



NZ ACCOUNTING
STANDARDS
BOARD

New Zealand Equivalent to IFRIC Interpretation 13

Customer Loyalty Programmes (NZ IFRIC 13)

Issued September 2007 and incorporates amendments up to and including 30 November 2012 other than consequential amendments resulting from early adoption of NZ IFRS 13 *Fair Value Measurement*

This Interpretation was issued by the New Zealand Accounting Standards Board of the External Reporting Board pursuant to section 24(1)(a) of the Financial Reporting Act 1993.

This Interpretation is a Regulation for the purposes of the Regulations (Disallowance) Act 1989.

COPYRIGHT

© External Reporting Board (“XRB”) 2011

This XRB standard contains International Financial Reporting Standards (“IFRS”) Foundation copyright material. Reproduction within New Zealand in unaltered form (retaining this notice) is permitted for personal and non-commercial use subject to the inclusion of an acknowledgement of the source.

Requests and enquiries concerning reproduction and rights for commercial purposes within New Zealand should be addressed to the Chief Executive, External Reporting Board at the following email address: enquiries@xrb.govt.nz

All existing rights (including copyrights) in this material outside of New Zealand are reserved by the IFRS Foundation. Reproduction of XRB standards outside of New Zealand in unaltered form (retaining this notice) is permitted for personal and non-commercial use only. Further information and requests for authorisation to reproduce for commercial purposes outside New Zealand should be addressed to the IFRS Foundation.

ISBN 978-1-877430-86-2

CONTENTS

**NEW ZEALAND EQUIVALENT TO IFRIC INTERPRETATION 13
CUSTOMER LOYALTY PROGRAMMES (NZ IFRIC 13)**

from paragraph

REFERENCES

BACKGROUND 1

SCOPE NZ 2.1

ISSUES 4

CONSENSUS 5

EFFECTIVE DATE AND TRANSITION 10

APPENDIX

A Application guidance

HISTORY OF AMENDMENTS

IFRIC ILLUSTRATIVE EXAMPLES

IFRIC BASIS FOR CONCLUSIONS

NZ IFRIC 13

New Zealand Equivalent to IFRIC Interpretation 13 *Customer Loyalty Programmes* (NZ IFRIC 13) is set out in paragraphs 1–11 and the Appendix.

NZ IFRIC 13 should be read in the context of the IFRIC’s Basis for Conclusions on IFRIC 13 and the Illustrative Examples for IFRIC 13.

Any New Zealand additional material is shown with either “NZ” or “RDR” preceding the paragraph number.

Reduced Disclosure Regime

Tier 2 for-profit entities must comply with all the provisions in NZ IFRIC 13.

New Zealand Equivalent to IFRIC Interpretation 13

Customer Loyalty Programmes (NZ IFRIC 13)

References

- NZ IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors*
- NZ IAS 18 *Revenue*
- NZ IAS 37 *Provisions, Contingent Liabilities and Contingent Assets*

Background

- 1 Customer loyalty programmes are used by entities to provide customers with incentives to buy their goods or services. If a customer buys goods or services, the entity grants the customer award credits (often described as 'points'). The customer can redeem the award credits for awards such as free or discounted goods or services.
- 2 The programmes operate in a variety of ways. Customers may be required to accumulate a specified minimum number or value of award credits before they are able to redeem them. Award credits may be linked to individual purchases or groups of purchases, or to continued custom over a specified period. The entity may operate the customer loyalty programme itself or participate in a programme operated by a third party. The awards offered may include goods or services supplied by the entity itself and/or rights to claim goods or services from a third party.

Scope

NZ 2.1 This Interpretation applies only to Tier 1 and Tier 2 for-profit entities.

- 3 This Interpretation applies to customer loyalty award credits that:
 - (a) an entity grants to its customers as part of a sales transaction, ie a sale of goods, rendering of services or use by a customer of entity assets; and
 - (b) subject to meeting any further qualifying conditions, the customers can redeem in the future for free or discounted goods or services.

The Interpretation addresses accounting by the entity that grants award credits to its customers.

Issues

- 4 The issues addressed in this Interpretation are:
 - (a) whether the entity's obligation to provide free or discounted goods or services ('awards') in the future should be recognised and measured by:
 - (i) allocating some of the consideration received or receivable from the sales transaction to the award credits and deferring the recognition of revenue (applying paragraph 13 of NZ IAS 18); or
 - (ii) providing for the estimated future costs of supplying the awards (applying paragraph 19 of NZ IAS 18); and
 - (b) if consideration is allocated to the award credits:
 - (i) how much should be allocated to them;
 - (ii) when revenue should be recognised; and
 - (iii) if a third party supplies the awards, how revenue should be measured.

