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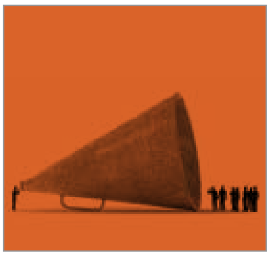

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CHAIR REPORT
October 2015

Diana D'Ambra

In July this year "The Australian Share Ownership Study" published by the Australian Stock Exchange was released. In addition CommSec also celebrated its 20 year anniversary and issued a report comparing major changes in financial and economic markets in Australia from 1994 to 2014.

One of the most interesting features shown by these two reports is that direct share ownership by Australian adults has risen from 13% in 1994 to 44% in 2004, but has since commenced a decline to 34% in 2012 and then to 33% in 2014. Clearly the GFC in July 2007 turned off many retail investors.

Indirect ownership through managed funds has seen a larger fall from 32% in 2004 to just 10% in 2014. Retail shareholders are clearly skeptical of investments where there is a significant lack of transparency and most managed funds disclosures fall well short of that provided by listed ASX companies.

With direct investing nearly three times larger than indirect investing through managed funds we can see Australian retail investors prefer to control their own destiny. Of the 6.5 million Australians investing in the market, 72% held direct investments only. Since the GFC there has been a marked drop in investors using managed funds to diversify and there is a lesson here for managed funds to better explain their activities and their results.

The benefits of diversification is well understood by our members (not putting all your eggs in one basket) and data from the ASX and CommSec reports show we retail investors have increased our investments in international shares from 10% in 2012 to 13% in 2014 and have increased markedly our ownership of listed investment trusts such as REITs.

The reports also track how typical investors enter the market with a small proportion beginning to invest in their late twenties or thirties, with an increasing proportion entering the market as they get older and have funds available. This proportion increases up to age 64, then drops off as people leave the workforce. Of the 6.5 million retail investors in Australia 57% are male and 43% female – a marked increase in the proportion of female investors from previous surveys.

What is significant is around 3 million investors classify themselves as having low knowledge and lack confidence when investing and they are confused with the vast amounts of information available in the press, internet, and more importantly through social media platforms. In addition the increasing use of online brokers has made share investing accessible to a wider group of people; it is no longer the realm of high net wealth individuals.

This is where being a member of the ASA allows investor novices to meet up with more experienced members at discussion groups and learn from their experience.

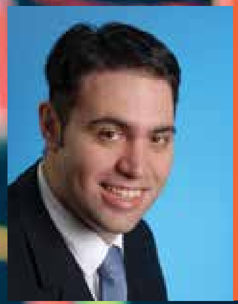
As noted in my July Chair report, technology through robo advisors will be able to service the younger retail investors against a backdrop of an interactive online platform – which is the space that younger generation is very comfortable operating in.

So what does all this mean for ASA?

The novice or inexperienced investor who is interested in investing on the ASX is a wider demographic group than perhaps we are aware of and our educational offerings are important to them. So too meeting up with experienced members who can advise them of the pitfalls and perils facing all retail investors. Standing together really works.

Why now is a great share market opportunity

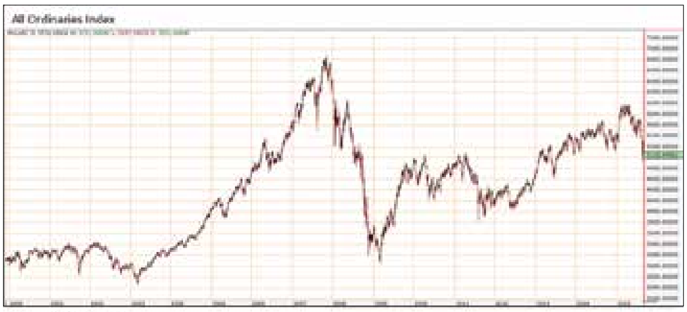
By Elio D'Amato, CEO at Lincoln Indicators



Australia's June-year corporate reporting season in August was overshadowed by market volatility, with wide-ranging macroeconomic fears sparking sharp falls on global stock markets.

In particular concerns over China's stock market and its economy spurred falls on Wall Street and European markets, and the Australian market followed suit. As a share market investor, should you be worried by the current bout of volatility? Well, you needn't be, because the long-term performance statistics on the market are testament to its resilience and to the fact that, over time, the total returns from the share market have been spectacularly good.

A simple performance chart of the All Ordinaries Index, including the impact of the Global Financial Crisis, amply demonstrates that.



Source: Lincoln Stock Doctor

Over the past 15 years, the ASX 200 index has delivered an annualised return of 9.5% per annum, including all dividends and franking credits. Further to that return, our experience at Lincoln Indicators is objective proof that bottom-up, fundamentally-based stock selection and portfolio construction strategies work exceptionally well.

