest of the Park and to visiting VIPs, industry and government delegates, and the media. The one-day event was held in conjunction with IP Australia's celebrations for World IP Day
- Sponsorship, contribution and assistance to tenants with representation in the purpose-built Australian Technology Park Pavilion at CeBIT Australia
- Several CEO and Tenant Forums

- Business for Breakfast seminars delivering a range of guest speakers presenting information relevant to businesses with the Park
- Relaxation and fitness classes to provide tenants with exercise regimes and opportunities to de-stress
- The monthly Expression newsletter circulated to all tenants providing information on staffing, events and activities within the Park

## ATP YEAR TO YEAR COMPARISON





“THE INTERACTION BETWEEN THE VARIOUS COMPANIES ACROSS ATP IS PROVING INVALUABLE TO THE RTA. THE ATMOSPHERE AND INTERACTION HAS MADE WORKING IN THIS ENVIRONMENT A PLEASURE.”

» Jim Giffin  
Traffic Systems Client Liaison Manager

RTA

## CONFERENCE & EXHIBITION CENTRE:



### SIGNIFICANT EVENTS



- **Woolworths Presentation (September 2006)**  
This was the opening event for a Conference that was taking place in various venues throughout Sydney across a full week. Around 5000 guests attended in the Exhibition Hall which included a cocktail party and a live performance by Tap Dogs.

- **Fosters Australia Sportsman's Lunch (September 2006)**  
A major fundraising event held in the Exhibition Hall featuring 1000 guests including Matthew Johns' alter ego Reg Regan.

Occupying approx 26 percent of the Locomotive Workshops, the Australian Technology Park Conference & Exhibition Centre offers expertise in business development, event management, client services, in-house catering and comprehensive audio-visual capability. The Centre has steadily gained a reputation for excellence, creativity and flexibility, and is regarded by many in the industry as the most unique and versatile conference and exhibition venue in Sydney.

In 2006 – 2007, the Conference & Exhibition Centre hosted a significant number of events – from small meetings to large scale exhibitions and corporate events including traditionally high repeat business. This activity saw conferencing revenue increase by 43 percent or \$1.2m.

Australian Technology Park also became a high profile member of the Sydney Convention Visitors Bureau (SCVB) and the Australian Tourism Export Council (ATEC). This alliance increases the opportunity to expand business on a national and international level. The association with SCVB provides targeted markets in Europe, the US and South East Asia, while ATEC membership heightens the Park's profile amongst in-bound operators. The Centre is also aligning itself closer with the education market, a sector which frequently recommends ATP venues as suitable for various student/teacher activities.



- **AIA Gala Dinner (October 2006)**  
This event was an incentive rewards dinner for 1100 guests of the Singapore office of a major insurance company. Held in the Exhibition Hall, the dinner included an array of singers and dancers as part of a spectacular Rio Carnivale theme.

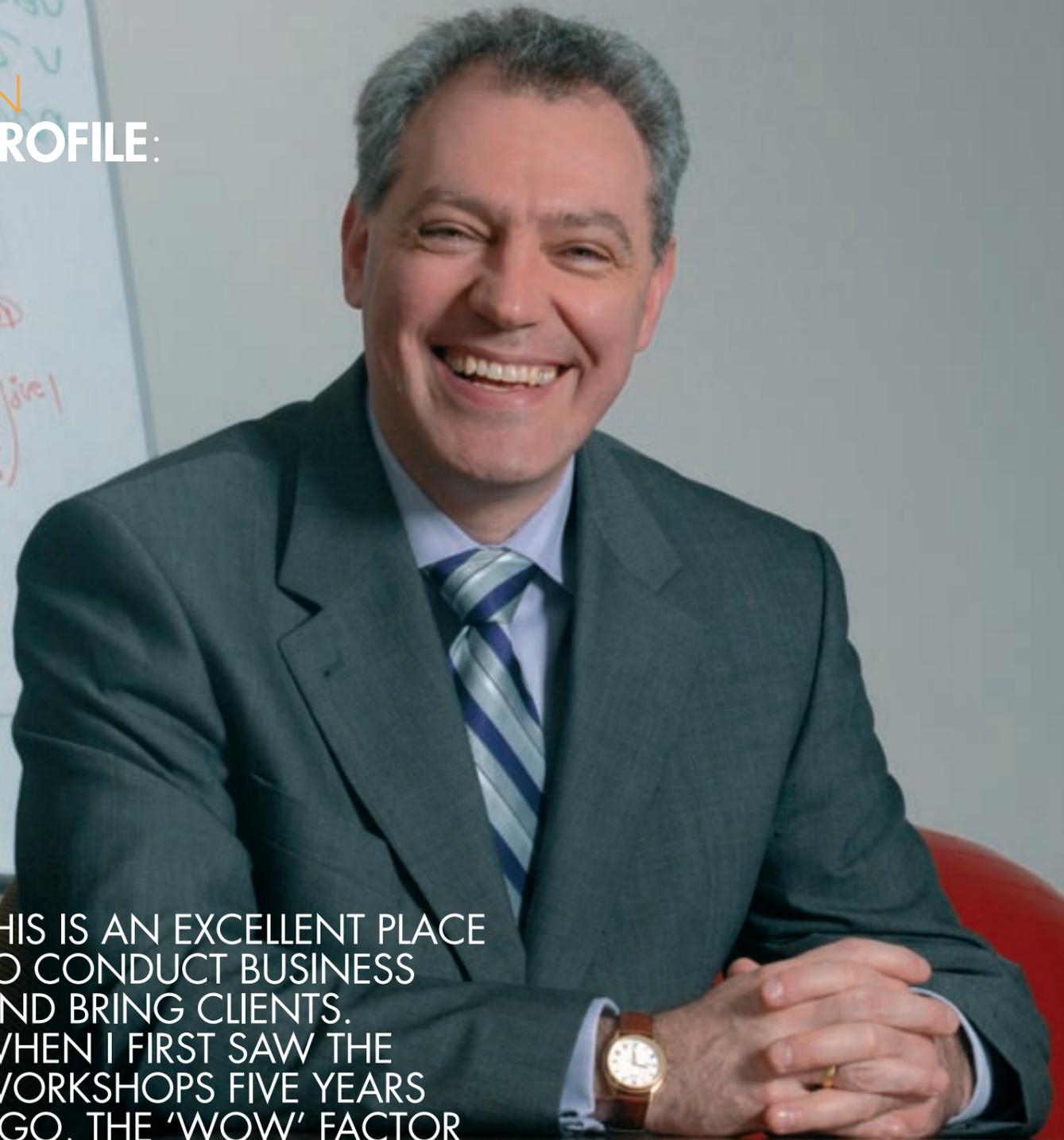
- **Coke Side of Life Launch (October 2006)**  
700 sales and marketing personnel from Coca-Cola attended the launch and cocktail party in the Exhibition Hall of Coca-Cola's "Coke Side of Life" campaign.

- **Australian Idol Auditions (May 2007)**  
Approximately 1200 would-be Australian Idols swarmed on Australian Technology Park over three days to audition for Series 4 of the popular Channel 10 series. The Dining Room, Bay 4 Atrium, Innovation Plaza and various meeting rooms were booked for the audition process.

- **AEE Buyers Night (May 2007)**  
Local and overseas event industry delegates in Sydney for the Australian Events Expo at Darling Harbour were welcomed to an extravagantly-themed multi-staged event in the Exhibition Hall. Guests enjoyed pre-dinner cocktails then an authentic tback experience featuring indigenous tastings from Yaama Dhiyaan, a seafood kitchen catered by Laissez-faire and a crepe station and barista. Entertainment was provided by a bush poet, singers, dancers and live music.

Other significant events included the Google Developer Day, English Teachers Association Conference, the Flight Centre Retail Ball, 10th Annual ACOSS Conference, BTTB 2007 and GREX 07 Exhibition & Conference.





“THIS IS AN EXCELLENT PLACE TO CONDUCT BUSINESS AND BRING CLIENTS. WHEN I FIRST SAW THE WORKSHOPS FIVE YEARS AGO, THE ‘WOW’ FACTOR TOOK OVER AND A FEW WEEKS LATER WE WERE IN.”

>> Alex Gelman  
CEO

CONSULT POINT

## THE ATP COMMUNITY:



ATP is firmly committed to strengthening relationships with residents, partners and stakeholders working and living around the ATP precinct.

