2016 Chief Finance Officers' Briefing

18 November 2016



Welcome and Introduction

Executive Director Infrastructure & Finance



State Finances – Latest Developments and Upcoming Milestones

Michael Court Deputy Under Treasurer



OVERVIEW

- Economic and Fiscal Outlook
 - 2015-16 Results
 - Recent Developments
- Mid-year Review
- 2017-18 Budget
- Agency Expenditure Reviews

RECAP - 2016-17 BUDGET

Key Aggregates

	2015-16	2016-17	2017-18	2018-19	2019-20
General government					
Revenue (\$m)	26,492	25,681	27,672	30,305	32,481
Growth (%)	-3.3	-3.1	7.8	9.5	7.2
Expenses (\$m)	28,529	29,596	29,565	30,502	31,394
Growth (%)	2.5	3.7	-0.1	3.2	2.9
Net operating balance (\$m)	-2,037	-3,914	-1,893	-197	1,086
Total Public Sector					
Net debt at 30 June (\$m)	27,860	33,838	38,258	40,040	40,193
Asset Investment Program (\$m)	5,212	5,862	6,134	5,698	5,175
Total Non-financial Public Sector					
Net debt to revenue (%)	77.5	91.2	95.3	92.4	88.2



2015-16 State Government Financial Results

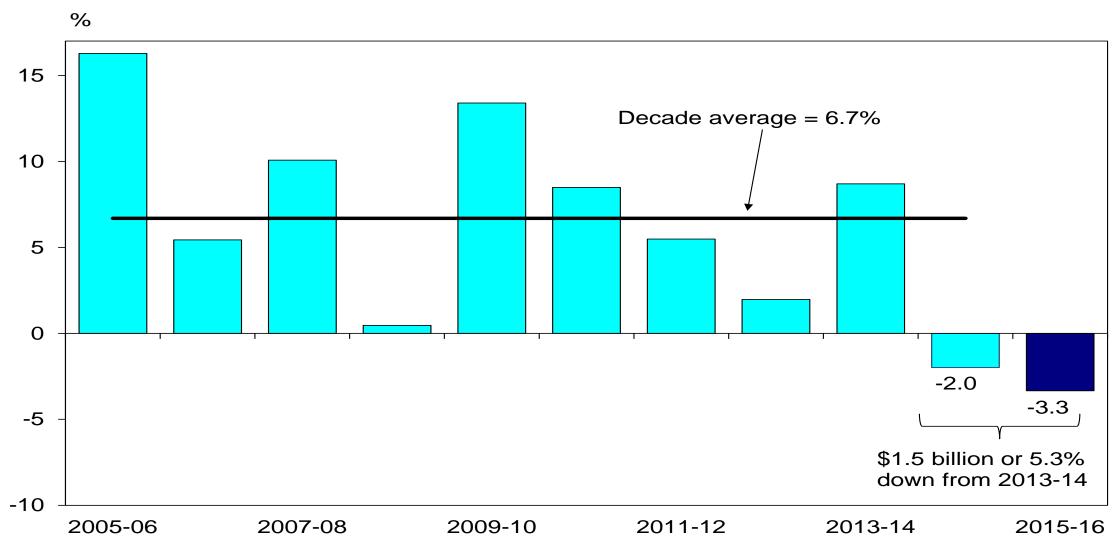
2015-16 KEY AGGREGATES

	2014-15	2015-16		
		Estimated		
	Actual	Outturn	Actual	
GENERAL GOVERNMENT SECTOR				
Net Operating Balance (\$m)	-431	-2,037	-2,021	
Revenue (\$m)	27,400	26,492	26,485	
Revenue Growth (%)	-2.0	-3.3	-3.3	
Expenses (\$m)	27,831	28,529	28,506	
Expense Growth (%)	2.2	2.5	2.4	
TOTAL PUBLIC SECTOR				
Net Debt at 30 June (\$m)	23,374	27,860	27,347	
Asset Investment Program (\$m)	5,777	5,212	5,237	
Gross Borrowings at 30 June (\$m)	44,252	49,821	51,852	

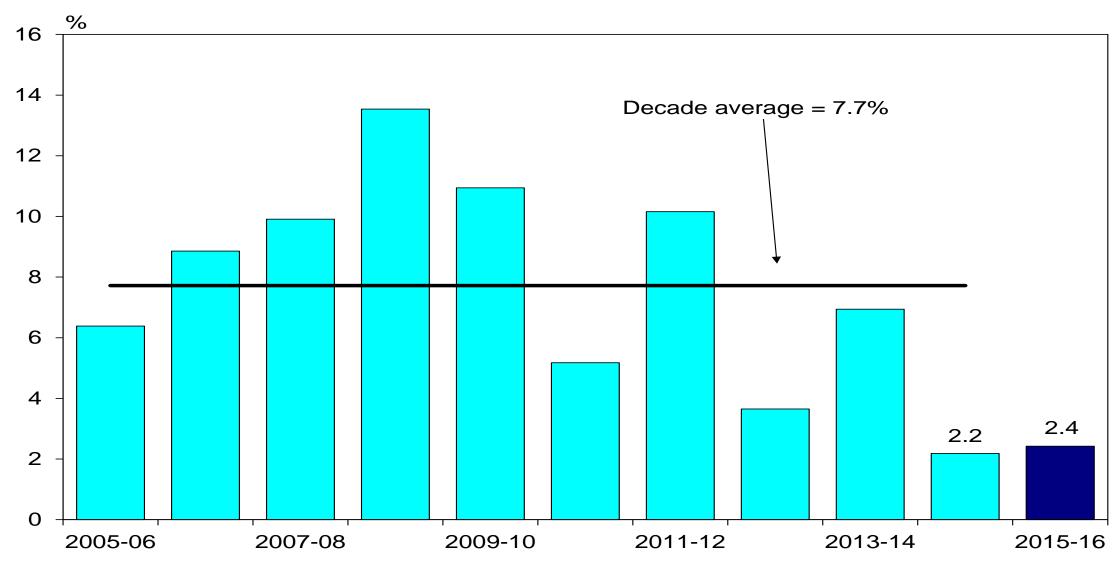
⁽a) For the total non-financial public sector.