As is always the case during periods of market volatility, some supposedly credible financial media commentators will contribute to the general uncertainty by preaching doom and gloom. But don't believe their negative spin. Markets will always rise and fall. Investing in shares is all about staying true to your financial objectives, and using tried and tested disciplines to minimise risk.

Savvy investors see market volatility not as a threat, but as a great opportunity to buy into high-quality companies at heavily discounted market prices when market events work in their favour. Over time, they invariably reap the rewards.

After all, history shows us that even when markets fall sharply, the best companies will be first to recover and deliver strong returns to investors over the long term. It's a matter of having the foresight and discipline to cut through the media and macroeconomic noise, and to focus on the investment fundamentals.

SUBDUED ECONOMIC CONDITIONS

Most market observers expected the latest reporting season would be one of generally modest earnings growth amid subdued economic conditions and, by and large, that theme has held true. Historically low interest rates and moderate inflation have been positive factors for many companies, with some taking the opportunity to improve the current state of their financial health by improving their net asset position through the paying down of debt. Reflecting the subdued economic conditions in Australia, many companies have been coy about future expectations in their outlook statements.

LOWER DOLLAR LENDS A HELPING HAND

For Australian companies with offshore operations, the lower Australian dollar has provided a boost to earnings. Among the companies to report where the lower $A helped boost revenue and profits over the full year were software and services company GBST Holdings Ltd (GBT), UK-based fund manager Henderson Group (HGG), biotechnology giant CSL Ltd (CSL) and hospitals operator Ramsay Health Care Ltd (RHC).

It is also worth noting that while the lower currency provided an additional lift when the financials were translated back into Australian dollars, the constant currency numbers for the companies mentioned above were also healthy. Yet a lower currency wasn't a saviour for all. In contrast, global manufacturer Ansell Ltd (ANN) wasn't able to take advantage of the currency uplift as declines in economic conditions in EMEA (Europe, Middle East and Africa) as well as weak US, Russia and Brazil sales dragged down its overall sales performance.

HIGHER DIVIDEND PAYOUTS

In the current environment of record low interest rates, the share market has remained a haven for investors hunting for better income returns. Investor demand for stocks paying sustainable, high dividend yields has been strong, and more companies have responded to this appetite by announcing higher fully-franked payouts. Real Estate Investment Trusts (REITs) continued their tradition of paying unfranked distributions.

Source: Lincoln Stock Doctor

The previous chart shows the strong total accumulated return from the market since the GFC, including all dividends, has easily exceeded the underlying return from the All Ordinaries Index. The overall gap is more than 36%.

Another positive theme from the latest reporting season was an increase in the number of companies paying out "special dividends" to their shareholders. Carsales.com (CAR), Suncorp Group Ltd (SUN) and Adelaide Brighton Ltd (ABC) were notables that paid special dividends in the latest period. This has been a good indicator that the management of various companies have been confident enough to return surplus capital to their shareholders.

Yet while some companies increased dividends from the last financial year, the dividends picture could change over the medium term. Indeed, some companies have been expressing caution on their outlook and guidance statements in a bid to rein in investors' expectations. Increased capital requirements for financial institutions will most likely see an end to the major banks growing dividends aggressively into the future, as they have successfully done in the past.

THE IMPACT OF LOWER ENERGY AND COMMODITY PRICES

The mining and energy sectors have always been at the weaker side of financial health, with many companies exposed to excessive levels of financial risk. Continued weakness in global commodity and energy prices has not helped their cause. Sharp falls in the oil price, iron ore, copper and coal were reflected in lower reported revenue and earnings from heavyweights BHP Billiton Ltd (BHP) and Rio Tinto Ltd (RIO), while junior miners and producers were hit the hardest.

Investors should not be surprised to see further softness in the mining and energy sectors considering the weak outlook for commodity and energy prices. On the other hand, the weakness will mean that producers will need to reduce capital expenditure and focus on cost controls, areas they may have disregarded in the past.

Meanwhile, mining services-related business remain under significant pressure, and this will most likely worsen. Coffey International Ltd (COF), Bradken Ltd (BKN) and Monadelphous Group Ltd (MND) all reported declining revenue growth and earnings per share, with these companies operating in an environment that continues to see declining order books. Restructuring has been a key theme emerging across this sector, with companies wanting to invest and reposition key assets in parts of the business and reduce their respective exposures to coal and iron ore related assets.