The Park’s campus-style setting encourages collaboration and information exchange between all community members. They include tenant-partners and key business partners such as ATP Innovations, Elcom Technology, RTA, Johnson & Johnson Research, Cancer Institute NSW, ac3, Consult Point and Environmental Biotechnology CRC (EBCRC).

The ATP community also includes surrounding residents, businesses, Sydney City Council, local police, the heritage community and those who hold the corporate and cultural memories of the Eveleigh Railway Yards in high esteem.

Synergies naturally evolve as tenant-partners and visitors meet informally at the Park’s cafes and outdoor areas, or through networking and information exchange events, which are regularly hosted to build strong relationships within the community.

Examples of community-based relationship building were the RWA’s good-will sponsorship of daily replays of the World Cup Soccer Finals and a special Seniors Christmas Party for local residents, both of which were held at Australian Technology Park.

In 2007, a series of Business for Breakfast Forums were established to provide companies throughout the Park with access to informative guest speakers and knowledge-sharing opportunities in an informal breakfast setting catered by Laissez-faire. These free sessions are offered to all members of the ATP community. Presenters so far have included Hellene Flame, NSW State Manager with IP Australia, and founder of the Exodus Foundation, Reverend Bill Crews.

International visits to Australian Technology Park included a New Zealand trade delegation featuring Economic Development Minister, Trevor Mallard, and NZ Prime Minister, Helen Clark, who visited in June 2007 for an ANZAC perspective on manufacturing and technology, Japan’s Hyogo Prefecture and business delegations from Hungary and China.

Recreation and relaxation facilities are helping to build this growing community and include tennis and basketball courts, four cafes, BBQ facilities, a sports oval and adjacent childcare centre. Plans to increase the Park’s amenities are a priority. The tennis courts are nearing refurbishment as part of the current roads and infrastructure project, which will also result in beautification of the streetscape and public space. A new main entrance will shortly commence construction near the Henderson/Mitchell Roads intersection and this will create an iconic new entry statement for the Park. A pedestrian/cycle bridge linking ATP with North Eveleigh as part of the proposed Heritage Walk is also expected to encourage further public visitation and awareness of the Park’s facilities.

# FUTURE FOUNDATIONS:



01



02



03



05



04



06

## SETTING THE STANDARD FOR FUTURE DEVELOPMENT

# PART OF SYDNEY'S MOST EXCITING URBAN TRANSFORMATION:



07



08



09



10



11



12

- 01 2006 May
- 02 2006 June
- 03 2006 August
- 04 2006 September
- 05 2006 October
- 06 2006 November

- 07 2007 January
- 08 2007 February
- 09 2007 March
- 10 2007 April
- 11 2007 May
- 12 2007 June

## FUTURE FOUNDATIONS:

The Redfern-Waterloo Authority's Built Environment Plan (BEP) and the State Environment Planning Policy (SEPP) allow for the continuing development of Australian Technology Park.

ATP is highly ranked amongst strategic sites earmarked by the NSW Government for major employment and investment-based revitalisation. The result of the first major investment is the construction of the NICTA Building on Site D near the existing Garden Street entrance.

The \$47m project commenced in March 2006 and is scheduled for completion in November 2007.

Funded by a Treasury loan to the RWA and designed by Cox Richardson Architects, the six-storey building will be jointly occupied by Commonwealth research agencies, National ICT Australia (NICTA) and the Defence, Science & Technology Organisation (DSTO). In January 2007, DSTO delegates visited the site for an official inspection of the first three floors, which will become the DSTO's new Sydney offices. DSTO Property Management was impressed with the inspection and remains confident the project is progressing well.

The new building will bring approximately 600 additional full-time employees to the Park.

Construction has also been in accordance with the Redfern-Waterloo Jobs Compact, employing local indigenous people and new apprentices as a key element.

In July 2007, the formal signing of an agreement between Australian Technology Park and the developers of Site B confirmed the Seven Network would be moving its television production facilities and magazine publishing group – Pacific Magazines – to ATP.

The agreement sees the largest commercial development in Redfern for more than a decade and the first commercial building at the Park to be developed by the private sector. More than \$120m is being invested in the design and construction of a 43,500sqm complex, which will include a high definition television production facility and commercial offices. Seven and Pacific Magazines will occupy 18,000sqm of the development, with Seven leasing the studios to produce a variety of popular programs.

Soil testing and initial archaeological works were carried out in the first half of 2007, with site establishment expected to commence by November. Seven is expected to relocate their North Epping studios to the new centre in late 2009, followed by Pacific Magazines later in the year or early in 2010.

A new main entrance to the Park, internal roads and associated infrastructure throughout the site are now well underway. The roads and infrastructure contract was awarded to FRH Group Pty Ltd in July 2006 and includes an extension of Central Avenue and a new internal road (Davy Road) entering the site at the new Henderson/Mitchell Roads intersection. Construction zones have been established as required over the last 12 months, along with pedestrian and vehicle management plans to maintain safe access into and throughout the Park at all times. Modifications including in-ground services, street lights, road corridor landscaping and refurbished tennis courts are due for completion in October 2007.

Provision is also being made for increased car parking facilities along with a further \$6m investment by the RWA to construct a pedestrian and cycle bridge linking North Eveleigh with ATP. A preliminary environmental assessment has been lodged with the Minister for Planning and a design consortium has been approved.

It is the Park's strong belief that tenants and those that elect to become part of the Australian Technology Park community during this accelerated growth period will benefit from the tremendous opportunities the next decade of development is destined to deliver.



## FUTURE FOUNDATIONS:



# DIRECTORS' REPORT:

The Directors of the Australian Technology Park Precinct Management Limited ("the Company" or "ATP") present their report, together with the financial report of the Company for the year ended 30 June 2007 and the auditor's report thereon.

## DIRECTORS

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

**David Richmond** – Chairman  
AO BEc MEc (Syd) (Resigned 1 July 2007)

Professor David Richmond AO held the position of Chairperson of the Redfern-Waterloo Authority and the Australian Technology Park until the 1 July 2007. He is the Coordinator General, Office of the Coordinator General, Department of Premier and Cabinet. Also he advises the NSW Premier on infrastructure planning and implementation. Professor Richmond has had a distinguished public service career, including as CEO of the NSW Department of Health and the Land Commission. He is the former Director-General of the Olympic Coordination Authority and SOCOG, held a number of other senior Olympic Games positions and provided strategic advice to the President of the Athens 2004 Olympic Games and Senior Managers of the Beijing Olympics. Professor Richmond is the inaugural Director and Professor of the University of Sydney's Graduate School of Government, author of the Richmond Report to the NSW Government, and in 1990, earned the National Council for Intellectual Disability's Making the Difference Award. In 2002 he was made an Officer in the Order of Australia in recognition of his contribution to Public Administration, including the Sydney 2000 Olympic Games.

**Dr Colin Gellatly** – Chairman  
B Ag Ec(hons)UNE, M Comm(hons)UNSW, Ph.D NC State, FIPAA

Dr Col Gellatly was appointed Chairperson

of the Redfern Waterloo Authority on the 1 July 2007 and he is also the Chairperson of the Australian Technology Park. He has held a number of senior management positions within the NSW public service, including as Director General of the Department of Land and Water Conservation. He has been NSW representative on a wide range of State/Commonwealth Working Parties and Committees and has had three periods as a part-time Commissioner with the Industries Assistance Commission. He has also served on a diverse range of boards and committees. Dr Gellatly has a degree in Agricultural Economics from the University of New England, a Master of Commerce from the University of NSW and a PhD from North Carolina State University.

**Robert Domm** – Managing Director  
BA LLB (Mon), MLLR (Syd), GDLP (ANU)

Robert Domm is Chief Executive Officer of the Redfern-Waterloo Authority and Managing Director of Australian Technology Park. Mr Domm spent four years at the City of Sydney and was General Manager during a period of unprecedented growth and change, through Council boundary changes and amalgamation with South Sydney Council. He also served for three years as a Director and Company Secretary of the Sydney Festival Limited. A qualified legal practitioner and former labour advocate, Mr Domm has also worked as an adviser to Government and continues to bring broad experience and a strong commitment to social justice to his role as Chief Executive Officer with the RWA.