REVENUE GROWTH

Declines in Consecutive Years

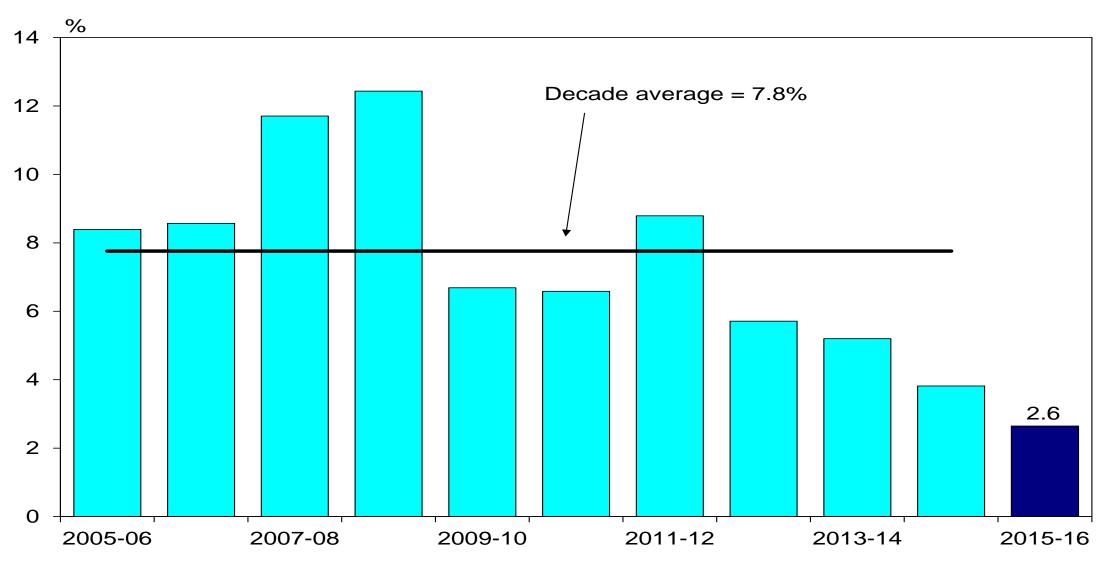


EXPENSE GROWTH



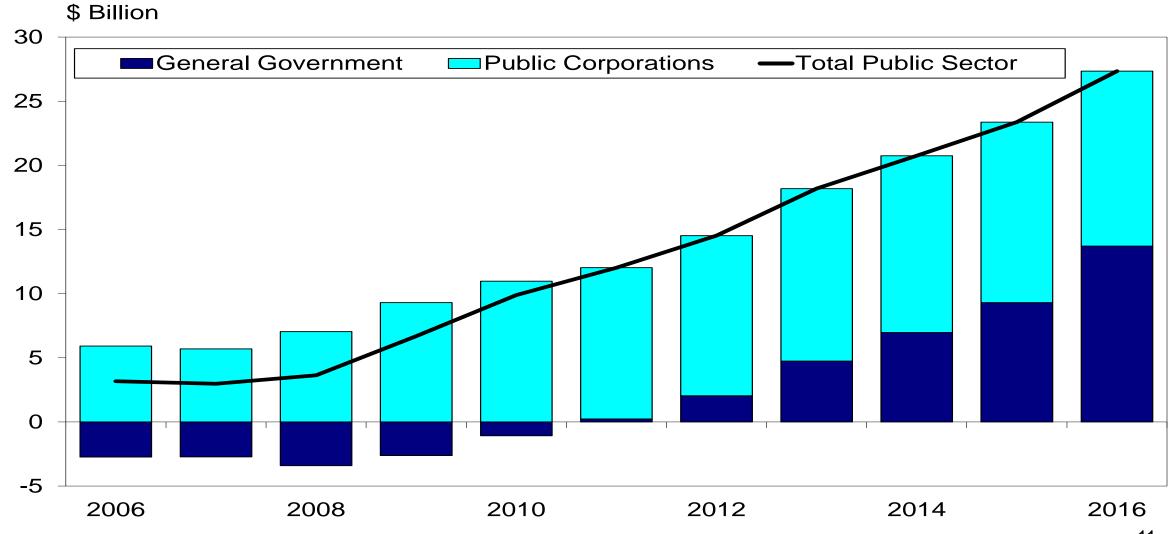
SALARIES GROWTH – 2015-16

2.6% - Lowest In 17 Years



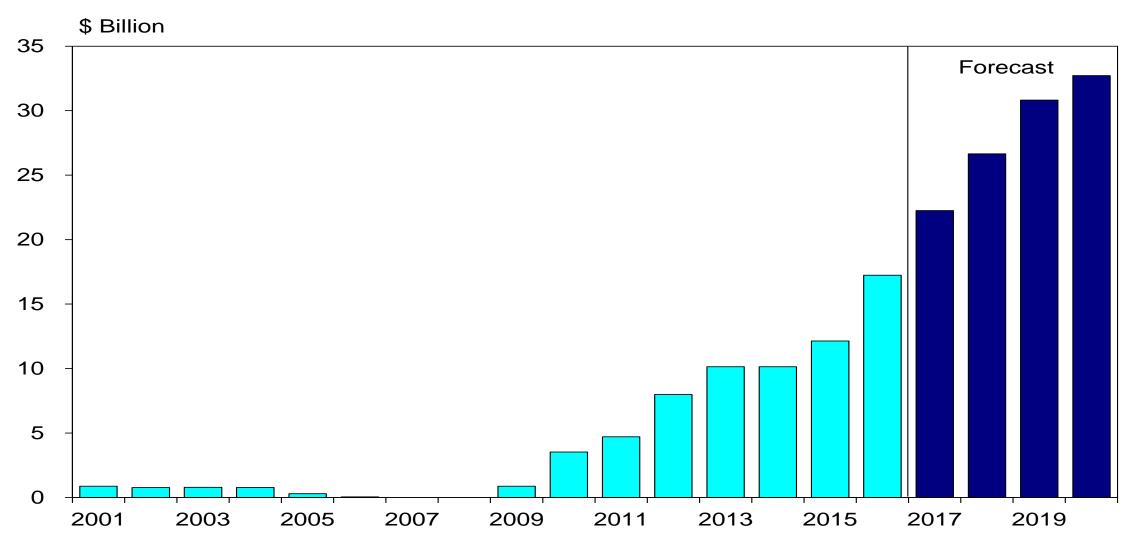
NET DEBT AT 30 JUNE

Recent Increases Driven by General Government Sector



CONSOLIDATED ACCOUNT BORROWINGS

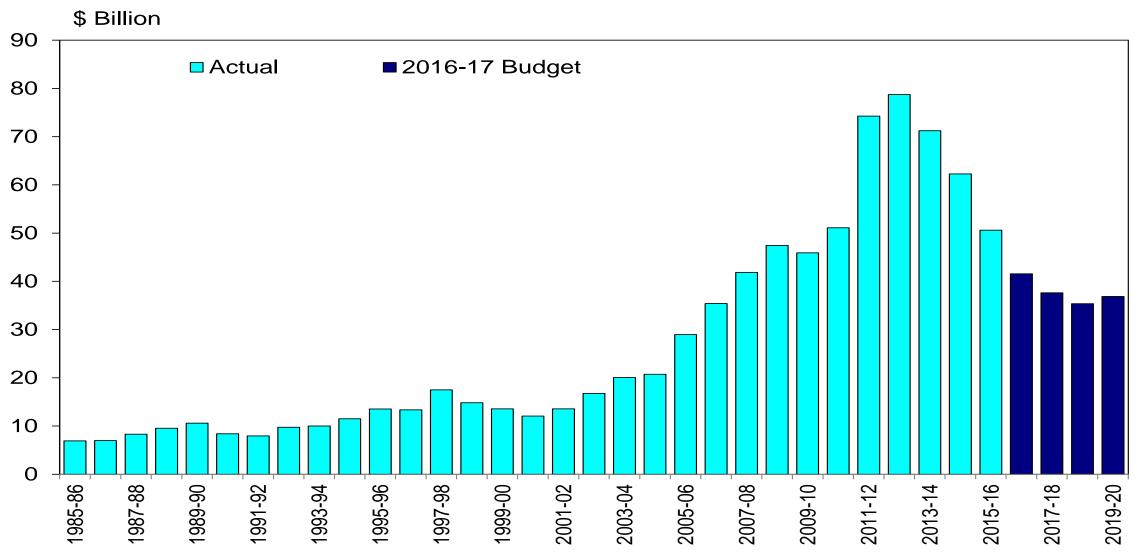
Main Component of General Government Debt





