# **ROYAL AUSTRALIAN MINT**

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## **ROYAL AUSTRALIAN MINT**

## Section 1: Entity overview and resources

### 1.1 STRATEGIC DIRECTION STATEMENT

The Royal Australian Mint (the Mint) is a listed entity operating under the *Public Governance, Performance and Accountability Act 2013*. The Mint's vision is to achieve excellence as the world's best performing Mint. Its goal is to meet the circulating coin and collector coin needs of Australia and selected international markets. The Mint is also the custodian of Australia's National Coin Collection and provides educational and tourist services to local and overseas visitors.

2018-19 will be the third year of the Mint's strategic plan which acknowledges the decline in the demand for circulating coin and identifies opportunities for growth in commercial domestic and foreign business. Key strategies identified in this plan include:

- · leveraging capability to produce innovative circulating and numismatic products;
- identifying opportunities to fill the revenue gap caused by the decline in the demand for circulating coin;
- continuing to seek improvements in efficiency, cost reduction and effectiveness;
- delivering in full and on time to all customers;
- maintaining the record for workplace health, safety and environment;
- · continuing to recognise staff; and
- strengthening brand recognition.

As the sole supplier of Australia's circulating coin requirements, the Mint is responsible for the continuous review of Australian coinage and for providing advice to the Treasury and the Government on coin related issues.

In 2018-19, the Mint will continue to target profitable revenue growth opportunities for both numismatic and international circulating coin.

The Mint's return on net assets is budgeted to be 47 per cent in 2017-18, inclusive of the seigniorage return to the Commonwealth. Across the forward estimates, the Mint will be focussed on maintaining its return on net assets. With the decline in demand for circulating coin, seigniorage is expected to fall over the next four years from the budgeted \$55 million in 2017-18 to \$51 million in 2021-22. However, the decline is offset by commercial pre-tax profit and royalties.

## 1.2 ENTITY RESOURCE STATEMENT

Table 1.1 shows the total funding from all sources available to the entity for its operations and to deliver programs and services on behalf of the government. The table summarises how resources will be applied by outcome (government strategic policy objectives) and by administered (on behalf of the government or the public) and departmental (for the entity's operations) classification.

Information in this table is presented on a resourcing (i.e. cash available) basis, whilst the 'Budgeted expenses by Outcome' tables in Section 2 and the financial statements in Section 3 are presented on an accrual basis.

Table 1.1: Royal Australian Mint resource statement – Budget estimates for 2018-19 as at Budget May 2018

	2017-18	2018-19
	Estimated	Estimate
	actual	
	\$'000	\$'000
Departmental		
Special accounts (a)		
Opening balance	38,115	43,354
Non-appropriation receipts	162,871	158,024
Total special accounts	200,986	201,378
Total departmental resourcing	200,986	201,378
Total resourcing for the Royal Australian Mint	200,986	201,378
	2017-18	2018-19
Average staffing level (number)	241	241

Prepared on a resourcing (i.e. appropriations available) basis.

Note: All figures shown above are GST exclusive - these may not match figures in the cash flow statement.

### 1.3 BUDGET MEASURES

The Mint has no new budget measures.

<sup>(</sup>a) Excludes 'Special Public Money' held in accounts like Other Trust Monies accounts (OTM), Services for Other Government and Non-agency Bodies accounts (SOG) or Services for Other Entities and Trust Moneys accounts (SOETM). For further information on special appropriations and special accounts, please refer to Budget Paper No. 4 - Agency Resourcing. Please also see Table 2.1 for further information on outcome and program expenses broken down by various funding sources, e.g. annual appropriations, special appropriations and special accounts.

## Section 2: Outcomes and planned performance

Government outcomes are the intended results, impacts or consequences of actions by the Government on the Australian community. Commonwealth programs are the primary vehicle by which government entities achieve the intended results of their outcome statements. Entities are required to identify the programs which contribute to government outcomes over the Budget and forward years.

Each outcome is described below together with its related programs. The following provides detailed information on expenses for each outcome and program, further broken down by funding source.