OTHER EARNINGS THEMES

All companies on the share market are sensitive to events in their own sector, and this reporting season was no different. Here are some of the dynamics affecting different sectors and companies:

- The accommodative tax regime for small business has spurred demand for electronics and cars, which should bode well for the likes of JB Hi-Fi (JBH), Automotive Holdings Group (AHG) and AP Eagers (APE).
- Booming property demand has translated to higher demand for home furnishings and lighting, with beneficiaries including Harvey Norman (HVN) and Beacon Lighting (BLX).
- Growth in demand from overseas, especially from China, has triggered huge demand for Australian products, such as those made by Capilano Honey (CZZ) and Blackmores (BKL).
- Good-performing sectors like healthcare and companies in the telecom/internet industry will continue to do well on strong investment themes.

THE LONGER-TERM PICTURE

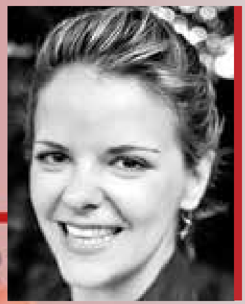
The latest reporting season was certainly a case of the good, the bad and the ugly. But when considering the number of companies trading at high multiples, there is an expectation that better results are on the horizon. Even with the reporting season rudely interrupted by global market events, and the climate for corporate earnings growth expected to remain largely benign over the medium term, in line with economic growth, the broader investment themes for share investors remain positive and opportunities still abound. As such, we expect the financially-strongest listed companies will continue to attract both growth and income investors.

The strongest or, to put it another way, healthiest companies are those that can clearly demonstrate they have the financial goods to succeed over the long term – a strong balance sheet, profit and loss statement and, most importantly, a robust cash flow to meet their debt obligations.

Overlay that with the income opportunities in the share market that have been amplified because of record low interest rates, and share market investors have plenty of scope to seek out high returns.

Lincoln is a fundamental analysis research house and fund manager offering intelligent share market solutions. www.lincolnindicators.com.au

How you can change the market – one download at a time



By Alexandra Galin at OnMarket BookBuilds

Technologies are being built to make the financial markets fairer, more transparent, and more efficient. But to empower them investors must support them – one download at a time.

THE BANALITY OF INEQUITY

Retail investors worldwide are locked out of IPOs and always have been. This fact rarely makes the news, and when it does, the articles usually languish far from the front pages.

The danger lies in its banality. It is a very real possibility that we become so accustomed to this inequity that we stop talking about it, stop writing about it, and stop agitating for fairness.

Australia has one of the highest rates of share ownership in the world. According to the ASX 2014 Share Ownership Survey, more than 6.5 million Australians are direct shareholders and another 2.5 million are aspiring investors keen to start investing. For a country of 23 million, these numbers are exceptionally healthy.

The largest group in dollar terms, but only accounting for a portion of those investors, is the self-managed super fund (SMSF) sector. It's so large that it now accounts for one third of the entire Australian superannuation pool. According to the ATO and APRA, as at 2015 more than 1 million SMSF members speak for more than $595 billion dollars of assets under management.

To put this in perspective, an average of $40 billion of new equity is issued by Australian companies every year via IPOs and capital raisings conducted by listed companies (also known as placements). That means that just 7% of SMSF balances could fund Australian companies' entire annual new equity capital requirements. Or put another way: today's SMSFs could fund the equity capital requirements of ASX listed companies for the next 14.8 years.

LARGE, LIQUID, AND LOCKED OUT

Yet instead of engaging these enormous (and liquid) pools of capital, companies and bankers are shunning them. According to the Australian Financial Review, only 16% of the stock made available in IPOs valued at over $400 million in 2014 were given to retail investors. In other words, 84% of the largest and most lucrative IPOs in Australia went to institutional investors.

And in turn, retail investors are increasingly turning away in disillusionment from the capital markets. The same ASX survey indicates that direct share ownership in Australia is not increasing – it is falling.

The situation is so dire that retail investors who have not yet lost all faith in our primary capital market (to which IPOs belong) approach it with a scepticism that betrays its deep dysfunction. When retail investors are given the IPO shares they ask for, alarm bells ring: a decent allocation means the institutional demand is low, which probably means the IPO is a dud. If, however, they get scaled right back to cents on the dollar they know the IPO was one worth buying.

Then there are situations like Medibank – the largest privatisation of public assets since Telstra in 2006. For bids over $14,000 retail investors were given $0.05 of every $1 they asked for above their initial $7,150 allocation. To put the size of that allocation into perspective, the average SMSF balance is $1,000,000.

The scale-back applied to institutional investors was never disclosed.

WHAT YOU DON'T KNOW…

The gnawing feeling most investors have when evaluating IPOs is that someone on the other side (or the same side) of the transaction knows more than they do. Unfortunately, there are good reasons for that intuition.

Retail investors are not invited to the unregulated and exclusive non-deal roadshows that occur before the IPO Prospectus is formally lodged, and are not privy to the information disclosed in these meetings. This structural information asymmetry leaves retail investors at a clear disadvantage.