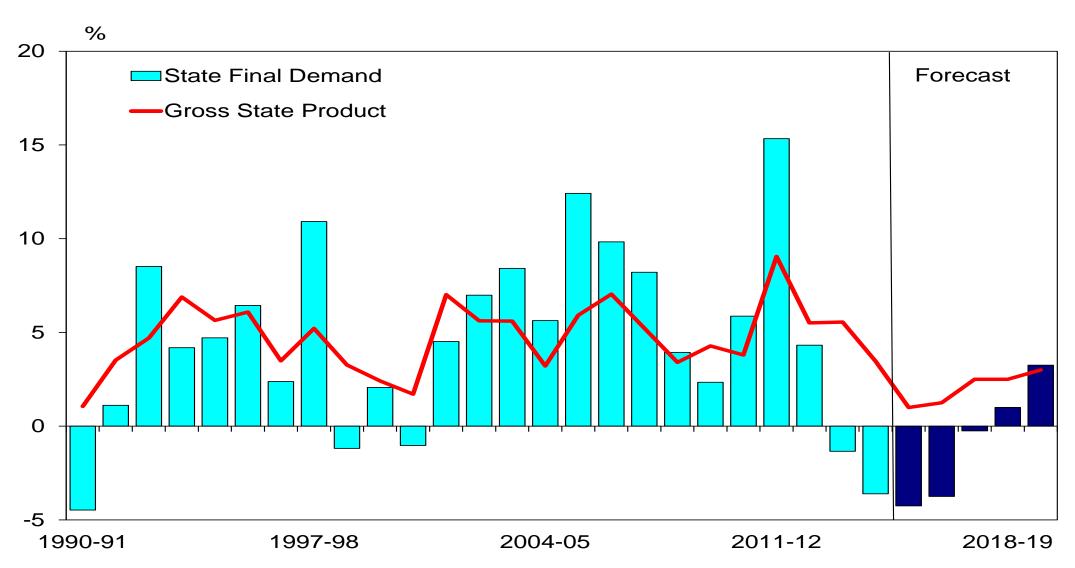
Developments since 2016-17 Budget

BUSINESS INVESTMENT



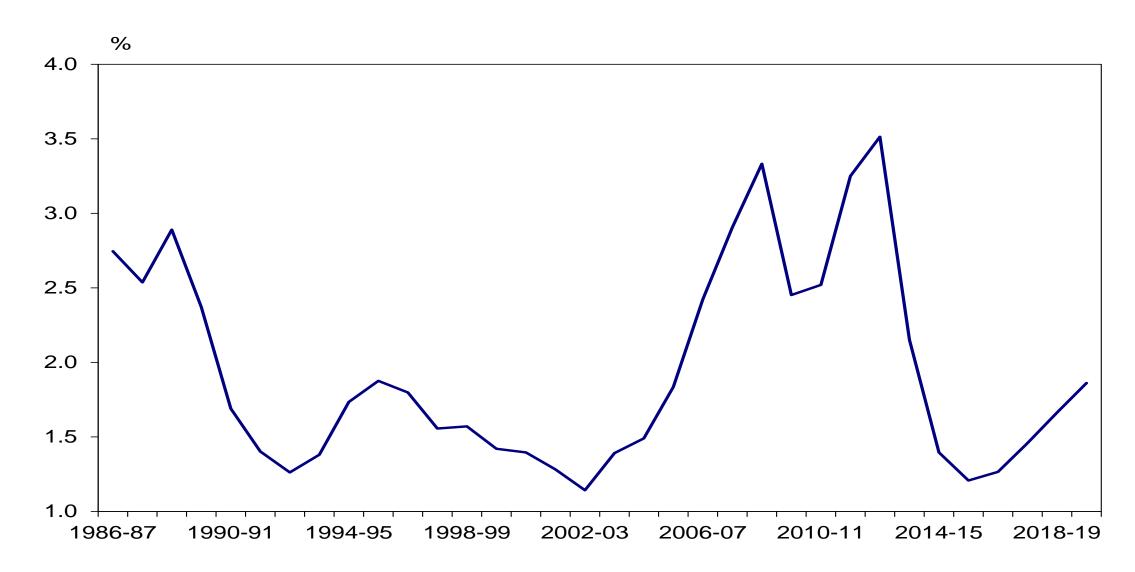
ECONOMIC GROWTH

Western Australia



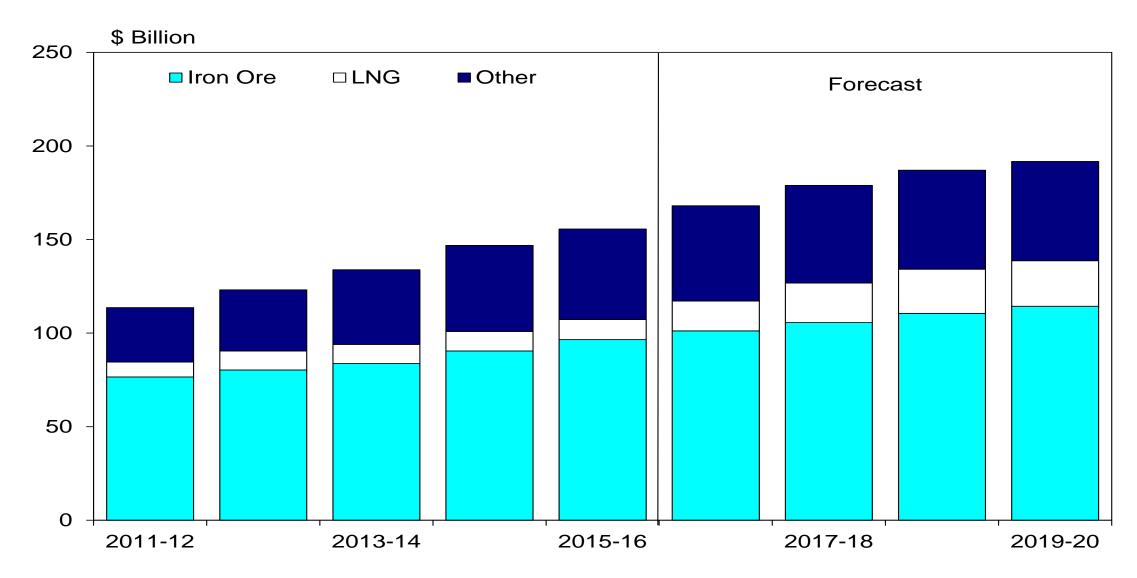
ESTIMATED RESIDENT POPULATION

Annual Growth

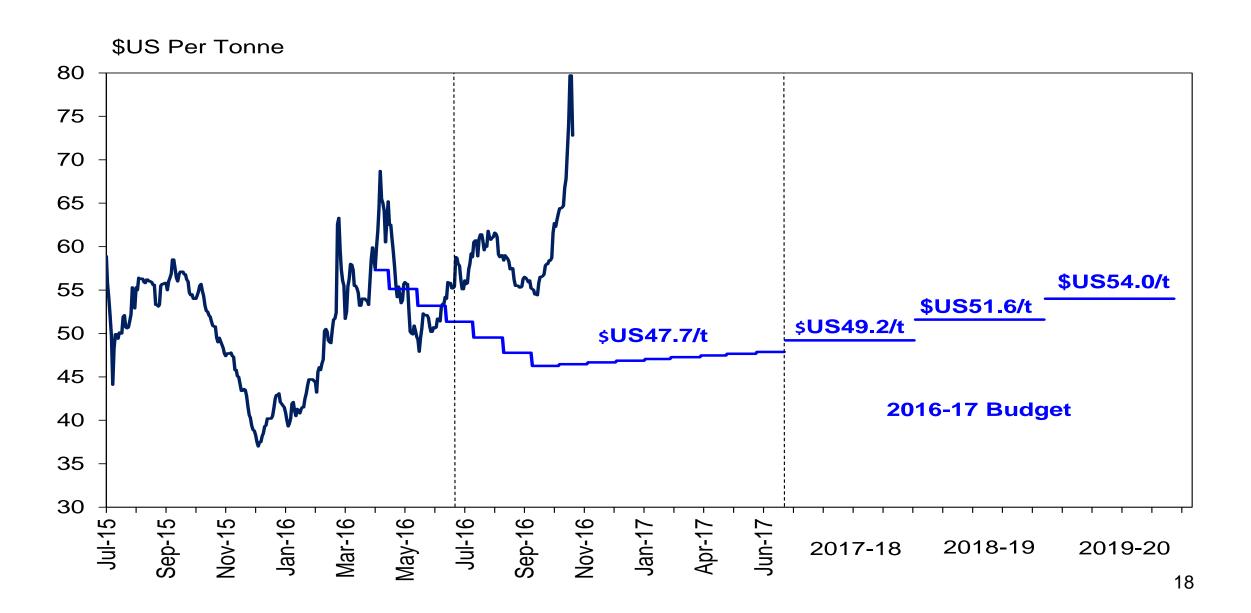


EXPORTS

Western Australia

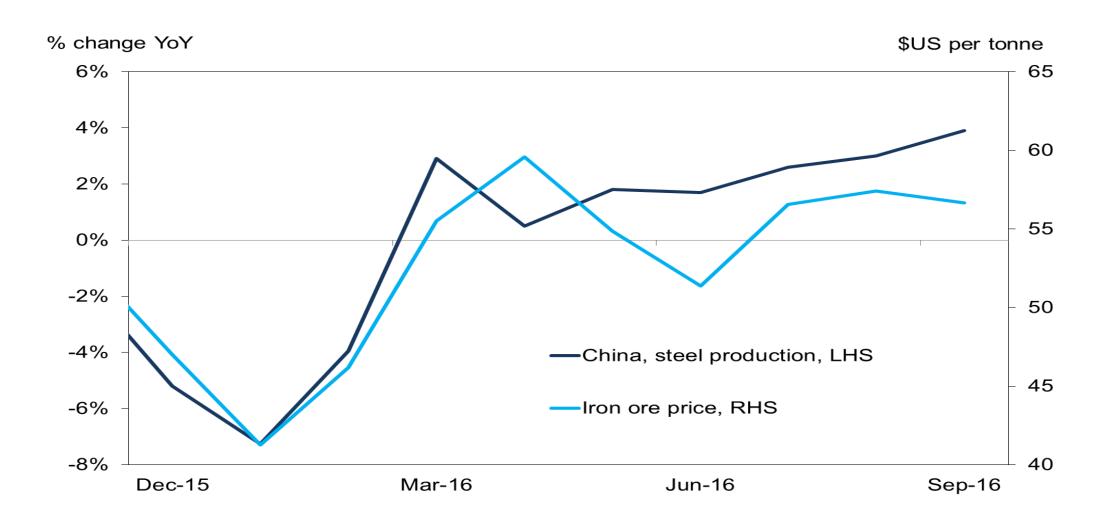


IRON ORE PRICE

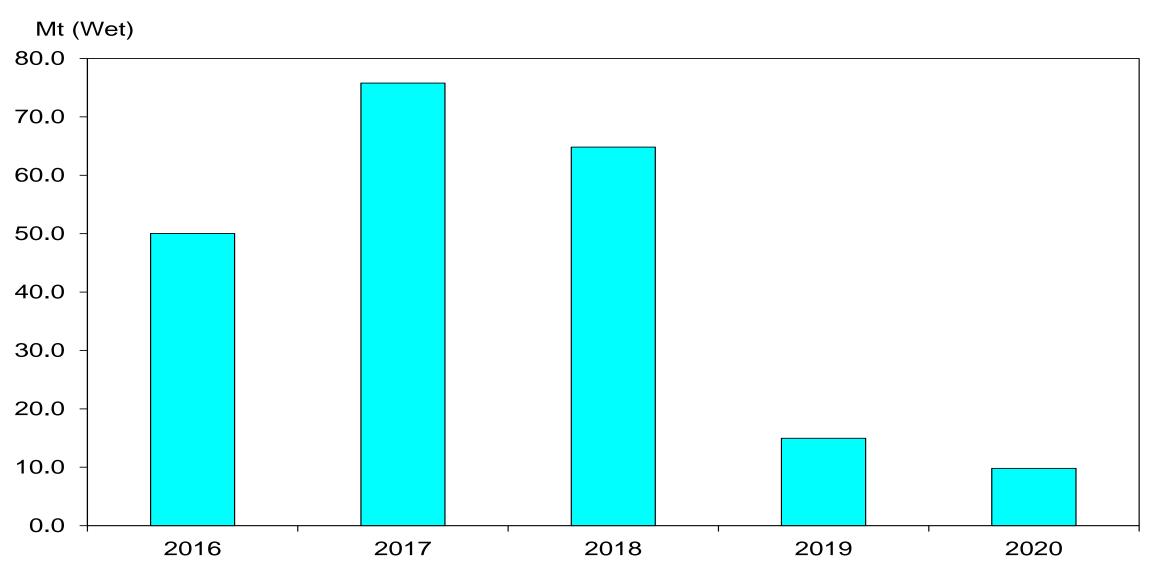


IRON ORE DEMAND

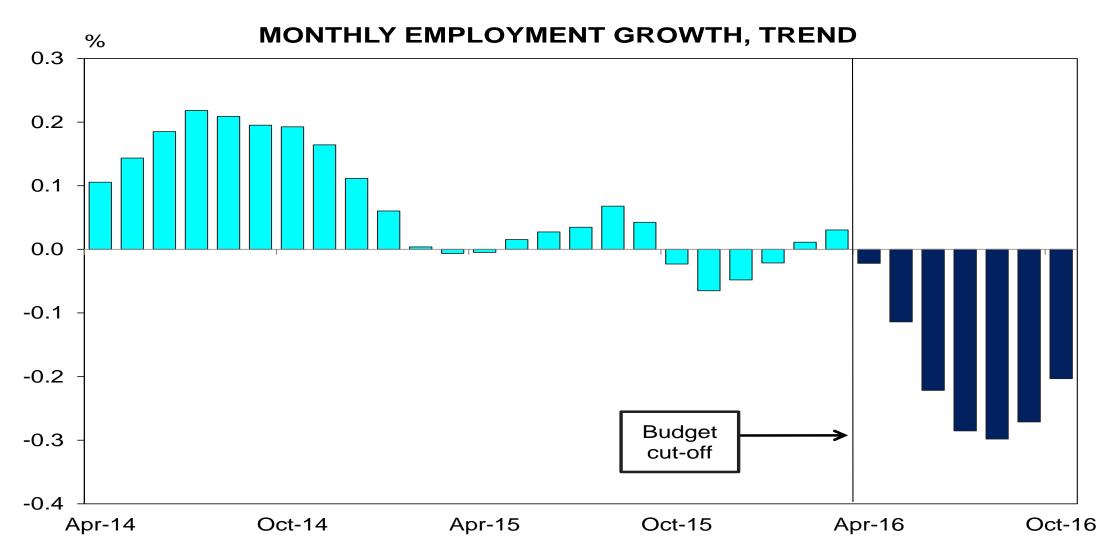
Chinese Steel Production



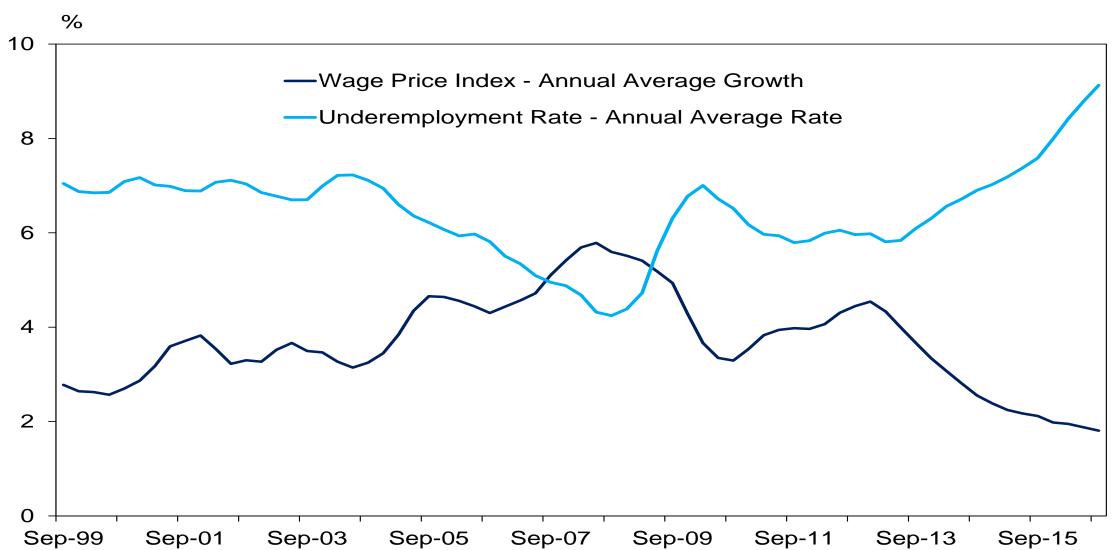