#### Note:

Performance reporting requirements in the Portfolio Budget Statements are part of the enhanced Commonwealth performance framework established by the *Public Governance, Performance and Accountability Act* 2013. It is anticipated that the performance criteria described in Portfolio Budget Statements will be read with broader information provided in an entity's corporate plans and annual performance statements – included in Annual Reports - to provide an entity's complete performance story.

The most recent corporate plan for Royal Australian Mint can be found at: https://www.ramint.gov.au/corporate-plan

The most recent annual performance statement can be found in the latest Annual Report at: https://www.ramint.gov.au/annual-reports

## 2.1 BUDGETED EXPENSES AND PERFORMANCE FOR OUTCOME 1

#### Outcome 1:

The coinage needs of the Australian economy, collectors and foreign countries are met through the manufacture and sale of circulating coins, collector coins and other minted like products

### **Budgeted expenses for Outcome 1**

This table shows how much the entity intends to spend (on an accrual basis) on achieving the outcome, broken down by program, as well as by Administered and Departmental funding sources.

Table 2.1: Budgeted expenses for Outcome 1

	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forward	Forward	Forward
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
Program 1.1: Royal Australian Mint					
Administered expenses					
Special accounts					
Royal Australian Mint Special					
Account	27,342	30,833	30,044	29,339	28,718
Administered total	27,342	30,833	30,044	29,339	28,718
Departmental expenses					
Special accounts					
Royal Australian Mint Special					
Account	100,175	94,147	94,071	95,639	96,159
Departmental total	100,175	94,147	94,071	95,639	96,159
Total expenses for program 1.1	127,517	124,980	124,115	124,978	124,877
Total expenses for Outcome 1	127,517	124,980	124,115	124,978	124,877
					_
	2017-18	2018-19			
Average staffing level (number)	241	241			

#### Table 2.2: Performance criteria for Outcome 1

Table 2.2 details the performance criteria for each program associated with Outcome 1. It also summarises how each program is delivered and where 2018-19 Budget measures have created new programs or materially changed existing programs.

**Outcome 1** – The coinage needs of the Australian economy, collectors and foreign countries are met through the manufacture and sale of circulating coins, collector coins and other minted like products.

**Program 1.1** – To produce and distribute circulating coins, collector coins and minted like products to meet the demands of the Australian economy, collectors and foreign countries.

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Delivery	Production, maintenance and sales to meet demand for:  - Australian circulating coins;  - Foreign country circulating coins;  - Numismatic products; and  - Other custom minted products  Maintenance of Australia's National Coin Collection;  Tourism and education services to public and school groups:  - Maintenance of the Mint's visitor gallery, including building and surrounds;					
	<ul> <li>Educational program to school students who visit the Mint; and</li> </ul>					
	<ul> <li>Promote public understanding about the cultural and historical significance of coins</li> </ul>					

#### Performance information

	ı	1	1	
Performance criteria	2017-18 (estimated actual)	2018-19	2019-20 and the forward estimates	
Produce and deliver Australian circulating coins in a cost effective and timely manner	Seigniorage: \$54.5m Volume: 133 million pieces	Seigniorage: \$54.7m Volume: 123 million pieces	Seigniorage: \$54m; \$52m; \$51m	
Numismatic sales meet or exceed cost of production	Gross margin: 60%	Gross margin: 60%	Gross margin: 60%	
Foreign circulating coin sales meet or exceed cost of production	Gross margin: 7%	Gross margin: 7%	Gross margin: 7%	
Numismatic orders placed are produced and delivered within agreed delivery time	Delivered on time and in full: 80%	Delivered on time and in full: 80%	Delivered on time and in full: 80%	
Rotate the display of Australia's National Coin Collection on a regular basis	Annual rotation completed	Annual rotation of National Coin Collection items	Annual rotation of National Coin Collection items	
Visitor satisfaction rating of Mint experience	Survey result: 95%	Survey result: 95%	Survey result: 95%	
Increase in visitor numbers compared to prior year	Visitors: 330,000	Visitors: 340,000	Visitors: 350,000	
Purposes	To produce and distribute circulating coins, collector coins and minted like products to meet the demands of the Australian economy, collectors and foreign countries			

## Section 3: Budgeted financial statements

Section 3 presents budgeted financial statements which provide a comprehensive snapshot of entity finances for the 2018-19 budget year, including the impact of budget measures and resourcing on financial statements.