ASX estimates that investors require 7.2 sources of information before making an investment decision. Yet where are these sources for IPOs? Research houses operating a subscription model don't put their analysts forward to formulate a view on the listing in the vast majority of IPOs. This is simply because their subscribers do not get access to these transactions and so they prefer to cover listed equities that everyone can buy fairly on market. That means that there is nowhere a retail investor can get impartial analysis on IPO opportunities.

Retail investors do, of course, have access to the documents prepared by the company. Some retail investors also have access to the research produced by the broker getting paid to sell the IPO. But although both are regulated they are, in essence, sales documents – not arms-length and independent analysis of the investment opportunity.

Yet even when the retail investor does decide to take the plunge and apply for shares, they have no guarantee of receiving an allocation. And in the event that they are allocated and scaled back to cents on the dollar, there is no hope of understanding why.

It isn't any wonder that most investors relegate IPOs to the 'too hard basket'.

THE SYSTEM IS NOT STATIC, IT'S EVOLVING

Recent market commentary has suggested that retail investors should not be given more equitable access to IPOs because they are less equipped to make determinations of risk than professional investors. Commentators have also put the case forward that considering how much of our collective retirement savings are wrapped up with large institutions, giving them preferential access to lucrative opportunities is a public service.

What this argument assumes is that the system is static, which it clearly is not. Considering the growth of the SMSF sector and that the vast majority of full-service broker clients also have an online broking account, the trend towards self-directed investing is clear. Investors are looking for gateways, not gatekeepers.

What we really need is an Uber of IPOs.

CHANGING MARKETS FOR THE BETTER – ONE DOWNLOAD AT A TIME

Uber's success depended on its early adopters – those that loved the technology and felt empowered by their participation in its growth because they believed in its mission. These early adopters were mostly Gen Y (those aged under 37) and this generation continues to drive the speed at which Uber is disrupting globally.

For fintech (financial technologies) to scale the Ivory Tower of the global banking system by disaggregating services and democratising access, investors must become involved at ground level and in the trenches. They must support the nascent technologies that are built to make the market fairer, more transparent, and more efficient by downloading, learning, and using new applications and platforms when they become available.

Gen Y has a well-known propensity to adopt technologies before they go mainstream, but the under-37s, although with huge potential, are not yet influential enough in the investment space to effect wholesale change. According to the ATO they accounted for only around 8% of SMSFs in 2014.

So in order to amplify the global trend that is encouraging technologies to empower, the older generations must take up the mantle of adopting fintech early, and wholeheartedly.

Their engagement will propel innovation and significantly increase the pace of change to the kind of primary market that we can all be proud to participate in.

THE MARKET HAS BEEN UNFAIR AND INEFFICIENT FOR LONG ENOUGH. IT'S TIME FOR IT TO CHANGE.

And investors are a powerful group. Those who think that they, and investors like them, deserve access to IPOs on the same terms and at the same time as the big end of town must support the technologies whose raison d'etre is to enable and empower them.

We, and others like us, will make the tools for you – but to effect change it is you who must pick them up and use them.

THE TOP 4 DISRUPTIVE APPS FOR INVESTORS	
OnMarket	It used to be that placements and IPOs were the exclusive property of a select few. This new app puts all investors on an equal footing. OnMarket also curates independent research ensuring they have the tools to make informed decisions about which offers to participate in. And it's free to download and free to invest.
Sharesight	Sharesight lets you keep track of all of your stock market portfolios – even if you use a number of brokers. It runs sophisticated analytics on your holdings, and best of all – it integrates with your accountant's software, enabling streamlined reporting at tax time.
Stocklight	Track your portfolio and get notified when your portfolio companies make announcements. Stocklight has a proprietary system to rate stocks which helps you find opportunities and evaluate the health of your portfolio.
Livewire	Not quite an app (it's a website) but we would be remiss to not include. Livewire is essentially a platform for investors to access some of the best minds in the funds management community – all for free.

OnMarket BookBuilds is an Australian financial technology company behind OnMarket – the world's first mobile and digital gateway into IPOs and placements that is launching in October. Pre-register by going to www.getonmarket.com

OnMarket BookBuilds is the company behind ASX BookBuild – the world's first exchange-hosted capital raising facility that has been used to raise more than $140 million since launch in October 2013.

HAVE YOU ACCESSED OUR STOCK MARKET COURSE?

FREE for all members we have ten online videos showing members how they can invest in the stock market. Created and produced by an experienced investor this course does not push any particular product or service. Available on our website at https://www.australianshareholders.com.au/stock-market-course

Here is what one member thinks:

'I just wanted to give some feedback on Bill Dodd's videos. I had noticed references to them on a number of occasions and meant to have a quick look at them "when I got a chance". Of course never got around to it until ASA wanted some feedback about them.

