



Annual Member's Report 2023-24





Acknowledgement of Country

The Automobile Association for the Northern Territory (AANT) acknowledges the First Nations people of this country and recognises their continuing connections to their lands, waters and communities. We pay our respect to Aboriginal and Torres Strait Islander cultures; and to Elders past and present.

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A word from your President and CEO

The 2023-24 financial year was a particularly special one for AANT as we celebrated our 60th anniversary, marking six decades of dedicated service to our members and the Northern Territory community.

The milestone event was celebrated with a series of activities that highlighted our rich history and commitment to the NT. The celebrations brought together long-standing members, our partners, past and present Council members, staff, and the community, to reflect on our journey to date, and the future ahead.

Members remain at the forefront of everything we do, and we were proud to welcome more than 3,600 new members to AANT during the year. This is testament to the value and trust that members place in AANT and our services.

AANT again delivered a strong financial result, recording an 11.5% increase in revenue, with an overall profit after tax of \$652,129. With a sound financial position, AANT is well-positioned to pursue new opportunities to deliver even more benefits to our members.

Our travel products are performing exceptionally well. This year, we achieved record sales in travel insurance and International Driving Permits to provide our members with peace of mind and support during their travels, reinforcing our commitment to their safety and well-being.

Our roadside patrols attended more than 15,626 callouts for assistance and replaced more than 4,742 batteries to help keep our members moving. And as the only Territory owned insurance provider, AANT continues to help Territorians protect and insure their homes and vehicles.



Our strategic partnership with United Fuel again **saved members over \$500,000** via the 6c per litre discount, further enhancing the value of AANT membership.

A big focus over the last 12 months has been improving the service we provide to our members – and we have made much progress on this front. We launched a new AANT website and introduced new digital experiences so members can easily access our services at their fingertips.

Our investment in salary packaging is now yielding healthy dividends. As the Northern Territory's largest provider, AANT Salary Packaging complements our existing services and enhances our member offering.

This year, we continued our commitment to youth road safety through Street Smart High. Co-funded by the NT Government, the Motor Accident Compensation Commission and AANT, Street Smart High is the largest Youth Road Safety initiative in the NT and has been attended by more than 5,000 high school students and teachers across the Territory since it began in 2021.

Cost of living pressures continue to impact Territorians. AANT continues to keep pressure on fuel companies to minimise the margins between the price they pay, and the price paid by motorists at the bowser.

Throughout the year, AANT worked closely with the Automobile Association of Australia in promoting the Data Saves Lives campaign and the Real-World Testing Program.

Data Saves Lives aims to improve road safety by advocating for the transparent and timely reporting of road safety data. The Real-World Testing program provides accurate information on vehicle fuel consumption and emissions under real-world Australian driving conditions.

We sponsored St John's Ambulance NT and NT Cricket's monthly volunteer award, along with major events including Darwin Supercars and the BASSINTHEGRASS music festival. These initiatives demonstrate our commitment to local events and strengthens our ties with the community.

We are enormously proud of our achievements, and of the team of talented people behind our success. Our achievements as an organisation saw us continue to provide services that are important to members. Together, we have achieved remarkable milestones and set the stage for continued growth.

AANT's future is bright – and we look forward to continuing to build a more resilient and diverse business to make life better for our members, and the Northern Territory community.



Our community engagement activities have been a cornerstone of our mission. **This year, we donated all new member joining fees collected during December 2023** to the Royal Flying Doctor Service (RFDS), and **we were proud to present a cheque for \$10,575** to this important community organisation.



Trevor Cox
President



Simon Matthias
CEO



The year in numbers



21,532
members



15,626
Road Service
callouts attended



60 years
as part of the Territory
Way of Life



1,200+
kids educated on
road safety



\$600,000+
saved by our members



\$28.9 million
in vehicle leases through
AANT Salary Packaging

Here for our members, here for the Territory!

Since 1963, the Automobile Association of the Northern Territory (AANT) has proudly served the motoring needs of over 21,000 members. More than 30% of these members have been with us for over a decade, with some having been loyal for more than 50 years.