### 3.1 BUDGETED FINANCIAL STATEMENTS

## 3.1.1 Differences between entity resourcing and financial statements

There are no material differences between entity resourcing and financial statements.

### 3.1.2 Explanatory notes and analysis of budgeted financial statements

The Mint has two streams of revenue. One stream comes from production and subsequent sale of circulating coins at face value to commercial banks. The second stream comes from sale of numismatic products and production of foreign circulating coins.

The Mint's Departmental projected results for the 2017-18 and forward years reflect the Mint's focus on identifying opportunities in its numismatic business (refer to table 3.1). The ongoing implementation of 'lean' principles will enable the Mint to manufacture coins (both circulating and numismatic) in a more efficient manner which is expected to deliver a reduction in cost and improved business effectiveness.

An after-tax surplus is budgeted on the sale of numismatic products and foreign circulating coins. It is expected to rise from \$6.1 million in 2017-18 to \$11.2 million in 2021-22 and will offset the reduction in seigniorage received by the government from Australian circulating coins.

The anticipated decline in demand for Australian circulating coin is reflected in a fall in Administered surplus over the next four years from the budgeted \$55 million in 2017-18 (refer to table 3.7). However with the increased Departmental commercial 'pretax profit' and Commonwealth royalties, the decline in seigniorage returned to Commonwealth will be less significant.

## 3.2 BUDGETED FINANCIAL STATEMENTS TABLES

Table 3.1: Comprehensive income statement (showing net cost of services) for the period ended 30 June

mo pomoa omaca co camo					
	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
EXPENSES					
Employee benefits	23,890	26,053	25,053	25,053	25,053
Suppliers	67,961	60,214	60,575	61,570	61,912
Depreciation and amortisation	4,901	5,409	5,572	5,739	5,911
Finance costs	42	30	23	22	21
Other expenses	3,381	2,441	2,848	3,255	3,262
Total expenses	100,175	94,147	94,071	95,639	96,159
LESS:					
OWN-SOURCE INCOME					
Own-source revenue					
Sale of goods and rendering of					
services	107,925	106,091	106,644	111,822	108,116
Interest	500	575	650	725	800
Other	462	657	672	687	703
Total own-source revenue	108,887	107,323	107,966	113,234	109,619
Total own-source income	108,887	107,323	107,966	113,234	109,619
Net (cost of)/contribution by					
services	8,712	13,176	13,895	17,595	13,460
Notional income tax expense	2,614	2,196	2,411	3,521	2,281
Total comprehensive income/(loss)					
- as per the statement of					
comprehensive income	6,098	10,980	11,484	14,074	11,179

Table 3.2: Budgeted departmental balance sheet (as at 30 June)

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	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
ASSETS					
Financial assets					
Cash and cash equivalents	43,354	55,119	68,562	85,487	97,293
Trade and other receivables	5,328	4,950	6,127	6,244	6,244
Total financial assets	48,682	60,069	74,689	91,731	103,537
Non-financial assets					
Property, plant and equipment	35,529	34,992	32,689	31,113	29,390
Intangibles	3,881	3,414	3,245	3,282	3,294
Heritage and cultural	21,754	21,754	21,754	21,754	21,754
Inventories	42,166	42,448	42,469	42,469	42,469
Tax assets	1,130	1,130	1,130	1,130	1,130
Other non-financial assets	1,189	1,189	1,189	1,189	1,189
Total non-financial assets	105,649	104,927	102,476	100,937	99,226
Total assets	154,331	164,996	177,165	192,668	202,763
LIABILITIES					
Payables					
Suppliers	3,859	4,023	4,371	4,653	4,859
Tax liabilities	-	-	-	-	-
Other payables	3,684	3,266	3,481	4,591	3,351
Total payables	7,543	7,289	7,852	9,244	8,210
Interest bearing liabilities					
Leases	701	527	466	404	340
Total interest bearing liabilities	701	527	466	404	340
Provisions					
Employee provisions	6,651	6,751	6,921	7,007	7,007
Other provisions	493	506	519	532	546
Total provisions	7,144	7,257	7,440	7,539	7,553
Total liabilities	15,388	15,073	15,758	17,187	16,103
Net assets	138,943	149,923	161,407	175,481	186,660
EQUITY*					
Parent entity interest					
Contributed equity	77,903	77,903	77,903	77,903	77,903
Reserves	21,162	21,162	21,162	21,162	21,162
Retained surplus (accumulated			-		•
deficit)	39,878	50,858	62,342	76,416	87,595
Total equity	138,943	149,923	161,407	175,481	186,660
	,				

<sup>\*&#</sup>x27;Equity' is the residual interest in assets after deduction of liabilities. Prepared on Australian Accounting Standards basis.