**Michael Collins**  
FRICS

Michael Collins is Chair of the Heritage Council of NSW and is also on the Boards of the Sydney Harbour Foreshore Authority and Australian Technology Park. He is the Managing Director of Michael Collins & Associates Pty Limited, a property consultancy company which advises private and public sector clients and specialises in

land economics, real estate valuations and feasibility studies. He served as National President of the Australian Property Institute from 2003 to 2004 and was NSW President from 1999 to 2001. Mr Collins played a key role in the redevelopment of Darling Harbour and the planning of Olympic Park, and served as chief property consultant to the NSW Government for the Sydney 2000 Olympic Games. He has served on many industry committees including the City of Sydney's Development Advisory Committee and Venues Management Board.

**Jon Isaacs**  
BA (Hons), FAICD

Jon is the Chairman of Sydney Harbour Foreshore Authority - and the Independent Chairman of the Rouse Hill Regional Centre Development, a \$1.2bn joint venture between Lend Lease and the NSW Government.

Jon has built a strong Executive Coaching practice in association with The Stephenson Partnership Pty Ltd (from September 2005 The Stephenson Mansell Group) since its inception in 1998, based on more than sixteen years senior executive experience, including nine as a CEO. His clients include senior executives and CEFs in all sectors of private industry including Finance, Engineering, Energy, Legal and Information Technology and extensively in the public and community sectors including regulation, central agencies, infrastructure, development and human services.

His other Board positions include Australian Technology Park Precinct Management Pty Ltd, Deputy Chair, Ambulance Service of NSW, Independent Chair, Audit and Risk Management Committee of NSW Businesslink Pty Ltd, Independent Chair, NSW Health Department Risk Management and Audit Committee, Independent Chair, NSW Aboriginal Land Council Audit Committee, Independent Chair, World Youth Day Co-ordination Authority.

Jon has been a Fellow of the Australian Institute of Company Directors since 1998.

# DIRECTORS' REPORT:

**Richard Johnson**  
MBE M.Phil(UCL), B.Arch Hons1(UNSW), FRAIA

Richard Johnson is an award winning architect, Adjunct Professor of Architecture at the University of New South Wales and a Director of Johnson Pilton Walker Architects. He is an Associate of the Royal Australian Institute of Architects and the Japan Institute of Architects, and a Member of the Design Institute of Australia. Mr Johnson was involved in the design of the Australian embassies in Beijing and Tokyo and is the Chief Architect for the Sydney Opera House. Other design credits include the Australian War Memorial, the Hilton Hotel and the Asian wing of the Art Gallery of New South Wales. He also serves on the Board of Australian Technology Park and the Australian Architects Association. Mr Johnson has a Bachelor of Architecture (1st Class Honours) from the University of NSW and a Master of Philosophy (Town Planning) from University College, London. In 1976 he was made a Member of the Order of the British Empire for services to Architecture.

**Lucy Turnbull**  
LLB MBA

Lucy Turnbull was Lord Mayor of the City of Sydney from 2003 to 2004, Deputy Lord Mayor from 1999 to 2003. Ms Turnbull has extensive experience in planning, business and investment banking and currently chairs many companies, both private and public, including WebCentral Group Limited, Centrestone Wealth Management Pty Limited, and Pengana Holdings Limited. Former chair of the NSW Government's Ministerial Advisory Committee on Biotechnology, Ms Turnbull has also served on the NSW Government's Information Industry Business Advisory Board. She is the author of Sydney – Biography of a City (1999) and has assisted with several community based initiatives in the Redfern area. She also serves on the Board of Australian Technology Park.

**Ann Weldon**

Ann Weldon is a proud member of the Wiradjuri Nation and is one of the founding members of the NSW Aboriginal Children's Service. Ms Weldon has held executive positions and is a member of the Murawina Aboriginal Preschool, Aboriginal Housing Company, Metropolitan Local Aboriginal Land Council, Marrickville Aboriginal Consultative Committee, Aboriginal Housing Development Committee and ATSI's National Women's Advisory and National Sport and Recreation Committees. Ms Weldon was a member of the Sydney ATSI Regional Council for over 10 years, including a term as Chairperson. Ann was appointed to the inaugural Aboriginal Housing Board in 1998 as an ATSI nominee and has remained Chairperson of the NSW Aboriginal Housing Board since her appointment in 2000. She is also on the Board of the Australian Technology Park.

## COMPANY SECRETARY

The company secretary is Sanjeev Goyal.

He has during the financial year attended all Board and Audit Committee Meetings

## MEETINGS OF DIRECTORS

The number of meetings of the Company's Board of Directors during the year ended 30 June 2007 and the number of meetings attended by each Director is:

Directors	Board Meetings	
	A	B
David Richmond	9	10
Jon Isaacs	7	10
Lucy Turnbull	6	10
Michael Collins	8	10
Richard Johnson	7	10
Robert Domm	10	10

The Company's Audit & Compliance Committee Meetings

Director	Number of Meetings Attended	
	A	B
Michael Colins (Chair)	3	3
Robert Domm	3	3

A = Number of meetings attended  
B = Number of meetings held during the time the Director held office during the period.

## COMPANY PARTICULARS

Australian Technology Park Precinct Management Limited is incorporated in Australia. The address of the registered office is:

Redfern-Waterloo Authority  
Level 11, Tower2,  
1 Lawson Square  
Redfern NSW 2016

## PRINCIPAL ACTIVITY

The Company operates a scientific and technological research and development park. Spread over 13.8 hectares, the park occupies the site of the heritage listed Eveleigh Railway workshops.

The principal activity of the Company during the financial year was to manage the commercial operations of the Australian Technology Park, which include property management and development, and the provision of convention and exhibition facilities.

There were no significant changes in the nature of the activities of the Company during the financial year.

## REVIEW AND RESULT OF OPERATIONS

The profit from ordinary activities for the year amounted to \$11.03m (2006: profit of \$1.59m).

During the financial year ended 30 June 2007, the company's investment property was re-valued and this resulted in a fair value profit adjustment of \$6.1m. ATP has been cash positive with a net cash increase of \$2.54m. Borrowings from T-corp amounted to \$28.3m. Excluding the non-operating and one-off items, the company's profit (before interest) of \$5.8m compares with the prior year profit of \$4.1m.

The results of the current year show a significant turnaround for the company. This has been made possible by the restructure of the company in the prior year, stringent financial and cost control measures, improved productivity and continued realignment of skills to meet the long term objectives of the company.

The construction of the NICTA Building at 13 Garden Street is progressing well and the project is on budget. The structure is now complete and interior fitout works are well progressed. January 30 was the first of many milestones in the current stage of development when delegates from the Defence Department visited the site to inspect the progress of the NICTA building.

The construction of new roads and supporting infrastructure including temporary car parks will involve the creation of a new entrance to the ATP along with new roads from the Henderson/Mitchell roads intersection to Central Avenue. The project is scheduled for completion in October 2007. When completed, it will add significant value in supporting major new developments such as the Channel 7 studios and the marketability of ATP's remaining development sites. Interest in the Park is at an all time high from potential corporations who would like to locate their offices to the Park.

## PROPERTY MANAGEMENT AND DEVELOPMENT

The leasing market for the ATP has remained relatively stable and experienced overall vacancy fluctuations between 2-4%. These vacancy figures compare quite favourably to the City Fringe catchment vacancy rate of about 8%. Markets are expecting a drop in vacancy levels as recent leasing activity appears to gain momentum.

The low vacancies enjoyed by ATP should continue, however there is an inherent risk as ATP may not be able to adequately accommodate the expansion needs of existing anchor tenants. This problem will be resolved with the new development already under way at ATP. It is however, reassuring to note that many anchor tenants such as the Cancer Institute, Consult Point, and Optium Australia Pty Ltd expanded their operations and leased additional space at ATP.

## CONFERENCE AND EXHIBITION CENTRE

Conference Centre revenue increased by \$1.2m during the current year. This was made possible by targeting major local and national events including trade shows, multi-day high yield conferences with an exhibition element, and special events including dinners, launches and entertainment. Sales blitzes to new and existing clients were held twice in the year and the Conference Centre continued to build and strengthen its working relationships with event producers and suppliers. Some of the big events hosted during the year include the Flight Centre Retail Ball, Fosters Australia Sportsman's Lunch, Woolworths Conference, AIA Gala Dinner and the 2007 Australian Idol auditions. Repeat business continues to be strong and there was an increase in the new client base.