Number 6 was the first one I looked at. What a wonderful lot of information it heralded. I have now looked at several others and been totally blown away by them. I've been at this "Investing game" for 20 years now and never came across anything so good.

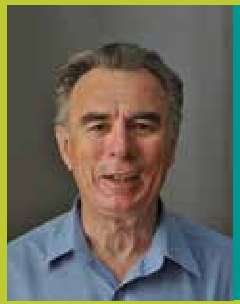
I am the convenor for one of our Discussion Groups in Geelong and have now started publicising this remarkable resource to my group. One new member has also accessed the same and speaks very highly of it.

Bill Dodd should be knighted for the effort that he has put in to producing these videos. I would like to get hold of a set of them to pass around to our local interested members. But that's a job for me.'

Kind Regards,
Trevor Holden
Geelong Discussion Group Convenor

Impairment of assets – what you need to know

By Robert Ritchie, ASA SA Company Monitoring Chairman



When a company buys plant or equipment, its cash balance is reduced by exactly the same amount as its holding of new assets is increased. This transaction is simply an exchange of one asset for another: the transaction itself has no immediate effect on profit or loss.

The new asset is deemed to have a useful life over which period its value will be progressively reduced and the reduction is expressed as an annual depreciation charge in the company's profit and loss account.

When a company acquires another business by paying cash or issuing shares, a similar process occurs; a possible difference being the recording of some portion of the value of the acquired business as an intangible asset. The value of the physical assets acquired (such as real property, plant and equipment and inventories) is often less than the total acquisition cost and the difference falls into the category of intangible assets.

Some intangible assets can be specifically identified and valued, for example software development, trademarks or other intellectual property. If the cost of the acquisition is greater than the value of tangible assets plus identified intangible assets, the remainder is an unidentified intangible asset called 'goodwill'.

If intangible assets are deemed to have useful lives, they also receive an annual charge expensed in the profit and loss account known as "amortisation", a word which has essentially the same meaning as depreciation.

THE NEED FOR IMPAIRMENT TESTING

Australian Accounting Standard AASB136 requires assets to be assessed annually at the lowest level of operations or cash generating unit (CGU) (e.g. a division or subsidiary company). This means that an asset will need to be impaired when the net present value (NPV) of its cash generation and net resale value are both lower than its current book value.

Impairment entails a reduction (a 'write down') in the asset's value in addition to any routine expense for depreciation or amortisation. The extra write down is expensed as an impairment charge in the profit and loss account.

Companies should have in place a process for reviewing the values of assets shown in its balance sheet (known as the 'carrying' amount) to determine whether those values continue to supportable or should be reduced. That process is known as impairment testing.

Ultimately, the board of directors are accountable for ensuring that this process is robust and conducted rigorously and at least annually.

ASIC has recently highlighted common failings regarding impairment processes, including:

- Similar discount rates used for different CGUs although risks are different;
- Cash flow assumptions not being reasonable having regard to historical data, funding costs or market conditions;
- Increasing cash flows after five years that exceed long term average growth rates; and
- Cash flows not matching with the carrying amounts of the assets that generate the cash flows.

CASE STUDY: QANTAS' INTERNATIONAL FLEET

Readers will be aware that Qantas reported an impairment charge of $2.6 billion in its FY14 results, which had the effect of reducing the carrying values of its assets and consequently reducing depreciation charges which would have been incurred in future years.

Prior to 2014, Qantas accounted for all its operations only two CGUs: Qantas Brand and Jetstar Group. In 2014, the Qantas brand business segments were re-organised into four CGUs: International, Domestic, Freight and Loyalty. As a result, Qantas International was treated as a separate CGU.

Aircraft used in the new Qantas International CGU had been depreciated on the same basis as the whole Qantas brand fleet but any overvalued assets for Qantas International was offset by undervalued assets in domestic operations within the Qantas brand. Some aircraft were worth more than their book value and some were worth less. Overall, the values balanced out.

By treating Qantas International as a "standalone" CGU, an impairment expense of $2.6 billion was required, effectively almost halving the book value of the whole company.

It is difficult to understand how the Qantas board and senior management would not have been aware in previous years that the book value of its international assets was overvalued.

It also is difficult to understand why the board did not make an adjustment for the depreciation expense saved by the $2.6 billion impairment in 2014 when measuring the achievement of hurdles under the company's 2015 incentive plans. This figure was estimated at $200 million on page 3 of the 2014 Annual Report and was reported as $195 million on page 14 of the 2015 Annual Report.

As Qantas uses underlying profit as one of its hurdles for measuring executive performance, neglecting to adjust the performance targets has a direct impact on the outcomes for executives under Qantas' remuneration arrangements. Shareholders suffer a write-down in 2014 and as we have seen, executives get bonuses in 2015.

Continued on the bottom of page 9.