Table 3.3: Departmental statement of changes in equity — summary of movement (Budget year 2018-19)

movement (Baaget year 2010 10)				
	Retained	Asset	Contributed	Total
	earnings	revaluation	equity/	equity
		reserve	capital	
	\$'000	\$'000	\$'000	\$'000
Opening balance as at 1 July 2018				
Balance carried forw ard from				
previous period	39,878	21,162	77,903	138,943
Opening balance	39,878	21,162	77,903	138,943
Comprehensive income				
Surplus/(deficit) for the period	10,980	-	-	10,980
Total comprehensive income	10,980			10,980
Estimated closing balance as at				
30 June 2019	50,858	21,162	77,903	149,923
Closing balance attributable to				
the Australian Government	50,858	21,162	77,903	149,923

Table 3.4: Budgeted departmental statement of cash flows (for the period ended 30 June)

30 Julie)					
	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
_	\$'000	\$'000	\$'000	\$'000	\$'000
OPERATING ACTIVITIES					
Cash received					
Sale of goods and rendering of					
services	162,132	175,074	174,641	182,279	178,899
Net GST received	-	13	-	-	-
Interest received	500	575	650	725	800
Other	300	492	507	522	538
Total cash received	162,932	176,154	175,798	183,526	180,237
Cash used		·			
Employees	23,890	25,953	24,883	24,967	25,053
Suppliers	68,909	74,088	75,598	79,215	80,903
Net GST paid	61	-	89	-	-
Borrowing and other financing costs	30	17	10	9	7
Taxes paid	1,252	2,614	2,196	2,411	3,521
Other	57,901	57,138	56,418	55,737	54,683
Total cash used	152,043	159,810	159,194	162,339	164,167
Net cash from/(used by)		Î	•	•	
operating activities	10,889	16,344	16,604	21,187	16,070
INVESTING ACTIVITIES					
Cash used					
Purchase of property, plant and					
equipment and intangibles	5,465	4,405	3,100	4,200	4,200
Total cash used	5,465	4,405	3,100	4,200	4,200
Net cash from/(used by)		·			
investing activities	(5,465)	(4,405)	(3,100)	(4,200)	(4,200)
FINANCING ACTIVITIES					
Cash used					
Repayments of borrowings	185	174	61	62	64
Total cash used	185	174	61	62	64
Net cash from/(used by)					
financing activities	(185)	(174)	(61)	(62)	(64)
Net increase/(decrease) in cash					
held	5,239	11,765	13,443	16,925	11,806
Cash and cash equivalents at the			•		•
beginning of the reporting period	38,115	43,354	55,119	68,562	85,487
Cash and cash equivalents at	·				•
the end of the reporting period	43,354	55,119	68,562	85,487	97,293
<del></del>		•	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·	•

Table 3.5: Departmental capital budget statement (for the period ended 30 June)

		• • • • • • • • • • • • • • • • • • • •			,
	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
PURCHASE OF NON-FINANCIAL ASSETS Funded internally from departmental					
resources	5.465	4.405	3.100	4.200	4,200
TOTAL	5,465	4,405	3,100	4,200	4,200
RECONCILIATION OF CASH USED TO ACQUIRE ASSETS TO ASSET MOVEMENT TABLE					
Total purchases	5,465	4,405	3,100	4,200	4,200
Total cash used to acquire assets	5,465	4,405	3,100	4,200	4,200

Table 3.6: Statement of asset movements (Budget year 2018-19)