## CAPITAL EXPENDITURE

ATP spent \$30.8m on capital works projects in 2006-07. Total works in progress as at 30 June 2007 is \$39.4m and relates mainly to the NICTA building, roads infrastructure and IT-related purchases.

## DEBT POSITION

There is a loan agreement between ATP and the Redfern-Waterloo Authority (parent) under which ATP borrowed \$28.3m for the construction of the NICTA/DSTO building.

## DIVIDENDS

The Company is limited by guarantee, and dividends are not payable in respect of 2006-07.

## STATE OF AFFAIRS

In the opinion of the Directors, there were no other significant changes in the state of affairs of the Company during the financial year under review.

## ENVIRONMENTAL REGULATION

The Company's operations are subject to various environmental regulations under both Commonwealth and State legislation, which sets the minimum requirements the Company must meet.

The Company monitors compliance with environmental regulations and the Directors are not aware of any significant breaches during the period covered by this report.

## EVENTS SUBSEQUENT TO BALANCE DATE

No item, transaction or event of a material and unusual nature has arisen between 30 June 2007 and the date of this report that has significantly affected the operations of the Company or will affect the state of affairs of the Company in subsequent years.

On 1 September 2007, the exterior northern wall of the International Business Centre and the air conditioning plant was destroyed by fire as a result of vandalism. The building is insured with GIO through the Treasury Managed Fund. GIO has advised that they have accepted the claim. All essential services to the building were restored with 36 hours and none of the tenants have been displaced. The total estimated cost of repairs is \$620k of which the air conditioning plant alone will be \$400k.

## LIKELY DEVELOPMENTS

The NSW Government has given project approval for the \$123m media complex at ATP. This will include a 12-storey commercial building and television studios for the relocation of Channel Seven in 2009 and Pacific Magazines in 2010. Preliminary works including archaeological investigations have already commenced. Remediation works are likely to start in November 2007, which will be followed by construction of building footings and the ground floor slab.

\$6m has been earmarked for the construction of a Heritage Walk to connect Australian Technology Park with the North Eveleigh Precinct. This project is jointly funded by the RWA and ATP. Project Managers and a design consortium have been appointed for this project. The program for the project is still under development, but preliminary assessment suggests completion by the end of 2009.

## AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001

The auditor's independence declaration is set out on page 39 and forms part of the Directors' Report for the year ended 30 June 2007.

## DIRECTORS' BENEFITS

Since 30 June 2006 no Director has received, or has become entitled to receive, a benefit because of a contract that the Director, a firm of which the Director is a member, or any entity in which the Director has a substantial financial interest has made (during the year ended 30 June 2007 or at any other time) with:

- a) the Company;
- b) an entity that the contact was made or when the Director received, or became entitled to receive, any benefit (if any).

## INDEMNIFICATION AND INSURANCE OF OFFICERS AND AUDITORS

During or since the financial year, the Company has not indemnified, or made a relevant agreement for indemnifying, against liability of any present or former officer or auditor of the Company as contemplated by subsections 309A(1) and (2) of the Corporations Act 2001.

During the financial year, the Company paid a premium under a contract of Directors and Officers Insurance. Disclosure of the nature of the liability and the amount of the premium is prohibited by the confidentiality clause of the contract of insurance.

## ROUNDING OFF

The Company is of a kind referred to in ASIC Class Order 98/100 dated 10 July 1998 and in accordance with that Class Order, amounts in the financial report and Directors' Report have been rounded to the nearest thousand dollars, unless otherwise stated.

This report is made in accordance with a resolution of the Directors made pursuant to S298(2) of the Corporations Act 2001.

## ON BEHALF OF THE DIRECTORS



**ROBERT DOMM**  
Managing Director  
Australian Technology Park  
Sydney

24 October 2007

# DIRECTORS' DECLARATIONS

38

In accordance with a resolution of the Board of Directors of Australian Technology Park Precinct Management Limited made pursuant to section 295(5) of the Corporations Act 2001, we hereby declare that:

1. The financial statements and notes as set out on the pages that follow:

- (a) comply with Accounting Standards, the Public Finance and Audit Act 1983 and the Corporations Act 2001 and Corporations Regulations; and
- (b) give a true and fair view of the company's financial position as at 30 June 2007 and of its performance for the year ended on that date;

2. In the Directors' opinion, there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

On behalf of the Directors



DR COLIN GELLATLY  
Chairman



ROBERT DOMM  
Managing Director

Australian Technology Park Precinct Management Limited  
Sydney, dated 24 October 2007

# AUDITORS' INDEPENDENCE DECLARATIONS:

39



To the Directors  
Australian Technology Park Precinct Management Limited

Auditor's Independence Declaration

As auditor for the audit of Australian Technology Park Precinct Management Limited for the year ended 30 June 2007, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- The independence requirements of the *Corporations Act 2001* in relation to the audit, and
- Any applicable code of professional conduct in relation to the audit.



James Sugumar  
Acting Director, Financial Audit Services

23 October 2007  
SYDNEY

# INDEPENDENT AUDITOR'S REPORT:



## INDEPENDENT AUDITOR'S REPORT

### AUSTRALIAN TECHNOLOGY PARK PRECINCT MANAGEMENT LIMITED

To Members of the New South Wales Parliament and Members of Australian Technology Park Precinct Management Limited

I have audited the accompanying financial report of Australian Technology Park Precinct Management Limited (the Company), which comprises the balance sheet as at 30 June 2007, and the income statement, statement of recognised income and expense and cash flow statement for the year then ended, a summary of significant accounting policies and other explanatory notes.

#### **Auditor's Opinion**

In my opinion, the financial report Australian Technology Park Precinct Management Limited:

- is in accordance with the *Corporations Act 2001*, including:
  - giving a true and fair view of the Company's financial position as at 30 June 2007 and of its performance for the year ended on that date; and
  - complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001.
- is in accordance with section 41B of the *Public Finance and Audit Act 1983* (the PF&A Act) and the Public Finance and Audit Regulation 2005.
- also complies with International Financial Reporting Standards as discussed in Note 1.

#### **The Director's Responsibility for the Financial Report**

The Directors of the Company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the PF&A Act and the Corporations Act 2001. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. In Note 1, the directors also state, in accordance with Accounting Standard AASB 101 'Presentation of Financial Statements' that the financial report, comprising the financial statements and notes, complies with International Financial Reporting Standards.

# INDEPENDENT AUDITOR'S REPORT:

#### **Auditor's Responsibility**

My responsibility is to express an opinion on the financial report based on my audit. I conducted my audit in accordance with Australian Auditing Standards. These Auditing Standards require that I comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance 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 Company'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 Company'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.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

My opinion does *not* provide assurance:

- about the future viability of the Company,
- about the effectiveness of its internal controls, or
- that it has carried out its activities effectively, efficiently and economically.

#### **Independence**

In conducting this audit, the Audit Office has complied with the independence requirements of the Corporations Act 2001. The PF&A Act further promotes independence by:

- providing that only Parliament, and not the executive government, can remove an Auditor-General, and
- mandating the Auditor-General as auditor of public sector agencies but precluding the provision of non-audit services, thus ensuring the Auditor-General and the Audit Office are not compromised in their role by the possibility of losing clients or income.

I confirm that the independence declaration required by the *Corporations Act 2001*, provided to the directors of Australian Technology Park Precinct Management Limited on 23 October 2007, would be in the same terms if provided to the directors as at the date of this auditor's report.