MONITOR TALK

WHY 'FAIR VALUE' IS VERY UNFAIR

As monitors, we find that there are times when words used in an Annual Report must be read with great caution and it is important to read between the lines to understand what is really happening. One of these things is the use of the term 'fair value' to determining the number of share rights awarded to a CEO as a long term incentive (LTI).

An LTI is an excellent way to incentivise a CEO who creates value for shareholders. For many of the large companies, the LTI is paid wholly in equity.

To illustrate our concern with an example, a Board decides to grant a LTI equal to one year's fixed remuneration in the form of share rights to CEO whose fixed remuneration is $1 million. The LTI will only vest if the specified performance hurdles are met following the testing period. If the company's shares at the time of the grant are trading at $1.00, the CEO would receive the rights to 1 million shares (assuming each right entitles the CEO to one share). Under these circumstances, if the performance hurdles are met at the end of the testing period, it follows logically that the share price should have increased as well. Say the company's shares are now trading at $3.00, the CEO's bonus of 1 million shares would then be worth $3 million – an adequate and fair reward for that year's efforts.

Now let's look at this scenario where a company uses the 'fair value' of its shares – which is derived from an accounting concept that has properly been used to calculate the value of an asset – to calculate the number of share rights to be awarded.

Using the above example, instead of awarding 1 million shares to the CEO based on the share price of $1.00, the Board discounts the share price by the likelihood that the full allocation will not be earned, that no dividend will be paid on the share rights and so on, to arrive at a lower 'fair value' of its shares (often 30-40% of the market price) and hence, a grant of a substantially larger number of share rights to the CEO. **No consideration is given to the underlying reason for the bonus – that is, to encourage better company performance and higher returns to shareholders.**

So the board decides to use 'fair value' (which is say, 33.33 cents) to award the CEO to 3 million share rights, instead of the 1 million share rights if market value had been used. Assuming the performance criteria is met, the CEO now has 3 million shares. If we assume the share price has risen to $3.00, the bonus is worth $9 million.

Here we see the accounting concept of 'fair value' succeeds in turning a fair and proper bonus into one that costs considerable more, resulting in very "unfair" outcome for shareholders.

Impairment of assets – what you need to know

A company may calculate its underlying profit in any way it likes because underlying profit is neither defined nor recognised by the accounting standards. While the primary purpose of disclosing underlying profit is to assist shareholders understand the financial results and provide guidance for future performance, there seems to be a misalignment when it is used to measure executive performance if there is no adjustment to the hurdles to allow for things like in Qantas' case, depreciation savings and the reduction in shareholder's capital.

ECONOMIC VALUE

The carrying value of the Qantas International fleet did not suddenly fall by $2.6 billion in 2014. The impairment would have been based on the valuation of future income generating capacity of the Qantas International fleet and we question whether the directors should have seen this sooner.

A benchmark for any project is it must return an adequate return on the capital it uses. In the Qantas case, each CGU must return at least Qantas' overall cost of capital or it is not paying sufficient economic rent for the capital it is using.

Qantas acknowledges this in its 2015 Annual Report stating, 'All operating segments achieved Return on Invested Capital (ROIC) greater than the Group's Weighted Average Cost of Capital (WACC).' What is not mentioned is that by writing down their assets by $2.6 billion, Qantas reduced the shareholders' capital by the same amount thereby substantially providing scope to increase the return on capital in future years.

The table below compares Qantas' results for 2015 as reported to what the results would have looked like if the 2014 write-off had not occurred.

A key question for the board when assessing management and their own performance is what the return on the shareholders' capital was before they wrote half of it off! Directors have a duty to protect the capital provided by shareholders and allowing nearly half to be lost suggests poor guardianship to which they should be held accountable.

	2014 (reported)	2015 (reported)	Adjustments	2015 (if write-off had not occurred)
Underlying profit / (loss)	$(646)m	$975m	*less depreciation expense of $200m*	$775m
Total equity	$2,866m	$3,447m	*adding back in the $2.6bn of assets written off*	$6,047m
Return on capital	(22.5)%	28.3%		12.8%

Acknowledgements: Assistance was provided by members of the South Australian company monitoring team and by Anna Lau, John Cowling and Allan Goldin, NSW Company Monitoring Chairman. The Qantas monitor, Richard McDonald maintained a watching brief. Any error or omission is the author's responsibility alone.

Why passive investing is so popular

By Paul O'Connor, Head of Investment Management and Research at netwealth

Investors want one outcome: to achieve their financial goals.

When investing, you'll need to come up with a plan to manage your portfolio - including a view on whether an active strategy can outperform the market. You'll need to decide whether an active or passive investment strategy is best for your portfolio.

WHAT ARE THE DIFFERENCES BETWEEN ACTIVE AND PASSIVE ASSET MANAGEMENT?