GLOBAL IRON ORE SUPPLY



LABOUR MARKET



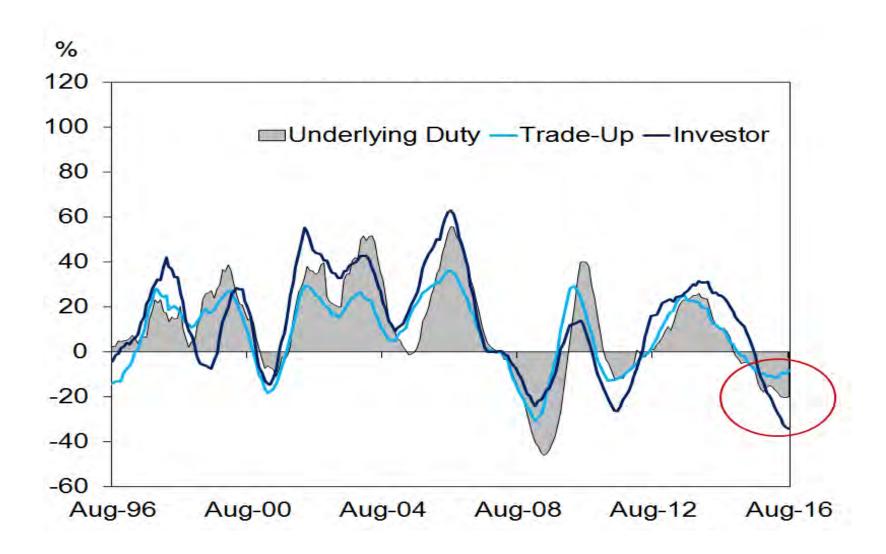
WAGES GROWTH AND SPARE CAPACITY IN THE LABOUR MARKET



22

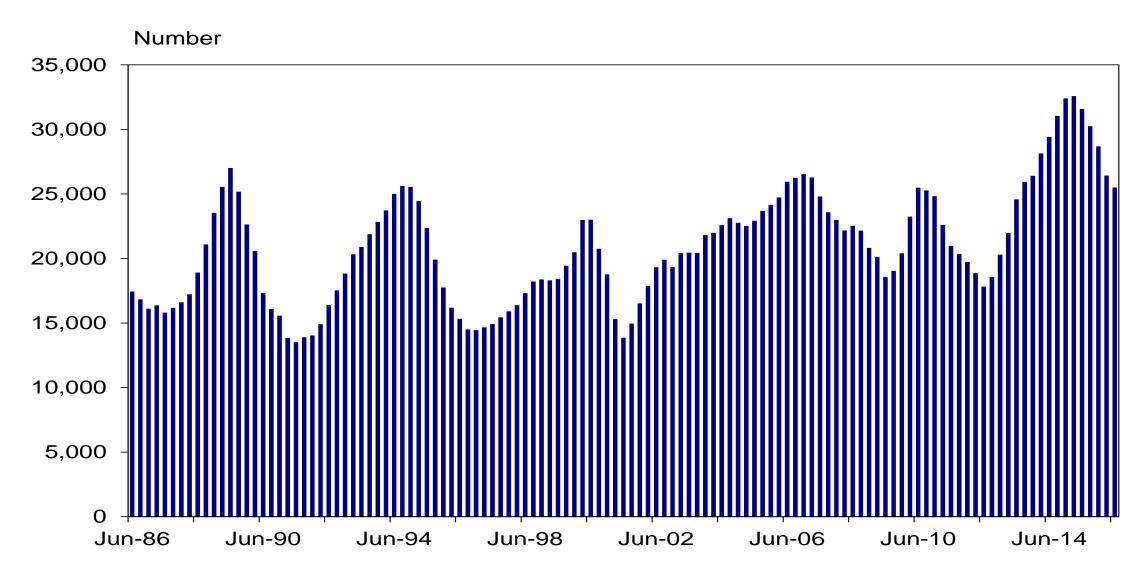
VALUE OF HOUSING FINANCE

Annual Average Growth

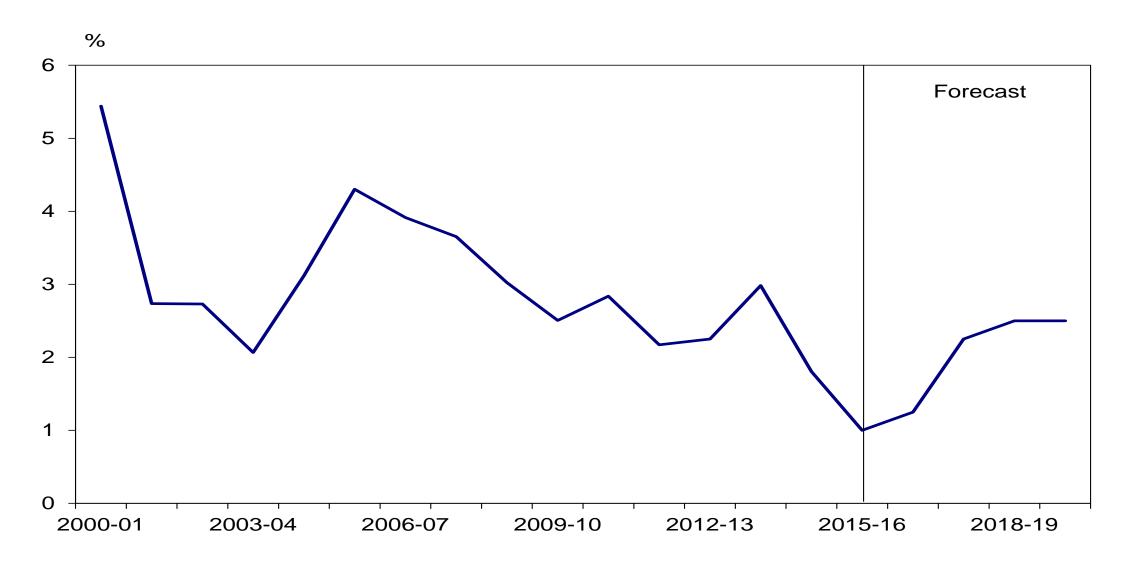


NEW DWELLING COMMENCEMENTS

Rolling Annual Level

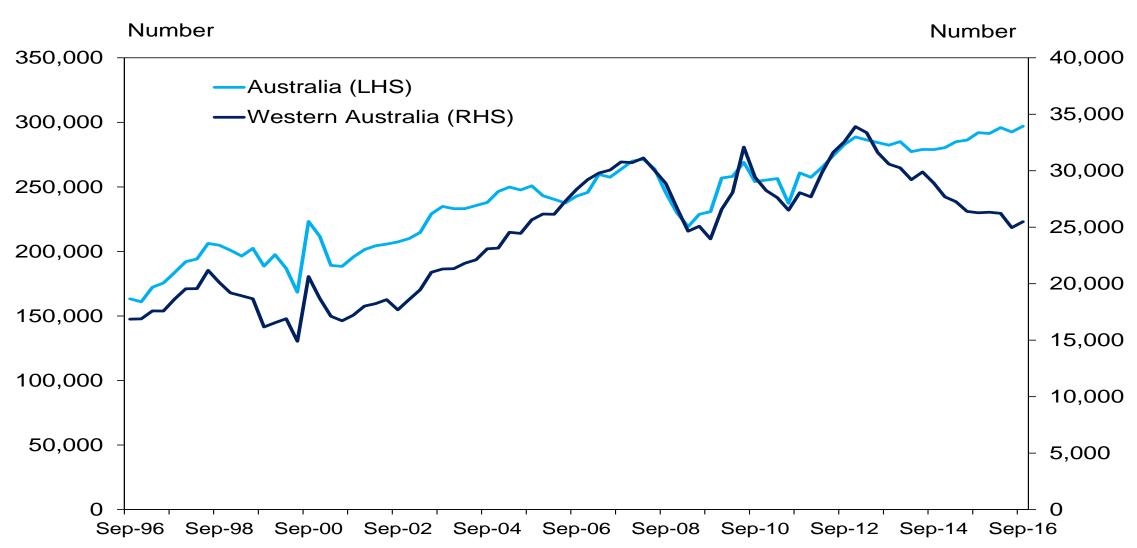


CONSUMER PRICE INDEX

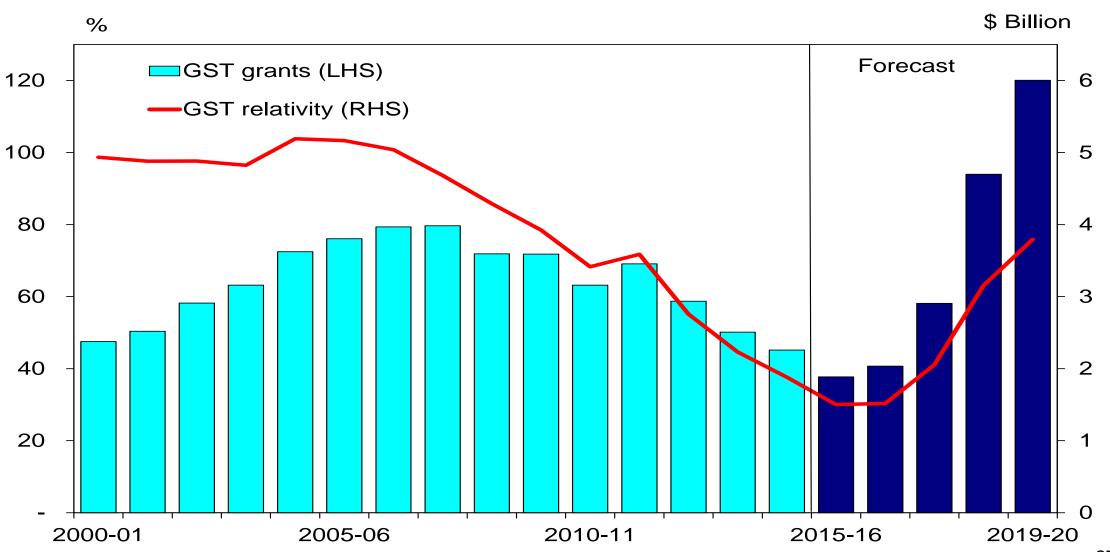


SALES OF NEW MOTOR VEHICLES

Quarterly Levels



GST RELATIVITY



PUBLIC SECTOR REFORMS

Wages Policy – Expiring Enterprise Bargaining Agreements

Occupation Group	FTE	2016 Pay Rise	2017 Pay Rise	Expiry Date
Fire Fighters	1,122	2.5%	-	9 June 2017
General Public Servants	32,424	2.5%	-	12 June 2017
Police	5,944	2.5%	-	30 June 2017
Hospital Support Workers	3,528	2.5%	-	4 August 2017
TAFE Lecturers	2,762	2.5%	-	2 December 2017
Teachers	21,486	2.5%	-	5 December 2017
Prison Officers	2,032	1.5%	1.5%	10 June 2018
Health Salaried Officers	13,442	1.5%	1.5%	30 June 2018
Registered Nurses	12,144	1.5%	1.5%	10 October 2018
Education Assistants	7,263	2.5%	2.5%	31 December 2018
Medical Practitoners	4,439	1.5%	1.5%	30 September 2019