	Other	Heritage	Computer	Total
	property,	and	softw are	
	plant and	cultural	and	
	equipment		intangibles	
	\$'000	\$'000	\$'000	\$'000
As at 1 July 2018				
Gross book value	44,363	21,754	9,599	75,716
Accumulated depreciation/				
amortisation and impairment	(8,834)	-	(5,718)	(14,552)
Opening net book balance	35,529	21,754	3,881	61,164
Capital asset additions				
Estimated expenditure on new				
or replacement assets				
By purchase - other	4,080	-	325	4,405
Total additions	4,080	-	325	4,405
Other movements				
Depreciation/amortisation expense	(4,617)	-	(792)	(5,409)
Total other movements	(4,617)	-	(792)	(5,409)
As at 30 June 2019				
Gross book value	48,443	21,754	9,924	80,121
Accumulated depreciation/				
amortisation and impairment	(13,451)	-	(6,510)	(19,961)
Closing net book balance	34,992	21,754	3,414	60,160

Table 3.7: Schedule of budgeted income and expenses administered on behalf of Government (for the period ended 30 June)

Government (for the	periou enue	u so sune)			
	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
EXPENSES					
Suppliers	25,561	29,007	28,172	27,420	26,741
Other expenses	1,781	1,826	1,872	1,919	1,977
Total expenses					
administered on					
behalf of					
Government	27,342	30,833	30,044	29,339	28,718
LESS:					
OWN-SOURCE INCOME					
Own-source revenue					
Non-taxation revenue					
Sale of goods and					
rendering of					
services	81,862	85,530	83,614	81,821	80,139
Total non-taxation					
revenue	81,862	85,530	83,614	81,821	80,139
Total own-source					
revenue					
administered on					
behalf of					
Government	81,862	85,530	83,614	81,821	80,139
Total own-sourced					
income					
administered on					
behalf of					
Government	81,862	85,530	83,614	81,821	80,139
Net cost					
of/(contribution					
by) services	(54,520)	(54,697)	(53,570)	(52,482)	(51,421)
Surplus/(deficit)	54,520	54,697	53,570	52,482	51,421

Table 3.8: Schedule of budgeted assets and liabilities administered on behalf of Government (as at 30 June)

10)				
2017-18	2018-19	2019-20	2020-21	2021-22
Estimated	Budget	Forw ard	Forw ard	Forw ard
actual		estimate	estimate	estimate
\$'000	\$'000	\$'000	\$'000	\$'000
6,371	6,371	6,371	6,371	6,371
6,371	6,371	6,371	6,371	6,371
6,371	6,371	6,371	6,371	6,371
625	625	625	625	625
625	625	625	625	625
625	625	625	625	625
5 = 40	5 740	F 740	5,746	5,746
	2017-18 Estimated actual \$'000  6,371  6,371  625 625	2017-18 2018-19 Estimated Budget actual \$'000 \$'000  6,371 6,371  6,371 6,371  6,371 6,371  625 625  625 625	2017-18 2018-19 2019-20 Estimated actual \$'000 \$'000 \$'000  6,371 6,371 6,371  6,371 6,371 6,371  6,371 6,371 6,371  625 625 625 625  625 625 625	2017-18         2018-19         2019-20         2020-21           Estimated actual \$'000         Budget estimate estimate estimate \$'000         \$'000         \$'000           6,371         6,371         6,371         6,371           6,371         6,371         6,371         6,371           6,371         6,371         6,371         6,371           6,371         6,371         6,371         6,371           625         625         625         625           625         625         625         625           625         625         625         625           625         625         625         625

Table 3.9: Schedule of budgeted administered cash flows (for the period ended 30 June)

ou dulie)					
	2017-18	2018-19	2019-20	2020-21	2021-22
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
OPERATING ACTIVITIES					
Cash received					
Sales of goods and rendering of					
services	54,520	54,697	53,570	52,482	51,421
Total cash received	54,520	54,697	53,570	52,482	51,421
Net cash from/(used by)					
operating activities	54,520	54,697	53,570	52,482	51,421
Net increase/(decrease) in cash					
held	54,520	54,697	53,570	52,482	51,421
Cash and cash equivalents at	_	_	_	_	_
beginning of reporting period					
Cash to Official Public Account for:					
<ul> <li>Special accounts</li> </ul>	(54,520)	(54,697)	(53,570)	(52,482)	(51,421)
Cash and cash equivalents at					
end of reporting period	-	-	-	-	