Our services span roadside assistance, insurance, salary packaging, expert motoring advice, and fantastic everyday savings.

But we're more than just a service provider - we're your trusted voice in the community.

We champion the issues that matter to you as road users. Whether it's at the Territory or Federal level, within government or industry, we strive to ensure competitive fuel prices, promote safer drivers, advocate for safer cars, and work towards safer roads.



Our purpose: Part of the Territory Way of Life.



Our vision: A trusted partner for our community and members to turn to.



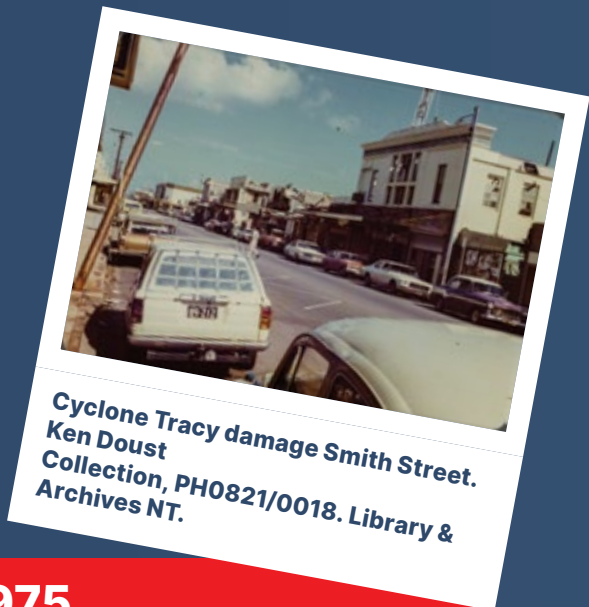
Our mission: The AANT is a trusted association dedicated to effectively delivering advocacy, products and services that contribute to significantly enhancing mobility and lifestyle within the Territory.

Celebrating 60 years

Established in 1963, AANT has a proud history of being an integral part of the Territory Way of Life.

1963

Establishment of the Automobile Association of the Northern Territory (AANT), supported by a grant from the Australian Automobile Association (AAA).



1975

AANT provided support to members and the community during the recovery from Cyclone Tracy.

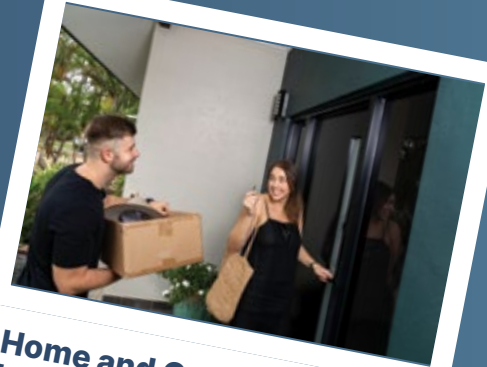
1972

First publication of the NT Motor magazine, now reaching 20,000+ territorians households.





Advocating for Road Safety



Home and Contents Insurance

2010

AANT expanded its products portfolio introducing motor, home and content and travel insurance offerings.

1993

Number of memberships grows to 15,000.

2000

Outsourcing agreement was reached between AANT and RAA to support the business growth.

2022

AANT acquired 50% of Fleet Choice, now trading as AANT Salary Packaging.

2023

AANT celebrated 60 years of services.



AANT 60th logo

Our people

Council members

Our board members bring a wealth of expertise, diverse perspectives and unwavering dedication to shaping the future of AANT for Territorians. They play crucial roles in guiding our strategic direction and driving our continued growth.

Trevor Cox AANT Council President

Trevor is a deeply experienced and engaged Northern Australia Tourism Business Advisor who has an acute awareness of the customer journey, managing the expectations of clients, along with corporate knowledge of systems, processes and business development. Trevor is a small business owner, investor, company director, and held senior positions in the QLD Tourism and Northern Territory Tourism sectors.