James Sugumar  
Acting Director, Financial Audit Services

25 October 2007  
SYDNEY

# INCOME STATEMENT:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	NOTES	2007	2006
		\$'000	\$'000
<b>Revenue</b>			
Revenue from continuing operations	2(a)	13,491	11,465
Other Income	2(b)	342	464
Changes in fair value of Investment Property	2(b)	6,132	(2,452)
Investment Income		1,469	1,095
		<b>21,434</b>	<b>10,572</b>
<b>Expenses</b>			
Place management expenses	2(d)	(5,548)	(4,664)
Administration costs	2(d)	(1,770)	(1,991)
Employee related expenses		(1,352)	(1,466)
Depreciation and amortisation		(592)	(595)
Finance Costs		(1,138)	(257)
		<b>(10,400)</b>	<b>(8,973)</b>
<b>Profit before income tax</b>		<b>11,034</b>	<b>1,599</b>
Income tax expense	1(k)	-	-
<b>Profit after tax from continuing operations</b>		<b>11,034</b>	<b>1,599</b>
<b>Net Profit for the period</b>		<b>11,034</b>	<b>1,599</b>
<b>Net Profit attributable to the parent entity</b>		<b>11,034</b>	<b>1,599</b>

The accompanying notes form part of these statements

# BALANCE SHEET:

AS AT  
30 JUNE 2007

	NOTES	2007	2006
		\$'000	\$'000
<b>Current Assets</b>			
Cash and cash equivalents	3	24,452	21,905
Receivables	4	1,953	946
Lease incentive asset	8	66	107
<b>Total Current Assets</b>		<b>26,471</b>	<b>22,958</b>
<b>Non Current Assets</b>			
Investment Property	5	31,500	25,368
Property, plant and equipment	6	41,001	10,378
Intangible assets	7	28	66
Lease incentive asset	8	38	86
<b>Total Non Current Assets</b>		<b>72,567</b>	<b>35,898</b>
<b>Total Assets</b>		<b>99,038</b>	<b>58,856</b>
<b>Current Liabilities</b>			
Payables	9	6,451	2,698
Provisions	10	134	78
<b>Total Current Liabilities</b>		<b>6,585</b>	<b>2,776</b>
<b>Non Current Liabilities</b>			
Provisions	11	12	29
Loans from Parent Entity	12	28,305	4,050
Operating Lease Rent Payable	16B	10,206	9,344
Finance Lease Liability	16B	4,547	4,308
<b>Total Non Current Liabilities</b>		<b>43,070</b>	<b>17,731</b>
<b>Total Liabilities</b>		<b>49,655</b>	<b>20,507</b>
<b>Net Assets</b>		<b>49,383</b>	<b>38,349</b>
<b>Equity</b>			
Retained profits	13	49,383	38,349
<b>Total Equity</b>		<b>49,383</b>	<b>38,349</b>

The accompanying notes form part of these statements

# STATEMENT OF RECOGNISED INCOME AND EXPENSE:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	NOTES	2007	2006
		\$'000	\$'000
Profit for the year		11,034	1,599
Total recognised income and expense for the year		11,034	1,599
Attributable to:			
Equity holders of the parent entity		11,034	1,599

The accompanying notes form part of these statements

# CASH FLOW STATEMENT:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	NOTES	2007	2006
		\$'000	\$'000
		INFLOW/ (OUTFLOW)	INFLOW/ (OUTFLOW)
<b>Cash flows from Operating Activities</b>			
Receipts from customers		14,292	12,726
Payments to suppliers and employees		(5,391)	(7,937)
Interest received		1,469	1,095
Interest paid		(899)	(29)
<b>Net cash provided by Operating Activities</b>	14 (b)	9,471	5,855
<b>Cash flows from Investing Activities</b>			
Payments for property, plant and equipment		(31,179)	(5,415)
<b>Net cash (used in) Investing Activities</b>		(31,179)	(5,415)
<b>Cash flows from Financing Activities</b>			
Loans from parent entity		24,255	4,050
<b>Net cash (used in) Financing Activities</b>		24,255	4,050
<b>Net increase in cash held</b>		2,547	4,490
Cash at the start of the financial year		21,905	17,415
<b>Cash at the end of the financial year</b>	14 (a)	24,452	21,905

The accompanying notes form part of these statements

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 1. SUMMARY OF ACCOUNTING POLICIES

### Reporting entity

The Australian Technology Park Precinct Management Limited ("the Company") is a wholly owned subsidiary of the Redfern-Waterloo Authority ("the Authority"). It is a Company limited by guarantee. The Company is responsible for the day-to-day management of the Australian Technology Park located at Eveleigh in Sydney, NSW.

The financial report is a general-purpose financial report which has been prepared on an accrual basis and in accordance with Australian Accounting Standards, Australian Accounting Interpretations, Public Finance and Audit Act 1983 (the "Act") and Regulations, Financial Reporting Directions issued by the Treasurer under section 9(2)(n) of the Act and the Corporations Act 2001. The financial statements and notes of the Company also comply with International Financial Reporting Standards.

The financial report has been prepared on the basis of historical cost, except for the revaluation of certain non-current assets. Cost is based on the fair values of the consideration given in exchange for assets.

In the application of accounting standards management is required to make judgments, estimates and assumptions about carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstance, the results of which form the basis of making the judgments. Actual results may differ from these estimates.

The 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 if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods. Judgments made by management in the application of A-IFRS that have significant effects on the financial statements and estimates with a significant risk of material adjustments in the next year are disclosed, where applicable, in the relevant notes to the financial statements.

Accounting policies are selected and applied in a manner which ensures that the resulting financial information satisfies the concepts of relevance and reliability, thereby ensuring that the substance of the underlying transactions or other events is reported.

The accounting policies set out below have been applied in preparing the financial statements for the year ended 30 June 2007.

The financial report is presented in Australian Dollars and all values are rounded to the nearest thousand dollars (\$'000) unless otherwise stated under the option available to the Company under ASIC class order 98/100. The Company is an entity to which the class order applies.

The financial report for the year ended 30 June 2007 has been authorised for issue by the Board on 24 October 2007.

The following significant accounting policies have been adopted in the preparation and presentation of the financial report:

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (a) Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised:

### Rendering of services

Revenue from a contract to provide services is recognised by reference to the stage of completion of the contract.

Revenue is classified as rental revenue and revenue from conference centre activities. All revenue realised by the Company is from its operating activities (rental and conference centre hire).

### Interest revenue

Interest revenue is recognised on a time proportionate basis that takes into account the effective yield on the financial asset.

## (b) Grants

Grants are recognised as revenue when the company obtains control over the assets. Control over grants is normally obtained upon receipt of cash.

## (c) Trade and other receivables

Trade receivables, which generally have 15 day terms, are recognised and carried at original invoice amount less an allowance for any uncollectible amounts. An allowance for doubtful debt is made when there is objective evidence that the Company will not be able to collect the debts. Bad debts are written off when identified.

## (d) Employee benefits

Provision is made for benefits accruing to employees in respect of wages and salaries, annual leave and long service leave, when it is probable that settlement will be required and they are capable of being measured reliably.

Provisions made in respect of wages and salaries and annual leave expected to be settled within twelve months, are measured at their nominal values using the remuneration rate expected to apply at the time of settlement. No liability is recognised when sick leave taken is less than the accrued sick leave in any reporting period.

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures, periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currencies that match, as closely as possible, the estimated future cash outflows.

Superannuation schemes to which employees belong are fully funded, resulting in no liabilities to the Company. Contributions are expensed when incurred.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (e) Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of goods and services tax (GST), except:

- i. where the amount of GST incurred is not recoverable from the taxation authority, it is recognised as part of the cost of acquisition of an asset or as part of an item of expense; or
- ii. for receivables and payables which are recognised inclusive of GST.

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

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

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

## (f) Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash in banks and short-term investments in NSW Treasury Corporation's Hour-Glass cash facilities.

## (g) Financial assets

The classification of financial assets depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

## (h) Investment property

Investment property, which is property held to earn rentals and/or for capital appreciation, is measured at its fair value at the reporting date. The fair value of investment property is reviewed at the end of each reporting period to ensure that its carrying value is not materially different from its fair value. The fair value represents the amount at which the assets could be exchanged between a knowledgeable willing buyer and a knowledgeable willing seller in an arm's length transaction at the date of valuation, in accordance with Australian Valuation Standards. The fair value is determined on the basis of an independent valuation at a maximum of every 3 years, prepared by external valuation experts, Colliers International Consultancy and Valuation Pty Ltd based on discounted cash flows or capitalisation of net income (as appropriate). The last revaluation was completed on 31 May 2007 and has resulted in a fair value adjustment (increment) of \$6.1m.

Gains or losses arising from changes in the fair value of investment property are included in income statement in the period in which they arise.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (i) Property, plant and equipment

Leasehold improvements, furniture and fittings, and plant and equipment are stated at cost less accumulated depreciation and impairment. The cost of leasehold improvements to or on leasehold properties includes the cost of all materials used in the construction, direct labour on the project, other consultancy and development costs. Art and artefacts are stated at cost.