The difference is quite simple. When money is invested, a passive strategy looks to replicate the return on an asset class or sector, such as the the S&P500 - the largest stock index in the world which measures the total value of the 500 largest listed companies in the US. Often the best way to access passive investment strategies is through index ETFs or index managed funds.

Alternatively, an active strategy will aim to outperform an index, asset class or sector by holding the securities investors believe have the best growth opportunity within their universe. Active strategies are typically accessed through managed funds or managed accounts, but there are also a range of ETFs emerging.

Active strategies typically involve investment managers carrying out research on the securities available in an asset class or sector to attempt to identify and invest in a portfolio of underpriced securities that have the potential to outperform the asset class or sector as a whole. Passive strategies are sometimes referred to as a 'buy and hold' strategy due to the lower level of trading in the portfolio. The strategy focuses on capturing the actual performance of the asset class or sector.

The idea when selecting passive strategies is to choose asset classes that you believe are difficult for active managers to outperform but provide growth opportunities over time.

This contrasts to active strategies that focus on regularly trading assets, moving funds around between the stocks 'du jour' in search of returns above the asset class as a whole.

WHICH STRATEGY IS BETTER FOR YOU?

One key decision an investor needs to make before they choose between active or passive management is their view on market efficiency.

Are markets efficient at pricing stocks? Or do they get it wrong sometimes?

If you believe that the market shows some inefficiency when pricing stocks, you may see some opportunities for an active strategy to outperform an index. But if you think the markets are effective at pricing securities, a passive strategy will be a natural choice for you.

The next thing to consider is portfolio maintenance costs.

Fees for passively invested portfolios are typically lower than their active invested counterparts - the products required to maintain a passive portfolio are simply cheaper.

Active strategies require teams of analysts to undertake research, whereas passive methods are based on rules that replicate an index. Investors with a passive strategy will typically save money on trading and brokerage costs due to placing fewer trades, too. Plus they often end up with lower realised taxable capital gains, so their portfolios may be more tax efficient.

THE INCREASING POPULARITY OF PASSIVE INVESTMENT STRATEGIES HAS RESULTED IN AN INCREASED AVAILABILITY OF PASSIVE INVESTMENT PRODUCTS.

In the past, the accessibility of passive investment products was somewhat limited - they were mainly available through managed funds. In recent years, we have witnessed the growth of ETFs offering passive investment strategies. As a result, ETFs have become particularly popular with stockbrokers and Australian investors who trade on the ASX.

Passive investment strategies are now offered across all asset classes and sectors so investors can access such things as international equities, global infrastructure or alternatively sectors such as resources or biotechnology.

There has also been an increase in the number of 'rules based' passive strategies that do not replicate an index.

An example is an ASX listed ETF that invests in ASX200 stocks in equal weight, as opposed to the market capitalisation based index weight - the complexity of these passive strategies and how they are used in a portfolio varies significantly, as do the fees!

An investor's decision as to whether to invest in passive strategies should be based on a fundamental belief that market pricing is efficient, and that active managers will struggle to deliver outperforming results for clients after extracting their fees.

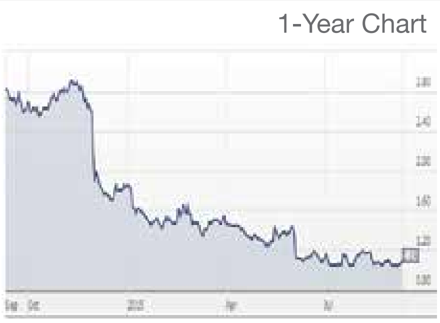
Evidence clearly indicates that the success of active managers varies across asset classes and sectors. Hence the decision to use passive strategies probably should be based on each underlying asset class and sector exposure in a portfolio – rather than a blanket decision to only use passive strategies.

Success can only be gauged in hindsight by comparing returns of the two strategies but undertaking some homework prior to investing can go a long way in determining the appropriate strategy to implement. For some, the passive versus active debate is a difficult one to make a decision on, so seeking investment and financial advice is a prudent course of action.

www.netwealth.com.au

METCASH AGM

TRANSFORMATION UNDERWAY BUT NO SIGNS OF ARRESTING LONG DECLINE



MONITORS: ROGER ASHLEY AND ALLAN GOLDIN

Date	27 August 2015
Venue	The Concourse, Chatswood Sydney
Attendees	114 shareholders plus 32 visitors
ASA proxies	1.73m shares from 182 holders
Value of proxies	$1.87m
Proxies voted	Yes
Market cap	$1bn
Pre-AGM meeting	Yes, with the Chairman and two directors

Metcash is a company that is trying to turn around its fortunes following several years of deteriorating results culminating in 2015 in an impairment charge and consequent loss as well as a suspension of dividends for at least the coming year.