Cassandra Emmett AANT Council Vice President

Cassandra has been a board member of the AANT since 2016 after moving to Katherine in the Northern Territory in 1998. She practised law in Katherine for 6 years before moving to Darwin and switching her legal focus to commercial and property law, where she is a partner with HWL Ebsworth. Cassandra enjoys rural living with her family, camping and travelling.

Doug Phillips

Doug Phillips has held senior management positions in the accounting, motor industry, tourism, and hospitality sectors. Doug arrived in Darwin in June

1975 post-Cyclone Tracy and worked in the NT Department of Business. In 1999 Doug joined the NT Government in an Executive position and completed his Public Service appointment as the Deputy Chief Executive of the Business Department in August 2014.

David Loy

Born and bred in the Territory, David Loy brings a wealth of business acumen and connections from Alice Springs to Darwin. He is an expert in property development, valuations, property management and auction services. Across the Territory, his team provides a high level of customer service.

Mark Olivetta

Mark Olivetta is a finance industry expert. As managing partner of Morgans Financial he provides holistic solutions for wealth creation, including superannuation, stockbroking and financial planning. Mark is regularly invited by ABC Radio to talk about financial matters.

Oliver Holm

Oliver brings a deep understanding of land transport networks and associated infrastructure to the role, having held executive roles in state and federal governments and the private sector. Over his career Oliver has been instrumental in guiding the evaluation of, and investment in, urban, regional and remote roads across Australia to deliver safer roads for all users. As a Director at KPMG, Oliver assists clients to achieve improved infrastructure program design and delivery.

Thank you

We extend our thanks to Ms Sarah Hicks and Mr Aswin DeSilva for their years of dedicated service as AANT Council members. Their expertise and valuable contributions have been instrumental in guiding our organisation. We deeply appreciate their commitment and the significant impact they have made during their tenure.

The leadership team

Made up of passionate individuals from diverse backgrounds, AANT leadership team brings together a range of skills and 220 years of combined experiences under one roof.



Simon Matthias
Chief Executive Officer

AANT



Edon Bell
Senior Manager Retail & Operations

AANT



James Herreman
Director

AANT Salary Packaging



Stephanie Rousset
Senior Manager Marketing Media & Advocacy

AANT



Cameron McNally
Director

AANT Salary Packaging



Julie Timms
Manager Sales & Service

AANT

Community engagement

As the most trusted brand in the Northern Territory, AANT remains dedicated to the community through a variety of engagement activities.







\$10,575 in membership fees donated to the Royal Flying Doctor Service



This year, we donated over \$10,000 in new members' joining fees collected during December 2023 to the Royal Flying Doctor Service (RFDS), supporting this essential community organisation.

We have also continued our long-standing sponsorship with St John's Ambulance NT for the fifth consecutive year, celebrating the invaluable contributions of paramedics across the Territory.

Additionally, we expanded our sponsorship portfolio to include NT Cricket "Volunteer of the Month" award, Darwin Supercars, and the BASSINTHEGRASS music festival. These initiatives not only offer unique value to our members but also reinforce our commitment to the local community.

AANT is also focused on supporting Aboriginal development, proudly sponsors the Waratah Football Club's Junior Indigenous Development Program, providing children from remote communities, particularly the Tiwi Islands, Belyuen, and Timber Creek, the opportunity to participate in sport in Darwin. AANT Salary Packaging also provide financial support to Life Education Northern Territory, delivering vital health education programs through mobile learning centres to remote Indigenous communities, helping children make safer and healthier life choices.

This community engagement reflects our ongoing commitment to being part of and enriching the lives of Territorians.



Advocacy

Since 1963, AANT has been a trusted advocate in the community, championing the issues that matter most to our members.





AANT successfully hosted Street Smart High, the Northern Territory's largest road safety event, for the fourth consecutive year.



As a 100% Territory-owned and operated business, AANT passionately advocates for its members on issues including fair fuel pricing, the shift to low and zero-emission vehicles, enhanced road infrastructure, and road safety.