Depreciation is provided on all property, plant and equipment excluding work-in-progress and Art and Artefacts. Depreciation is calculated on a straight line basis so as to write off the net cost of each asset over its expected useful life to its estimated residual value. Leasehold improvements are depreciated over the period of the lease or estimated useful life, whichever is the shorter, using the straight line method. The estimated useful lives, residual values and depreciation method is reviewed at the end of each annual reporting period.

The following estimated useful lives are used in the calculation of depreciation:

• Furniture and fittings	4-5 years
• Plant and equipment	3-4 years
• Leasehold improvements	**

\*\* Shorter of the period of the lease or useful life.

## (j) Impairment of assets

At each reporting date, the Company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the entity estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. 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 which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised in profit or loss immediately, unless the relevant asset is carried at fair value, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash-generating unit) in prior years. A reversal of an impairment loss is recognised in profit or loss immediately, unless the relevant asset is carried at fair value, in which case the reversal of the impairment loss is treated as a revaluation increase.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (k) Income tax

On 16 February 2005, a private ruling was made in favour of the Company, where it was deemed that Section 24AM of Income Tax Assessment Act 1936 will apply to exempt the Company's income from the imposition of income tax. The private rule will be in effect to the year ended 30 June 2007. On 8 January 2007, another private ruling was made in favour of the Company extending the date of exemption to 30 June 2010.

## (l) Trade and other payables

Trade and other payables are carried at amortised costs and represent liabilities for goods and services provided to the Company prior to the end of the financial year that are unpaid and arise when the Company becomes obliged to make future payments resulting from the purchase of goods and services. The average credit period is 30 days.

## (m) Provisions

Provisions are recognised when the Company has a present obligation, the future sacrifice of economic benefits is probable, and the amount of the provision can be measured reliably.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cashflows estimated to settle the present obligation, its carrying amount is the present value of those cash flows. Provisions are discounted using a current pre-tax rate that reflects the risks specific to the liability.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is probable that recovery will be received and the amount of the receivable can be measured reliably.

## Onerous contracts

An onerous contract is considered to exist where the Company has a contract under which the unavoidable cost of meeting the contractual obligations exceed the economic benefits estimated to be received. Present obligations arising under onerous contracts are recognised as a provision to the extent that the present obligation exceeds the economic benefits estimated to be received.

There are no onerous contracts for the financial year ended 30 June 2007 or the prior year.

## (n) Borrowings

Borrowings are recorded initially at fair value, net of transaction costs. Borrowing costs are recognised as expense when incurred.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (o) Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

### The Company as lessor

Rental income from operating leases is recognised on a straight-line basis over the term of the relevant lease.

### The Company as lessee

Assets held under finance leases are initially recognised at their fair value, or, if lower, at amounts equal to the present value of the minimum lease payments, each determined at the inception of the lease. The corresponding liability to the lessor is included in the balance sheet as a finance lease obligation.

Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly against income, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the Company's general policy on borrowing costs.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

### Lease incentives

In the event that lease incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefits of incentives are recognised as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

## (p) Comparative information

Comparative information is not presented as these are general-purpose financial statements prepared for the parent entity for its purpose of preparing consolidated financial statements as at 30 June 2007 in accordance with A-IFRS.

## (q) Restatement of prior years figures in the income statement per AASB 108

Prior year's figures in the segment reporting (note 19) have been restated as per AASB 108. This was done erroneously. There are no other changes to prior year's figures elsewhere in the annual report.



# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 3 CASH AND CASH EQUIVALENTS

Cash on hand and at bank		
Investment in NSW Treasury Corporation "Hour-Glass" cash facility		

	2,007	2,006
	\$'000	\$'000
	652	915
	23,800	20,990
	24,452	21,905

In the current year, the Company placed surplus cash in the NSW Treasury Corporation's "Hour-Glass" cash facility. The investment is represented by a number of units of a management investment pool with each particular pool having different horizons and being comprised of a mix of asset classes appropriate to that investment horizon. NSW Treasury Corporation appoints and monitors the application of appropriate investment guidelines.

The investment is generally able to be redeemed daily by 11 am. The value of the investment held can decrease as well as increase depending on market conditions. The value of the above investment represents the company's share of the value of the underlying assets of the facility, and those assets as stated at net value. The weighted average rate of return on these investments during the year was 6.41%.

## 4 CURRENT TRADE AND OTHER RECEIVABLES

Trade receivables		
Allowance for doubtful debts		
Goods and services tax recoverable		
Other receivables		

	1,081	735
	( 64)	( 49)
	1,017	686
	932	235
	4	25
	1,953	946

## 5 INVESTMENT PROPERTY

The fair value of the company's investment property has been arrived at on the basis of a valuation carried out on 31 May 2007 by Messrs Colliers International Consultancy and Valuation Pty Limited, independent valuers not related to the company. The valuation, which conforms to Australian valuation Standards, was arrived at by reference to market evidence of transaction prices for similar properties.

Balance at the beginning of financial year		
Changes in fair value under AASB 140.50(d)		
Gains from fair value adjustment per property valuation		
Balance at the end of financial year		

	25,368	27,820
	-	( 3,182)
	6,132	730
	31,500	25,368

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 6 PROPERTY, PLANT AND EQUIPMENT

(a) Amounts shown in the Statement of Financial Position are derived as follows:

### Leasehold improvements

At cost		
Accumulated amortisation		

	2,007	2,006
	\$'000	\$'000
	2,633	2,407
	( 1,556)	( 1,484)
	1,077	923

### Furniture & fittings

At cost		
Accumulated depreciation		

	990	888
	( 794)	( 667)
	196	221

### Plant and equipment

At cost		
Accumulated depreciation		

	1,725	1,701
	( 1,447)	( 1,110)
	278	591

### Art & Artefacts

At cost		
---------	--	--

	5	5
	5	5

### Work in progress

--	--	--

	39,445	8,638
--	--------	-------

### Total property, plant and equipment

At Cost		
Accumulated depreciation		

	41,001	10,378
	44,798	13,639
	( 3,797)	( 3,261)

### Total property, plant and equipment

	41,001	10,378
--	--------	--------

	41,001	10,378
--	--------	--------

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (b) Reconciliations

Reconciliations of the carrying amounts of each class of property, plant and equipment at the beginning and end of the financial year are set out below.

### Leasehold improvements

	2,007	2,006
	\$'000	\$'000
Carrying amount at beginning	923	1,000
Additions	225	-
Depreciation expense	(71)	(77)
<b>Closing balance</b>	<b>1,077</b>	<b>923</b>

### Furniture and fittings

Carrying amount at beginning	221	338
Additions	101	-
Depreciation expense	(126)	(117)
<b>Closing balance</b>	<b>196</b>	<b>221</b>

### Plant and equipment

Carrying amount at beginning	591	925
Additions	45	39
Asset write offs	(2)	-
Depreciation expense	(356)	(373)
<b>Closing balance</b>	<b>278</b>	<b>591</b>

### Art & Artefacts

Carrying amount at beginning	5	5
<b>Closing balance</b>	<b>5</b>	<b>5</b>

### Work in progress

Carrying amount at beginning	8,638	3,356
Additions	30,807	5,282
<b>Closing balance</b>	<b>39,445</b>	<b>8,638</b>

### Total property, plant and equipment

Carrying amount at beginning	10,378	5,624
Additions	31,179	5,321
Asset write offs	(2)	-
Depreciation expense	(554)	(567)
<b>Closing balance</b>	<b>41,001</b>	<b>10,378</b>

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 7 OTHER INTANGIBLE ASSETS

(a) Amounts shown in the Statement of Financial Position are derived as follows:

### Software

	2,007	2,006
	\$'000	\$'000
At cost	94	94
Accumulated amortisation	(66)	(28)
	<b>28</b>	<b>66</b>

(b) Reconciliations

Reconciliations of the carrying amounts of each class of other intangible assets at the beginning and end of the financial year are set out below.