Agreements reached since the 2016-17 Budget are highlighted

PUBLIC SECTOR REFORMS

Agency Expenditure Reviews

- A zero-based budgeting exercise aimed at identifying programs that can be ceased, scaled back or delivered differently (more efficiently)
- Extension of AERs across 54 agencies
 - savings target: 3.5% of agencies' cash service appropriations, starting 2017-18
 - total estimated savings: \$463 million over 2017-18 to 2019-20
 - savings now allocated in Agency Budgets

ASSET SALES

Progress to Date

- Perth Market Authority sale completed on 31 March 2016
 - Total sale proceeds of \$135.5 million
- Insurance Commission of Western Australia asset sales totalling \$590 million completed
- Partial divestment of Keystart's Loan Book announced on 29 September 2016 (\$1.35 billion in gross borrowing no net debt change)
- Land Sales Program \$147 million in sales contracted since 2014-15
- Utah Point Bulk Handling Facility Pilbara Port Assets (Disposal) Bill 2015 introduced to Parliament in November 2015
- Fremantle Port Fremantle Port Assets (Disposal) Bill 2016 introduced to Parliament on 18 May 2016

KEY AGGREGATES

2016-17 Budget and 2015-16 ARSF

	2015-16 Actual ^(a)	2016-17	2017-18	2018-19	2019-20
General government	71010101	2010 11		201010	2010 20
Revenue (\$m)	26,485	25,681	27,672	30,305	32,481
Growth (%)	-3.3	-3.1	7.8	9.5	7.2
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⁽a) Final audited outcome contained in the 2015-16 Annual Report on State Finances.

Mid-year Review



Pre-election Financial Projections Statement

2017 Election

2017-18 Budget

2016-17 MID-YEAR REVIEW

- Around \$2.5 billion in additional expenditure requested by agencies
- EERC meetings currently underway
- MYR cut-off 28 November 2016
- Release MYR by 31 December 2016

Reminders:

- Strategic Asset Plans overdue
- Pre-election Financial Projections Statement

COSTING ELECTION COMMITMENTS

2017 State Election – 11 March 2017 Caretaker Period – from 1 February 2017

- During Caretaker, Treasury can be requested to cost election commitments
- Must publish costings within 3 working days
- Agency assistance greatly appreciated

2017-18 BUDGET PROCESS

Planning for an August Budget that focuses on:

- Election Commitments
- Tariffs, Fees and Charges
- Agency Expenditure Reviews
- Streamlined Budget Process

Further information will be provided once the process is approved by the elected Government



Agency Expenditure Review

Tranche Three – Stage One Progress Update

PROGRAM IDENTIFICATION

- Comprehensive list of programs delivered by agency
- Submitted 28 October 2016
- Director General/Chief Finance Officer Endorsed
- Outcome: 62% of agencies submitted by due date

SAVINGS MEASURES

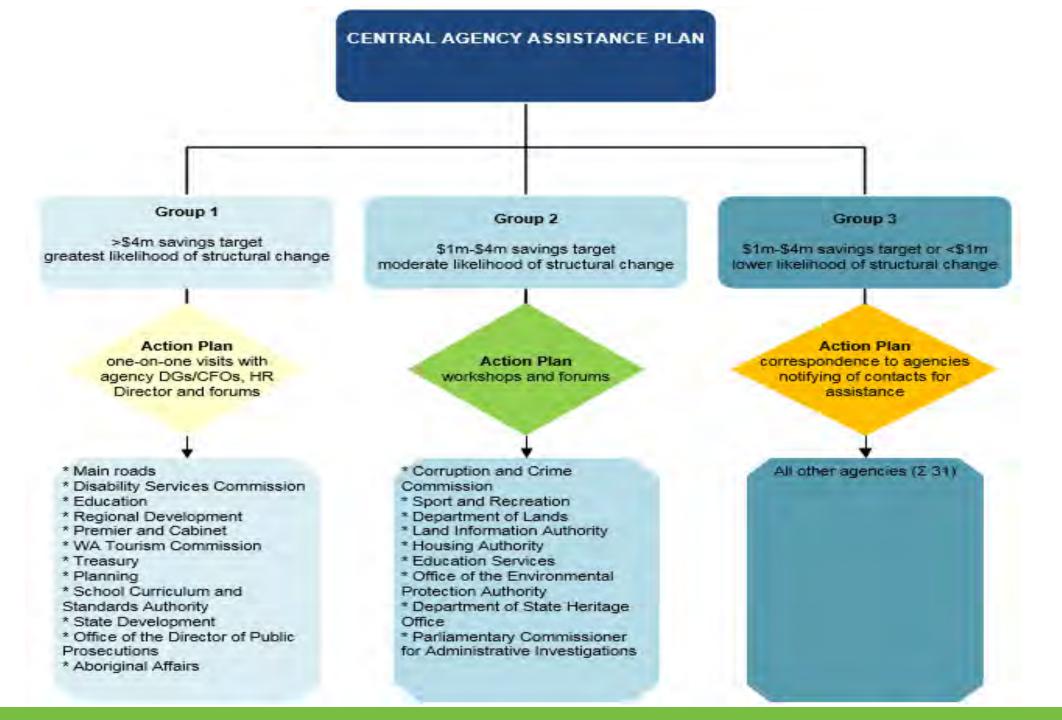
- High level implementation elements, including costs, sensitivities and any impacts on other Government departments
- Due 13 January 2017
- Director General/Chief Finance Officer Endorsed
- SIMS Savings Measure module and Guidelines planned release 9 December 2016

EERC MINUTE

- To include:
 - Program Identification Summary
 - Savings Measure and Implementation Plan
 - Net Savings Measures Summary
- Due 1 April 2017
- Ministerially endorsed

AER STAGE ONE

- Self-assessment, self-driven process
- Robust, achievable, evidence-based
- Treasury will review and provide feedback to the agency on submission for each milestone
- Treasury will make recommendations to Government on the Agency's EERC Minute



AER TRANCHE THREE

- Agencies to provide alternative savings options
- Cabinet –in-Confidence process
- Savings Measures analysis should be kept within the agency
- No formal engagement with external stakeholders
- No use of external consultants
- Internal agency efficiencies should be examined as a priority
- Not for Profit contracts Premier and Cabinet
- Delivering Community Services in Partnership Policy
- Structural Change Commerce (Labour Relations)

SUMMARY

- Economic and Fiscal Outlook remains challenging
 - Higher iron ore price
 - Less GST
 - Taxation downside risks
- Focus on implementing savings measures
 - Wages Policy
 - Agency Expenditure Review
 - Asset Sales
- Mid-year Review
 - Pre-election Financial Projections Statement
- 2017-18 Budget August 2017







Agency Reporting Issues Update

Anthony Smith Assistant Director Financial Policy

18 November 2016



AGENDA

- Financial Administration Bookcase (FAB)
- Treasurer's instructions
- Reporting Issues for December 2016
- Accounting Policy Issues
- Future Reporting Issues

FINANCIAL ADMINISTRATION BOOKCASE (FAB)

- Next release Version 77
- Revisions include:
 - Model Annual Report
 - Treasurer's instructions

TREASURER'S INSTRUCTIONS

Recap

- TI 321 Credit Cards
- TI 820 Register of Contracts
- TI 903 Agency Annual Reports
- TI 945 Explanatory Statement

DECEMBER 2016 REPORTING ISSUES

- AASB 13 Fair Value Measurement
 - Exemption for Property, Plant and Equipment
- AASB 14 Regulatory Deferral Accounts
- AASB 1055 Budgetary Reporting
 - Reworked (major variance threshold)
- TI 903 Agency Annual Reports

Decluttering and effective disclosure

ACCOUNTING POLICY ISSUES

- Model statements
- Hedging Foreign Exchange (TI 826)
- Act of Grace Payments (TI 319)
- Emerging Themes:
 - Risk Management
 - Cyber Security / Fraud
 - FMA & TIs review project streamlining and red-tape reduction
 - Delegations and authorisations framework

FUTURE REPORTING ISSUES

July 2016 Commencement

AASB 124 Related Party Disclosures

January 2017 Commencement

- AASB 2016-2 Amendments to Australian Accounting Standards
 - Disclosure Initiative: Amendments to AASB 107

January 2018 Commencement

• MASB 9 Financial Instruments

FUTURE REPORTING ISSUES (CON/...)