At both the Territory and Commonwealth levels, AANT remains dedicated to pushing for competitive fuel pricing and safer drivers, vehicles, and roads. This year, we continued our advocacy work to address key issues and improve the lives of Territorians.

We maintained a consistent presence in local media, being recognised as a trusted authority to influence transport policies and speak out on issues that matter to our members.

AANT played a vital role in the national “Data Saves Lives” campaign, which aims to ensure that investments in road safety and infrastructure are based on data and transparency, ultimately reducing road fatalities and injuries. This collaborative effort with all Australian motoring clubs led to the Federal Government agreeing to mandate the sharing of road safety data by each state and territory.

AANT has been supporting the Real-World Testing Program, which compares the on-road performance of vehicles with their laboratory test results, revealing significant discrepancies. By offering transparent and reliable data, the program helps consumers and fleet buyers make informed decisions, potentially saving money and reducing environmental impact.



AANT has been supporting the Real-World Testing Program, which compares the on-road performance of vehicles with their laboratory test results, revealing significant discrepancies.



AANT successfully hosted Street Smart High, the Northern Territory's largest road safety event, for the fourth consecutive year. With the NT's road toll rising, the event has become more crucial than ever. Road crashes are a leading cause of death for individuals under 25, with 10% of fatalities involving novices drivers¹. Street Smart High offers an immersive and impactful experience designed to help students grasp the serious consequences of poor choices and the real-life effects of severe road crashes.

1 Towards Zero – Road Safety Action Plan 2024-2028



Council's report

Your council members submit the consolidated financial statements of The Automobile Association of the Northern Territory Incorporated (the Association) and its Subsidiary for the financial year ended 30 June 2024.

Council Members

The names of council members during the financial year are as follows:

- › Mr Trevor Cox (President)
- › Ms Cassandra Emmett (Vice President)
- › Mr Mark Olivetta (Public Officer)
- › Mr David Loy
- › Mr Douglas Phillips
- › Oliver Holm (Appointed May 2024)
- › Ms Sarah Hicks (Resigned May 2024)
- › Mr Aswin DeSilva (Resigned June 2024)
- › Ms Avril Baynes (Resigned November 2023)
- › Mr Edward Smelt (Resigned August 2023)

Principal activity

The principal activity of the Group during the financial year was the provision of roadside assistance services and other motoring/touring related services to Members of the Association. There is no change in the principal activity since last financial year.

Operating Results

The consolidated operating profit before income tax was \$787,744 (2023: \$845,190 profit, Consolidated). The net current year consolidated profit after income tax was \$652,129 (2023: \$591,586 profit, Consolidated).

Comprehensive Income

The total consolidated comprehensive profit after income tax for the year was \$652,129 (2023: \$591,586 profit, Consolidated).

AANT values its financial assets at market value and at balance date the market value of the investment portfolio was \$146,070 less than cost of acquisition. This reflects an increase in value of the investment portfolio by \$195,091 compared to the \$341,161 shortfall reported in FY23 and is taken into account in this year's profit results.

Investment details	Cost	Market value	(Shortfall)
	30 June 2024		
Australian Fixed Interest	1,349,072	1,388,848	39,776
Global Fixed Interest	500,725	458,664	-42,061
Managed Funds	692,000	548,215	-143,785
Total	2,541,797	2,395,727	-146,070

As at 1 October 2024 the shortfall against acquisition cost is \$114,860, compared to \$146,070 reported in the accounts, and any recovery of value in FY25 will be reflected in those accounts.



Trevor Cox
President

Date: 4 November 2024



Cassandra Emmett
Vice President

Date: 4 November 2024

Council statement

In our opinion:

- (a) the accompanying financial report as set out on pages 7 to 37, being a general purpose financial statement – simplified disclosures, is drawn up so as to present fairly the state of affairs of the Association as at 30 June 2024 and the results of the Association for the year ended on that date;
- (b) the accounts of the Association have been properly prepared and are in accordance with the books of account of the Association; and
- (c) there are reasonable grounds to believe that the Association will be able to pay its debts as and when they fall due.