### Software

Carrying amount at beginning	66	-
Additions	-	94
Depreciation expense	(38)	(28)
<b>Closing balance</b>	<b>28</b>	<b>66</b>

## 8 LEASE INCENTIVE

### Current lease incentive asset

Lease incentive granted to lessees	66	107
	<b>66</b>	<b>107</b>

### Non-current lease incentive asset

Lease incentive granted to lessees	38	86
	<b>38</b>	<b>86</b>

## 9 CURRENT PAYABLES

### Current

Trade Payables and accruals	5,082	1,664
Amounts payable to parent entity	299	11
Event and tenant deposits	952	789
Other Payables	118	234
	<b>6,451</b>	<b>2,698</b>

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	2,007	2,006
	\$'000	\$'000
<b>10 CURRENT PROVISIONS</b>		
Annual leave	108	78
Long Service leave	26	-
	<b>134</b>	<b>78</b>
<b>11 NON-CURRENT PROVISIONS</b>		
Long service leave	12	29
<b>12 NON CURRENT INTEREST BEARING LIABILITIES</b>		
Loan from parent entity	28,305	4,050
	<b>28,305</b>	<b>4,050</b>

The loan from the parent entity is taken to fund the construction of Building D. A loan agreement is in place and the Company pays commercial rates of interest to the parent entity. Building D is estimated to cost \$47.5m.

	2007	2006
<b>13 RETAINED PROFITS</b>		
Balance at beginning of the year	38,349	36,750
Current year net profit	11,034	1,599
Balance at end of the year	<b>49,383</b>	<b>38,349</b>

## 14 RECONCILIATION OF CASH

### (a) Reconciliation of cash

For the purposes of the cash flow statement, cash includes cash on hand and in banks and liquid investment in NSW Treasury Corporation "Hour-Glass" cash facility. Cash at the end of the financial year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

	2007	2006
Cash and cash equivalents (Note 3)	24,452	21,905
	<b>24,452</b>	<b>21,905</b>

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	2,007	2,006
	\$'000	\$'000
<b>(b) Reconciliation of profit/(Loss) for the period to net cash provided by operating activities</b>		
Net profit	11,034	1,599
<b>Adjustments for non-cash items</b>		
Asset Write Offs	2	-
Depreciation of non-current assets	592	595
Change in fair value of investment property measured at fair value through income statement	(6,132)	2,452
Unwinding of discount related to finance lease liability	239	228
Recognition of operating lease incentive in accordance with UIG Interpretation 115	89	189
Operating Lease	862	863
Provision for doubtful debts	15	26
<b>Net profit before working capital changes</b>	<b>6,701</b>	<b>5,952</b>
<b>Changes in net assets and liabilities:</b>		
Increase in Receivables	(1,022)	(604)
Increase in Creditors	3,753	503
Increase in provisions	39	4
<b>Net cash flows from operating activities</b>	<b>9,471</b>	<b>5,855</b>
<b>15 COMMITMENTS FOR EXPENDITURE</b>		
Contracted as at balance date (inclusive of GST)		
Payable within one year	10,449	28,710
Payable later than one and not later than five years	-	11,880
	<b>10,449</b>	<b>40,590</b>

The above includes GST input tax of \$950k that is expected to be recoverable from the Australian Taxation Office. The capital expenditure commitments relate to the construction of the new building on the Australian Technology Park site.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	2,007	2,006
	\$'000	\$'000

## 16 LEASES

### (a) Disclosures for the Company as lessor

#### Operating leases

Operating leases relate to the investment property referred to in Note 5 to the financial statements. Lease terms range between three and five years, with no option to extend. All operating lease contracts contain market review clauses in the event that the company exercises its option to renew. The lessee does not have an option to purchase the property at the expiry of the lease period.

#### Non-cancellable operating lease receivables

Not later than one year	4,649	6,466
Later than one and not later than five years	5,043	8,573
Later than five years	14,340	14,334
<b>Total including GST</b>	<b>24,032</b>	<b>29,373</b>

The above includes GST output tax of \$2.18m that is expected to be paid to the Australian Taxation Office. The income commitments relate to rent leases. All receivable leases are entered into at commercial rates and terms. Regular market valuations and tendering processes are carried out to ensure commercial arrangements are maintained.

### (b) Disclosures for the Company as lessee

#### Operating leases

Operating leases relate to the heritage land and buildings with lease term of 99 years. The company does not have an option to purchase the leased asset at the expiry of the lease period.

#### Non-cancellable operating lease payments

Not later than one year	-	-
Later than one and not later than five years	-	-
Later than five years	68,225	68,225
	<b>68,225</b>	<b>68,225</b>

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

	2,007	2,006
	\$'000	\$'000

In respect of non-cancellable operating leases the following have been recognised:

#### Current

#### Lease incentive asset (note 8)

	66	107
--	----	-----

#### Non-current

#### Lease incentive asset (note 8)

	38	86
--	----	----

#### Operating lease payable

	(10,206)	(9,344)
--	----------	---------

#### Finance leases

Finance leases relate to the Bio-medical buildings with lease term of 99 years. The company does not have an option to purchase the leased asset at the expiry of the lease period.

#### Minimum lease payments, later than 5 years \*

	30,525	30,525
--	--------	--------

#### Less: Future finance charges

	(25,978)	(26,217)
--	----------	----------

#### Present value of minimum lease payments

	4,547	4,308
--	-------	-------

Included in the financial statements as:

#### Non-current finance lease liability

	4,547	4,308
--	-------	-------

\*Minimum future lease payments includes the aggregate of all lease payments and any guaranteed residual.

## 17 AUDITORS REMUNERATION

The auditor of the Company is The Audit Office of NSW  
(Corporation ACT :s300(1 1B)(a),(1 1C)(a))

### (a) Amount received or due and receivable by the Audit Office of NSW for: an audit of the financial report of the entity.

	58	52
--	----	----

### (b) Amount received or due and receivable by other organisations for: other non audit services(IFRS advice, accounting and probity services)

	153	144
--	-----	-----

	<b>211</b>	<b>196</b>
--	------------	------------

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 18 DIRECTORS AND EXECUTIVE DISCLOSURE

### (a) Details of Key Management Personnel

#### i Directors

Professor David Richmond (Chairman - resigned 1 July 2007)

Mr Michael Collins

Mr Richard Johnson

Ms Lucy Hughes Turnbull

Professor Mick Reid (resigned 30 June 2007)

Mr Jon Isaacs

Dr Colin Gellatly - Chairman (appointed 1 July 2007)

Ms Ann Weldon (appointed 11 July 2007)

Mr Robert Domm - Managing Director

#### ii Executives

Mr Sanjeev Goyal - Executive Manager Business & Finance

Mr Graham Stevens - Asset Manager

Ms Ruby Chronis - Director of Marketing & Sales

From 1 July 2007, Professor David Richmond has resigned as Chairman and Dr Colin Gellatly has been appointed as Chairman to the Company Board. Ann Pauline Weldon has also been appointed as a board member in place of Professor Mick Reid.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## (b) Compensation of Key Management Personnel

### Directors Compensation

Directors did not receive any remuneration from the company during the financial year ended 30 June 2007. Directors did not receive any loans or advances or other forms of compensation during the financial year.

### Executive Compensation

#### Objective

The company aims to reward executives with a level and mix of compensation commensurate with their position and responsibilities within the company as to

- reward executives for company, business unit and individual performance against targets set by appropriate benchmarks;
- link rewards with the strategic goals and performance of the company; and
- ensure total compensation is competitive by market standards.

The Managing Director of the company does not get paid by the company. He is also the CEO of the Redfern-Waterloo Authority (parent entity) and gets remunerated by the parent.

## (c) Related Party Disclosures

Terms and conditions of transactions with related parties

Sales to and purchases from related parties are made in arm's length transactions both at normal market prices and on normal commercial terms.

The Directors or Executives of the Company do not currently hold or have held positions with organisations that the company had dealings with.

Compensation of Current Key Management Personnel:

Number	Salary	Superannuation	Performance related bonus
	\$'000	\$'000	\$'000
0	50-100	1-10	1-10
3	100-150	10-20	10-50

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 19 SEGMENT REPORTING

The Company operates in one geographical area, Sydney, Australia. For management reporting purposes, the Company is organised into two divisions - property management and conferencing. Property management involves the development and management of operating land and building assets in the Sydney Metropolitan area. Conferencing involves the provision of multi-purpose meeting rooms and spaces for corporate conferences and special events.