January 2018 Commencement (Con/...)

• AASB 15 Revenue from Contracts with Customers deferral until 1/1/2019 announced

January 2019 Commencement

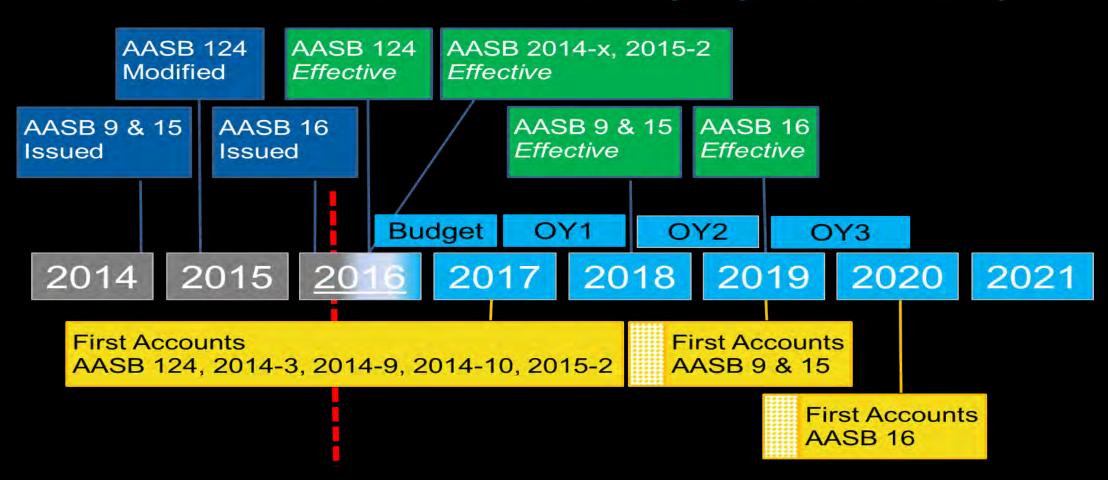
• AASB 16 Leases

Forthcoming Standards Changes

- AASB 10XY Income for NFP entities
- ED 261 Service Concession Arrangements: Grantor (2016 Q4), effective for 2019?

ACCOUNTING STANDARDS UPDATE (CONT/...)

Implementation Timeline (Key Standards)



Cyber Security and Fraud Awareness

Warren Carey
WA State Banking Representative

18 November 2016



Cyber Awareness and Fraud Risk

Safety Share Presentation

- The Commonwealth Bank of Australia has alerted the State of increased incidences of fraud attempts specifically targeting Government.
- There has been two recent examples of high profile attempts on WA government.
 One of which was successful.

- Given this, we will cover today:
 - Understand emerging and new threats to government;
 - > Identify the scenarios and payment channels most at risk;
 - what agencies should be doing; and
 - what the bank is doing.

Trends - CBA

Email Scam

- The CEO Email
- The Supplier Email
- Financially-motivated cybercriminals will seek to find the weakest entry point into an agency either through a staff member who does not follow internal payment procedures or where inadequate agency controls exist.

Targeted Payment Channel

Electronic Funds Transfer / Direct Entry

Risk Scenarios

- New Supplier Invoice Payment Request
- Change of Supplier Bank Account Request
- Existing Supplier Payment Request to a new bank account
- These scenarios happen infrequently, Suppliers very rarely change their bank details!

CEO email - example



There have already been two high profile incidences of this occurring within the WA State Government.



Conot process

(91131- p

DECEIVED

GROUND FLOOR, 72 MELVILLE PARADE SOUTH PERTH WA 6151 AUSTRALIA

Email: account.alan@brierty.com.au

22nd April 2016

ACCOUNT PAYABLE

AUSTRALIA

Dear Sir /Madam

Notification of New Account Details

We have changed our bank account details. Please kindly rectify this changes on your records to make sure all future payments are credited to our new account.

3 MAY 2018

RECORDS

New Account Information

Financial Institution:

Account Name

Bsb:

Account Number:

Branch: 86-88 JETTY ROAD, GLENELG SA 5045 AUSTRALIA

We are sorry for any inconvenience that this change might have caused you, but we request that you make this changes as soon as possible to ensure that your payments reach us promptly and on time.

Thank you for your Custom.

Yours Sincerely

Ms Julian Alan Director of Finance

For and on behalf of Brierty Ltd





NRW UNIT TRUST & SALINI IMPREGILO S.P.A. 181 GREAT EASTERN HIGHWAY BELMONT, WESTERN AUSTRALIA 6104

> PO BOX 592, WELSHPOOL WESTERN AUSTRALIA 6986

> > PHONE: +61 8 9232 4200

ABN: 18 929 056 250



20/07/2016

To Whom It May Concern

Notice: Change of bank details

I would like to inform you about a change to our company bank details for invoice payments with immediate effect, payment of all invoices should now go directly into our new bank account.

It is important you are aware this is only a change to our payments processing system and does not affect our contractual agreements.

Our new bank account details are below, please update your records accordingly.



If you have any questions about this change, please do not hesitate to contact us

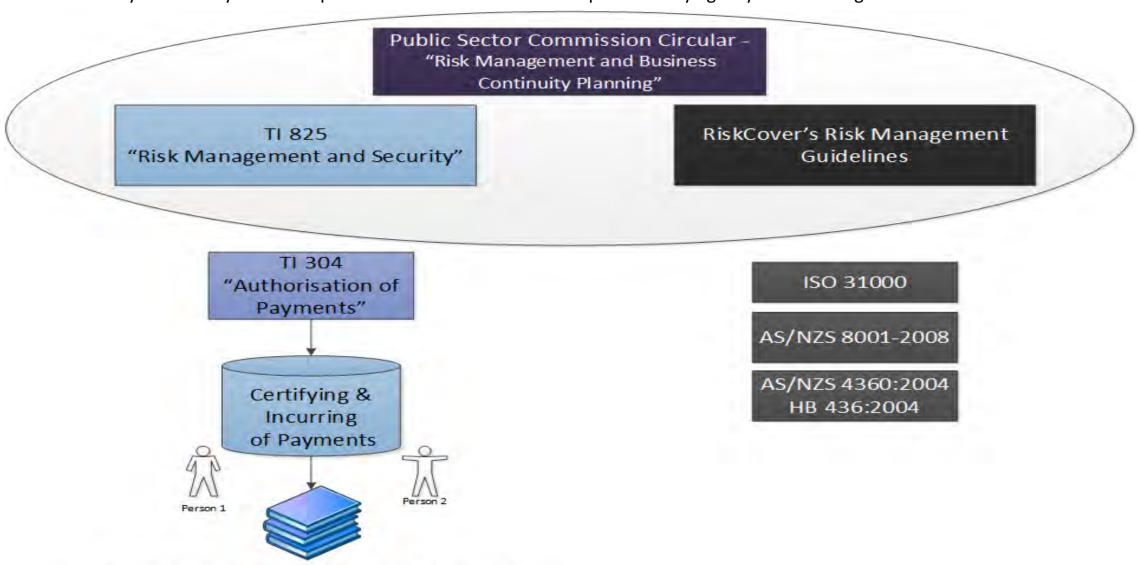
Yours sincerely,



Shared Responsibility Smartportal • Secure Protect Netlock Network / Device Devices Segregation of Cloud Security Duties -Accounts Internal Payable Controls Exchange Service Detect Cyber/Fraud Independent **Education &** Audit Training Question Suspicious -Activity VALIDATE WA Govt Client Service Centre -Respond 1300 361 944 REPORT **CBA Commbiz** Helpdesk 13 23 39

WA Government Risk Management Framework

Cyber security and fraud prevention should be covered as part of every agency's Risk Management Framework



Agency Financial Management Manual / [Payments Procedures/Controls]

USB Netlock Device



- Free product offered to Government.
- Secure environment and link to Commbiz for processing and authorising payment files.
- No loss security guarantee*

Smart Portal Online





- CBA to Agency communication portal to manage requests and resolve queries, including authorised signatories and approvers.
- Enables all requests, documentation and information to be shared safely and securely in a CBA encrypted environment.
- Unlike emails and phone calls that can be subject to bank impersonators and attacks, the Smart Portal requires secure sign on by agency and bank users.
- Audit reporting; tracks and logs each user sign in, request and approval.