Signed in accordance with a resolution of the Council Members.

We confirm as follows:

- (a) The name of each committee member of the association during the relevant financial year were:
 - Mr Trevor Cox (President)
 - Ms Cassandra Emmett (Vice President)
 - Mr Mark Olivetta (Public Officer)
 - Mr David Loy
 - Mr Douglas Phillips
 - Oliver Holm (Appointed May 2024)
 - Ms Sarah Hicks (Resigned May 2024)
 - Mr Aswin DeSilva (Resigned June 2024)
 - Ms Avril Baynes (Resigned November 2023)
 - Mr Edward Smelt (Resigned August 2023)
- (b) The principal activity of the Group during the financial year was the provision of roadside assistance services and other motoring/touring related services to Members of the Association
- (c) The net profit of the association for the relevant financial year was: \$652,129



Trevor Cox
President

Date: 4 November 2024



Cassandra Emmett
Vice President

Date: 4 November 2024

Independent Audit Report on the Summary Financial Statements

To the members of Automobile Association of the Northern Territory Inc
and Controlled Entities

Opinion

The summary financial statements, which comprises the Consolidated Statement of Financial Position as at 30 June 2024, the Consolidated Statement of Profit or Loss and Other Comprehensive Income, the Consolidated Statement of Changes in Equity and the Consolidated Statement of Cash Flows for the year then ended and the Council's Statement, are derived from the audited financial report of Automobile Association of the Northern Territory Inc for the year ended 30 June 2024.

In our opinion, the accompanying summary financial statements are consistent with, in all material respects, the audited financial report of Automobile Association of the Northern Territory Inc for the year ended 30 June 2024, in accordance with the Northern Territory of *Australia Associations Act 2003* and the Australian Accounting Standards.

Summary Financial Statements

The summary financial statements do not contain all the disclosures required by Northern Territory of *Australia Associations Act 2003* and the Australian Accounting Standards. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial report and the auditor's report thereon. The summary financial statements and the audited financial report do not reflect the effects of events that occurred subsequent to the date of our report on the audited financial report.

The Audited Financial Report and Our Audit Report Thereon

We expressed an unmodified audit opinion on the audited financial report dated 5 November 2024.

Other Information

The Council Members are responsible for the other information. The other information comprises the President's Report and the Council's Report for the year ended 30 June 2024, but does not include the summary financial statements and our auditor's report thereon.

Our opinion on the summary financial statements does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the summary financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Council Members' Responsibility for the Summary Financial Statements

The Council Members are responsible for the preparation of the summary financial statements in accordance with the Northern Territory of *Australia Associations Act 2003* and the Australian Accounting Standards.

Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are consistent, in all material respects, with the audited financial report based on our procedures, which are conducted in accordance with Audit Standard ASA 810 *Engagements to Report on Summary Financial Statements*.

Moore Australia

Moore Australia Audit (SA/NT) Pty Ltd
Chartered Accountants

R Speed

Robyn Speed

Director – Audit and Assurance
Moore Australia Audit (SA/NT) Pty Ltd
Brisbane, Queensland
5 November 2024

AANT Summary Financials

Consolidated statement of profit or loss and other comprehensive income for the year ended 30 June 2024

	Consolidated 2024	Consolidated 2023
	\$	\$
Revenue from contracts with customers	5,796,389	5,195,655
Total Revenue	5,796,389	5,195,655
Expenses		
Member services expenses	(3,743,072)	(2,929,012)
Administration fees	(320,942)	(297,720)
Employee benefits	(1,218,958)	(981,422)
Other expenses	(643,945)	(641,709)
Total expenses	(5,926,917)	(4,849,863)
Share of net profit of associate	555,143	254,881
Finance Income / (Loss)	363,128	244,517
Operating profit before income tax	787,744	845,190
Income tax expense	(135,615)	(253,604)
Operating profit / (loss) after income tax	652,129	591,586
Total comprehensive income / (loss) for the year	652,129	591,586

The Consolidated Statement of Profit and Loss is to be read in conjunction with the Notes to the Financial Statements, which forms part of the full financial report and, which can be distributed upon request.