	Property Management		Conferencing		Unallocated Corporate		Total	
	2007	2006	2007	2006	2007	2006	2007	2006
	\$ 000	\$ 000	\$ 000	\$ 000	\$ 000	\$ 000	\$ 000	\$ 000
External segment revenue	17,367	7,730	4,067	2,842	-	-	21,434	10,573
Segment result	11,766	2,038	1,269	681	(2,001)	(1,120)	11,034	1,599
Segment assets	96,685	56,640	2,353	2,216	-	-	99,038	58,856
Segment liabilities	5,976	2,371	619	434	43,060	17,702	49,655	20,507
Other Segment Information:								
- Depreciation	531	534	61	61	-	-	592	595
- Acquisition of property, plant and equipment and intangible assets	31,179	5,415	-	-	-	-	31,179	5,415

Segment liabilities for unallocated corporate for 2006 has been restated from \$4,050k to \$17,702k. Depreciation for Property Management for 2006 has been restated from \$474k to \$534k. The above for the prior year were incorrectly stated for this note only.

# NOTES TO FINANCIAL STATEMENTS:

FOR THE FINANCIAL YEAR ENDED  
30 JUNE 2007

## 20 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Company's principal financial instruments comprise finance leases, cash and short term deposits.

The main purpose of these financial instruments is to fund company's operations. The Company has various other financial instruments such as debtors and trade creditors, which arise directly from its operations.

It is, and has been throughout the period under review, the Company's policy that no trading in financial instruments shall be undertaken.

The main risks arising from the Company's financial instruments are interest rate risk, liquidity risk and credit risk. The executive reviews and agrees policies for managing each of these risks and they are summarised below.

### (a) Interest rate risk

The company has no significant interest rate risk during the financial year. Surplus cash held in NSW Treasury Corporation's "Hour-Glass" cash facilities earn interest at weighted average interest rate of 6.41% per annum.

### (b) Credit risk

The credit risk on financial assets of the company which have been recognised in the balance sheet is generally the carrying amount, net of any impairment losses. The Company trades with recognised, creditworthy third parties.

Receivable balances are monitored on an ongoing basis with the result that the Company's exposure to bad debts is not significant.

### (c) Net fair values of financial assets and liabilities

The carrying amount of financial assets and financial liabilities recorded in the financial statements approximate their net fair values.

### (d) Liquidity risk

The Company's objective is to maintain a satisfactory level of liquidity. The Company has no significant borrowings for the day to day operations. The Company borrows money only for the purpose of capital projects which is through its parent entity.

## 21 EVENTS AFTER BALANCE DATE

On 1 September 2007 at the Australian Technology Park, the exterior northern wall of the International Business Centre and the air conditioning plant was destroyed by fire as a result of vandalism. The building is insured with GIO through the Treasury Managed Fund. GIO has advised that they have accepted the claim. All essential services to the building were restored within 36 hours and none of the tenants have been displaced. The total estimated cost of repairs is \$620k of which the air conditioning plant alone will be \$400k.

## 22 CONTINGENT ASSETS AND LIABILITIES

The Company has entered into an agreement for lease with ATP partnership (ATPP) to develop offices and TV studios with 750 car spaces on site B, known as the ATP Channel Seven development. On completion, the Company will own 750 car spaces within the development, of which 400 will be leased at a peppercorn rental to ATPP and the remainder will be owned and managed by the Company. In addition ATPP will deliver \$2.6m in public domain works including the new pocket park, 3000sqm plaza and on completion of the Locomotive Street as part of the development.

Land remediation is necessary before any infrastructure development can take place. The exact amount and the nature of the remediation works can be reliably measured at this time.

## END OF AUDITED FINANCIAL STATEMENTS

# APPENDICES:

Where appropriate these appendices relate to the Authority, which wholly owns the Company.

## CONSULTANTS

Consultants up to \$30,000	Nil
Consultants over \$30,000	Nil
<b>TOTAL</b>	Nil

### CORPORATE CREDIT CARDS

Three Company Staff members hold corporate credit cards. The credit limit is \$5,000 as approved by the Company Board. The Company applies the Corporate Credit Card Policy, which meets NSW Treasury's guidelines. Cardholders are required to observe the policy and complete a monthly reconciliation report.

### RISK MANAGEMENT AND INSURANCE

The Company is covered for workers compensation, motor vehicle accidents, property loss, public liability and various other insurable risks through its parent organisation which makes contribution to the Treasury Managed Funds.

It is a requirement that all suppliers to the Company have the appropriate insurance coverage, including public liability, professional indemnity and product risk.

### CONSUMER RESPONSE

The Company is committed to handling public enquiries courteously and efficiently and, in the case of complaints, to responding to issues quickly, equitably and in accordance with procedures detailed in Complaints Handling Policy, which it applies to its operations.

### DISABILITY ACCESS PLAN

Under the disability access policy, the Company aims to provide all people with reasonable access to the resources and spaces governed by the company. This includes providing adequate parking places and ease of movement throughout the park.

The Company management will work closely with the Disability Access Advisory Group of the Authority to continually improve access for visitors, residents and workers within its precincts.

### ETHNIC AFFAIRS PRIORITIES STATEMENT

The Company recognises and values the different linguistic, religious, racial and ethnic backgrounds of all the people of NSW and endorses the four principles of multiculturalism as set out in the Community Relations Commission and Principles of Multiculturalism Act 2000. The Company complies with and endorses the provisions of the Equal Employment Opportunity legislation, which forms part of the NSW Anti-Discrimination Act 1977.

Staff come from a broad range of ethnic backgrounds, and are encouraged to use their language skills, particularly in relation to hosting international delegations.

Total Employees	13
Male Employees	7
Female Employees	6
Ethnic background	8
Males Senior Management Positions	2
Female Senior Management Positions	1

# APPENDICES:

### FREEDOM OF INFORMATION

No Freedom of Information requests were received.

### OCCUPATIONAL HEALTH, SAFETY AND REHABILITATION POLICY

The Company applies Occupational Health, Safety and Rehabilitation Policy to its operations. It's commitment to OHS&R is set out in this policy. The company is committed to the occupational health, safety and welfare of all its employees, those contracted to perform work on its behalf and visitors to its premises.

Because the Company undertakes such a diverse set of day-to-day activities, ranging from staging major events to hosting international delegations, the environments in which we work are broad. This presents a bigger challenge than many workplace environments.

The Company is committed to zero accidents and actively fosters an atmosphere that promotes a duty of care to co-workers, customers, contractors and visitors to the Australian Technology Park.

### WASTE REDUCTION AND PURCHASING POLICY

The Government's Waste Reduction and Purchasing Policy (WRAPP) requires all State Government agencies to develop and implement a WRAPP Plan to reduce waste and increase purchases of recycled content materials where they are both cost and performance competitive

Whilst the Company is a company limited by guarantee governed by Corporations Act, it is a wholly owned subsidiary of a government sector agency – The Redfern-Waterloo Authority. The Company Management regard it as prudent to integrate public sector principles and policies of sustainable environment management into its operations.

- The Company's environmental policy underpins the it's commitment to the principles of ecologically sustainable development in the provision of its services.

Copies of the the Company's Annual Report This is the seventh Annual Report for the Company. The total cost for external production and printing totalled \$41,454 (ex GST). It is available on the Company's and the Authority's websites: [www.atp.com.au](http://www.atp.com.au) [www.redfernwaterloo.nsw.gov.au](http://www.redfernwaterloo.nsw.gov.au)

### CONTACT DETAILS

Australian Technology Park  
Precinct Management Limited  
Bay 4, Locomotive Workshop  
Eveleigh NSW 1430

Phone: (02) 9209 4220  
Facsimile: (02) 9209 4222  
Office hours: 8.30am to 5.30pm  
Monday to Friday

ISSN: 1445-7369

## INDEX:

Appendices	66	Future Foundation	30
Auditors' Independence Declaration	39	Independent Auditor's Report	40
Australian Technology Park Showcase 2007	16	Index	68
Board Members	10	Management & Achievements	20
Conference & Exhibition Centre	27	Minister's Letter	06
Corporate Governance	12	Operational Structure	19
Directors' Declaration	38	Overview	08
Directors' Report	34	The APT Community	29
Expanding Our Horizon	02		
Financial Statements	42		
From the Chairman & Managing Director	07		

Designed By:

TONICCONNECTIVE™

Photography:

Darren Leigh Roberts



**AUSTRALIAN TECHNOLOGY PARK**  
PRECINCT MANAGEMENT LIMITED

## ANNUAL REPORT

---

Phone: 02 9209 4220  
Facsimile: 02 9209 4222

---

[www.atp.com.au](http://www.atp.com.au)

06/07