^{*} Provided all mandatory security precautions have been met. Refer page 2 of the CommBiz T&Cs.

Accounts Payable Exchange

- Service offered direct from CBA through it's strategic partner Converga.
- Advanced Fraud Detection: Data Matching; invoice to invoice screening and comparison, supplier ledger to invoice bank detail matching and new supplier payment flag.
- Not a substitute for internal controls, using technology to facilitate detection.

Question Suspicious Activity

- Train staff to question anything suspicious, especially if the:
 - > payment request states 'urgent' or 'confidential' or contains threatening language in the subject line;
 - > email display name is spoofed i.e. Warren J. Carey < chieffexecutive@1111treasury.com;
 - > Request contains grammatical or spelling errors;
 - > Request lacks details about the signer or how you can contact the company;
 - Request salutation is vague or blank i.e. "Valued Supplier";
 - > communication asks for personal information, legitimate banks and most other companies will never ask for personal credentials via email. Don't give them up; and
 - > use of language and formatting is different to past communication.
- ❖ If the communication is suspicious do not click on any of the links embedded in the body of the email or click on any of the attachments.

Cyber Awareness and Fraud Risk Resources – CBA

- Training: Onsite Awareness and online eLearning modules (LMS)
- Signals Quarterly Circular: cyber security and fraud trends
- Seminars: last held on 6th October (available on demand)
- Audit Benchmarking: conduct agency 'health-checks' that provide an insight into good practice and identify types of control weaknesses

Report Suspicious Activity

- If you suspect you have made a payment as a result of a scam or malware attack then immediately call CBA's Commbiz Helpdesk on *13 23 39* (24-7)
- CBA will never send you a communication requesting your username or password
- Contact WA Government Client Service Centre **1300 361 944** or through **Smart Portal** to validate communication or if you need further guidance and support.

Protecting Your Business

- NETLOCK USB DEVICE ordered through CommBiz Helpdesk 13 23 39.
- SMART PORTAL— arrange through WA Govt Client Service (waibclientservice@cba.com.au)
- CYBER AWARENESS & FRAUD RISK SEMINARS Register your interest with the WA Govt relationship team (rosemary.gaglioti@cba.com.au)
- QUARTERLY CYBER SECURITY UPDATES email (rosemary.gaglioti@cba.com.au) to be included on the distribution list.
- SECURITY RESOURCE CENTRE: https://www.commbank.com.au/business/support/security
- eLEARNING MODULES Online or Mobile app learning arranged through the WA Govt relationship team (rosemary.gaglioti@cba.com.au)
- COMMBIZ HELPDESK 13 23 39 call immediately if you suspect fraud
- WA GOVT. CLIENT SERVICE TEAM 1300 361 944







The request claims to be urgent and/or confidential.



The request includes grammatical and spelling errors.



The request is made on behalf of the CEO or CFO.



The type of request, language or format are unusual.



You are requested to ignore standard payment authorisation processes.



The 'reply to' email address is different to the sender's address.

Be vigilant.

- Never deviate from standard procedures for payments.
- If a request for payment doesn't look right, don't be afraid to escalate.
- Validate suspicious requests on an alternative communication channel, using contact details listed in your internal records.
- Notify your bank immediately if you have made a payment by mistake.



CFO Reform Steering Group

Update
November 2016

Liam Carren (Chair)

How we got here?

- 2015 PSC/Treasury report key themes:
 - Capability
 - Financial reform
- March 2016
 - Report Circulated to CFOs
 - Nominations for CFO Reform Steering Group.
 - Capability profile discussion paper.
- June 2016
 - Capability profile workshops at PSC

CFORSG

- Who are they?
 - Chair (Agency Led)
 - Treasury.
 - OAG (observer)
 - CFOs from a variety of Agencies (Finance, Health, Commerce, Police, State Heritage, WaterCorp, Insurance Commission)
- What do they do ?
 - Capability/Training
 - Financial Reform sounding board for Treasury.
 - Share Information.

Capability Framework

- Comprises of:
 - CFO Success Profile.
 - Financial Capability Profile.
 - Leadership Capability Profile (Generic).
 - Level 1-6 Capability Profile (Generic).
- Key Issues:
 - Central Government advocating for CFO role to be more Strategic.
 - Direction supported through CFORSG and Agency Workshops.
 - Pushes work down to 'direct reports' (Deputy CFOs ?).
 - Networking and collaboration key part of capability.
 - Would be good if CFOs could be involved more in Central Government Policy.

Next Steps

- Release of Capability Framework
- Future CFOs program.
- Training and Development.
- Financial Policy Reform.

How can you help?

- Using and Selling the Capability Framework.
- Get involved more (if you can) in collaborative activities:
 - Training.
 - Financial Policy.
- Support the Future CFOs program.



AASB 124 Related Party Disclosures

Anthony Smith Assistant Director Financial Policy

18 November 2016



OBJECTIVE

The objective of **AASB 124** is to ensure that an entity's financial statements contain the disclosures necessary to draw attention to the possibility that its financial position and financial performance may have been affected by related party transactions.

REQUIREMENTS

An entity shall disclose:

- Key Management Personnel compensation
 - Includes employment and termination benefits
- Related party transactions
 - Includes outstanding balances and commitments

KEY MANAGEMENT PERSONNEL

Key Management Personnel (**KMP**) are those persons having authority and responsibility for planning, directing and controlling the activities of the entity.

In Western Australia, a public sector entity is governed by:

- Cabinet Ministers; and
- Senior Officers.

KMP COMPENSATION

An entity shall disclose KMP compensation in total and for each categories.

(a) short-term employee benefits	e.g. salary, motor vehicle benefits, district and travel allowances, housing and utilities,
(b) post-employment benefits	superannuation entitlements
(c) other long-term benefits	e.g. annual leave and long service leave
(d) termination benefits	N/A, unless the recipients of voluntary severance
(e) share-based payments	N/A

RELATED PARTIES

Related parties are persons or entities that are related to the reporting entity.

- Ministers and Senior Officers
- Close family members:
 - Spouse or domestic partner;
 - Children over the age of 16, including children of the spouse/partner;
 and
 - Dependants over the age of 16, including dependants of the spouse/partner.
- Any controlled or jointly controlled businesses

RELATED PARTY TRANSACTIONS

Judgement required if the transactions are material for collection and disclosure.

- General citizen transactions are <u>excluded</u>.
- Business transactions are declared when above \$50,000.
- Other sensitive transactions to be declared, with KMP exercising judgement on the sensitivity and materiality of the transaction.

EXERCISING JUDGEMENT

KMP should exercise judgement when assessing if there are persons in their lives, or transactions that should be declared with regard to the intent of the Standard.

COLLECTING INFORMATION ON RELATED PARTY TRANSACTIONS

Ministers and Senior Officers to complete a declaration form, at year-end, to provide:

- Details of their close family members and any controlled (or jointly controlled) businesses
- Details of any transactions, to the best of their knowledge, between themselves or their related parties and a public sector entity

DISCLOSING RELATED PARTY TRANSACTIONS

Not all related party transactions provided by Ministers and Senior Officers would be disclosed in the financial statements.

The Chief Finance Officer (**CFO**) of a public sector entity should exercise his/her professional judgement on whether a related party transaction is <u>material</u> for disclosure.

GOVERNMENT-RELATED ENTITIES

Other entities that are related to the reporting entity.

- All entities consolidated into the Annual Report on State Finances:
 - Not local governments and universities
- Associates or joint ventures of a public sector entity:
 - InterGrain (jointly controlled by DAFWA)

However, only <u>significant transactions</u> are required to be disclosed.

QUESTIONS?



Close

Anthony Smith Financial Policy





Thank you!