Consensus

- 5 An entity shall apply paragraph 13 of NZ IAS 18 and account for award credits as a separately identifiable component of the sales transaction(s) in which they are granted (the 'initial sale'). The fair value of the consideration received or receivable in respect of the initial sale shall be allocated between the award credits and the other components of the sale.
- 6 The consideration allocated to the award credits shall be measured by reference to their fair value, ie the amount for which the award credits could be sold separately.
- 7 If the entity supplies the awards itself, it shall recognise the consideration allocated to award credits as revenue when award credits are redeemed and it fulfils its obligations to supply awards. The amount of revenue recognised shall be based on the number of award credits that have been redeemed in exchange for awards, relative to the total number expected to be redeemed.
- 8 If a third party supplies the awards, the entity shall assess whether it is collecting the consideration allocated to the award credits on its own account (ie as the principal in the transaction) or on behalf of the third party (ie as an agent for the third party).
- (a) If the entity is collecting the consideration on behalf of the third party, it shall:
- (i) measure its revenue as the net amount retained on its own account, ie the difference between the consideration allocated to the award credits and the amount payable to the third party for supplying the awards; and
- (ii) recognise this net amount as revenue when the third party becomes obliged to supply the awards and entitled to receive consideration for doing so. These events may occur as soon as the award credits are granted. Alternatively, if the customer can choose to claim awards from either the entity or a third party, these events may occur only when the customer chooses to claim awards from the third party.
- (b) If the entity is collecting the consideration on its own account, it shall measure its revenue as the gross consideration allocated to the award credits and recognise the revenue when it fulfils its obligations in respect of the awards.
- 9 If at any time the unavoidable costs of meeting the obligations to supply the awards are expected to exceed the consideration received and receivable for them (ie the consideration allocated to the award credits at the time of the initial sale that has not yet been recognised as revenue plus any further consideration receivable when the customer redeems the award credits), the entity has onerous contracts. A liability shall be recognised for the excess in accordance with NZ IAS 37. The need to recognise such a liability could arise if the expected costs of supplying awards increase, for example if the entity revises its expectations about the number of award credits that will be redeemed.

Effective date and transition

- 10 An entity shall apply this Interpretation for annual periods beginning on or after 1 July 2008. Earlier application is permitted only when an entity complies, or has complied, with NZ IFRS 1 *First-time Adoption of New Zealand Equivalents to International Financial Reporting Standards* in its annual financial statements for a period beginning on or after 1 January 2005. If an entity applies the Interpretation in its financial statements for a period before 1 July 2008, it shall disclose this fact.
- 10A Paragraph AG2 was amended by *Improvements to NZ IFRSs* issued in July 2010. An entity shall apply that amendment for annual periods beginning on or after 1 January 2011. Earlier application is permitted. If an entity applies the amendment for an earlier period it shall disclose that fact.
- NZ 10B.1 *Framework: Tier 1 and Tier 2 For-profit Entities*, issued in November 2012, amended extant NZ IFRSs by deleting any public benefit entity paragraphs, deleting any differential reporting concessions, adding scope paragraphs for Tier 1 and Tier 2 for-profit entities and adding disclosure concessions for Tier 2 entities. It made no changes to the requirements for Tier 1 entities. A Tier 2 entity may elect to apply the disclosure concessions for annual periods beginning on or after 1 December 2012. Early application is permitted.
- 11 Changes in accounting policy shall be accounted for in accordance with NZ IAS 8.

Appendix Application guidance

This appendix is an integral part of the Interpretation.

Measuring the fair value of award credits

- AG1 Paragraph 6 of the consensus requires the consideration allocated to award credits to be measured by reference to their fair value, ie the amount for which the award credits could be sold separately. If the fair value is not directly observable, it must be estimated.
- AG2 An entity may estimate the fair value of award credits by reference to the fair value of the awards for which they could be redeemed. The fair value of the award credits takes into account, as appropriate:
- (a) the amount of the discounts or incentives that would otherwise be offered to customers who have not earned award credits from an initial sale; and
 - (b) the proportion of award credits that are not expected to be redeemed by customers.
- If customers can choose from a range of different awards, the fair value of the award credits will reflect the fair values of the range of available awards, weighted in proportion to the frequency with which each award is expected to be selected.
- AG3 In some circumstances, other estimation techniques may be available. For example, if a third party will supply the awards and the entity pays the third party for each award credit it grants, it could estimate the fair value of the award credits by reference to the amount it pays the third party, adding a reasonable profit margin. Judgement is required to select and apply the estimation technique that satisfies the requirements of paragraph 6 of the consensus and is most appropriate in the circumstances.

IFRIC Illustrative examples

[These examples accompany but do not form part of NZ IFRIC 13.]

IFRIC Basis for Conclusions

BC1–BC22 [Paragraphs BC1–BC22 do not form part of NZ IFRIC 13.]

HISTORY OF AMENDMENTS

Table of Pronouncements – NZ IFRIC 13 *Customer Loyalty Programmes*

This table lists the pronouncements establishing and substantially amending NZ IFRIC 13. The table is based on amendments approved as at 30 November 2012 other than consequential amendments resulting from early adoption of NZ IFRS 13 *Fair Value Measurement*.

| Pronouncements | Date approved | Early operative date | Effective date (annual reporting periods... on or after ...) |
|--|----------------------|-----------------------------|---|
| NZ IFRIC 13 <i>Customer Loyalty Programmes</i> | Sept 2007 | Early application permitted | 1 July 2008 |
| <i>Improvements to NZ IFRSs</i> | July 2010 | Early application permitted | 1 Jan 2011 |
| <i>Framework: Tier 1 and Tier 2 For-profit Entities</i> ¹ | Nov 2012 | Early application permitted | 1 Dec 2012 |

| Table of Amended Paragraphs in NZ IFRIC 13 | | |
|---|---------------------|--|
| Paragraph affected | How affected | By ... [date] |
| Paragraph 10A | Inserted | <i>Improvements to NZ IFRSs</i> [Jul 2010] |
| Paragraph NZ 10B.1 | Inserted | <i>Framework: Tier 1 and Tier 2 For-profit Entities</i> [Nov 2012] |
| Paragraph AG2 | Amended | <i>Improvements to NZ IFRSs</i> [Jul 2010] |

¹ This pronouncement amended extant NZ IFRSs by (i) deleting any public benefit entity paragraphs, (ii) deleting any differential reporting paragraphs, (iii) adding scope paragraphs for Tier 1 and Tier 2 for-profit entities, and (iv) adding RDR disclosure concessions.