Consolidated statement of financial position as at 30 June 2024

	Consolidated 2024	Consolidated 2023
	\$	\$
Current Assets		
Cash and cash equivalents	868,695	650,433
Trade and other receivables	621,470	431,923
Income tax receivable	131,709	107,402
Financial assets	2,395,727	2,200,636
Inventories	16,989	17,005
Total Current Assets	4,034,590	3,407,399
Non-Current Assets		
Plant and equipment	68,419	68,926
Intangibles	128,143	159,434
Right-of-use assets	495,103	638,784
Loans and advances	–	–
Investment in Associate	3,710,503	3,670,360
Deferred tax asset	17,857	24,704
Total Non-Current Assets	4,420,025	4,562,208
Total Assets	8,454,615	7,969,607
Current Liabilities		
Contract liabilities	1,394,249	1,513,502
Trade and other payables	344,789	404,067
Provisions	180,703	151,343
Lease liabilities	156,161	146,719
Total Current Liabilities	2,075,902	2,215,632
Non-Current Liabilities		
Provisions	25,463	25,463
Deferred tax liability	142,233	13,465
Lease liabilities	406,657	562,818
Total Non-Current Liabilities	574,353	601,746
Total Liabilities	2,650,255	2,817,377
Net Assets	5,804,360	5,152,231
Equity		
Retained Earnings	5,804,360	5,152,231
Total Equity	5,804,360	5,152,231

The Consolidated Statement of Financial Position is to be read in conjunction with the Notes to the Financial Statements, which forms part of the full financial report and, which can be distributed upon request.

Consolidated statement of changes in equity for the year ended 30 June 2024

	Retained Earnings	Total
	\$	\$
Consolidated		
Balance at 1 July 2022	4,560,645	4,560,645
Loss for the year	591,586	591,586
Total comprehensive loss for the year	591,586	591,586
Balance at 30 June 2023	5,152,231	5,152,231
Consolidated		
Balance at 1 July 2023	5,152,231	5,152,231
Profit for the year	652,129	652,129
Other comprehensive income	–	–
Total comprehensive income for the year	652,129	652,129
Balance at 30 June 2024	5,804,360	5,804,360

The Consolidated Statement of Changes in Equity is to be read in conjunction with the Notes to the Financial Statements, which forms part of the full financial report and, which can be distributed upon request.

Consolidated statement of cash flows for the year ended 30 June 2024

	Consolidated 2024	Consolidated 2023
	\$	\$
Cash flows from operating activities		
Receipts from members and customers	5,762,589	5,162,277
Payments to suppliers and employees	(5,690,252)	(4,733,412)
Interest on lease liabilities	(16,393)	(20,666)
Interest received	–	–
Income tax paid	(24,307)	(133,753)
Net cash provided by / (used in) operating activities	31,637	274,446
Cash flows from investing activities		
Purchase of fixed assets and intangibles	(76,667)	(97,897)
Purchase of financial assets	–	(199,315)
Investment income received	410,010	545,565
Purchase of investment in associate	–	(1,730,261)
Proceeds from sale of financial assets	–	1,025,223
Net cash provided by / (used in) investing activities	333,343	(456,686)
Cash flows from financing activities		
Payment of principal portion of lease liabilities	(146,719)	(137,695)
Net cash provided by / (used in) financing activities	(146,719)	(137,695)
Net increase/(decrease) in cash and cash equivalents	218,262	(319,934)
Cash and cash equivalents at beginning of the year	650,433	970,367
Cash and cash equivalents at end of the year	868,695	650,433

The Consolidated Statement of Cash Flows is to be read in conjunction with the Notes to the Financial Statements, which forms part of the full financial report and, which can be distributed upon request.



**Celebrating 60 years
of AANT**







Darwin Supercars



NT Cricket





Bass in the Grass





Automobile Association of the Northern Territory Inc.

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24/7 Roadside Assistance 131 111

www.aant.com.au