In this environment, the AGM ran for the best part of two hours with questions from the floor directed mainly at the company's operations and financial results. Resolutions for the election of directors and approval of the remuneration report by contrast passed with a minimum of discussion, receiving votes in favour in excess of 98% underlining that the concerns and priorities of the meeting related to the company's performance.

The food and grocery segment, which is the company's core business, is extremely competitive and likely to become more so as the majors (Coles and Woolworths) battle for supremacy and the discounters continue to expand geographically taking increasing market share. In this environment, Australia's high margins are likely to deteriorate, putting more pressure on the company. Metcash's response is a transformation program concentrating on store renovations in partnership with its franchisees, improved "fresh", "meal solutions" and private label offerings together with a "price match" advertising campaign.

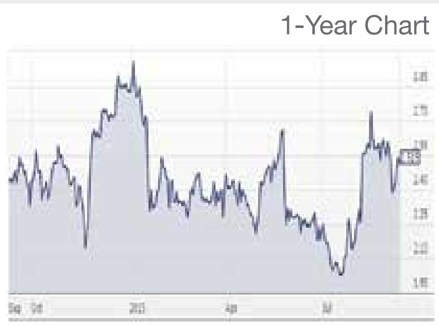
Management was positive about the impact of the transformation in those stores where it had been implemented. Shareholders were, however, asked to have patience and that the positive results were insufficient to date to offset "headwinds" in the food and grocery business.

A major thrust of shareholder concerns (also raised by the ASA) was the lack of retail and logistics experience on the board; an issue borne out that the Chairman elect, with four month's tenure, was the only director post the AGM with any experience in these key areas. The Chairman acknowledged that more relevant operational experience would be taken into account in an upcoming board appointment.

Other comments from the floor included the sale of the profitable automotive retail business to which the Chairman responded that the capital demands to grow this business were not viable for Metcash. It was pointed out that many IGA stores did not present well and this clouded customers' perceptions of the brand as a whole. The response was that this was recognised and that more stores had been closed than opened in the past year.

OZFOREX AGM

NEW CEO SENDS UPBEAT MESSAGE WITH REVENUE EXPECTED TO DOUBLE



MONITORS: JOHN NESBITT AND CAROL LIMMER

Date	5 August 2015
Venue	Establishment Hotel, Sydney
Attendees	14 shareholders and 58 visitors
ASA proxies	350,000 shares from 43 holders
Value of proxies	$750,000
Proxies voted	Yes
Market cap	$540 million
Pre-AGM meeting	Yes, with Chairman, Rem Comm Chairman and Company Secretary

Chairman Peter Warne opened the meeting and thanked the previous CEO, Neil Helm, for his 8 years as CEO. He left earlier this year and was replaced by Richard Kimber who commenced in June 2015. The Chairman outlined the strong revenue and profit results over the financial year. In the light of this performance, the Board declared a dividend that represents an 18% increase for 2015.

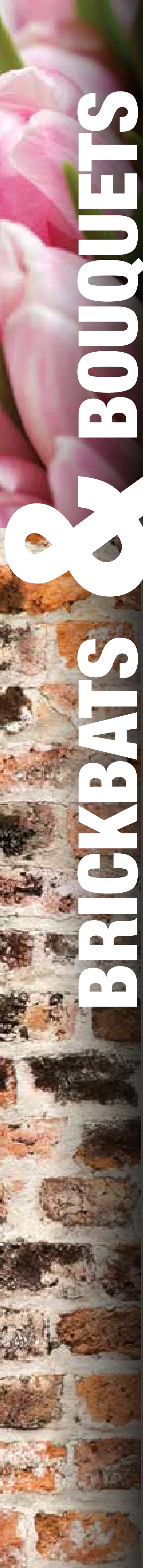
Mr Kimber outlined his plans for the company and some new initiatives including the imminent appointment of a Chief Marketing Officer and a new transactional App just released which is proving popular. The company is to be rebranded as OFX in the near future. He said the company planned to double revenue in the next 3 years. He forecasted EBTDA for 2016 to be in the range of $38.5 to $40.5 million. $20 million will be expended in CAPEX and OPEX over 2 years. He also promised a continued strong focus on technology to streamline operations.

The tone of the meeting was upbeat and all present seemed happy with the company's track record over the last 12 months.

ASA made three requests relating to remuneration: disclosure of actual remuneration in the remuneration report, partial deferral of STI into equity, which applies to the new CEO be extended to all KMPs, and simplified disclosure of LTI in next year's report. The Chairman said that all these were on the table as part of forthcoming review but noted that it is unlikely that employment contracts would be altered until the start of the 2017 financial year.

ASA voted against the remuneration report as part of a 3.8% vote against. We supported all other resolutions. Messrs Warne and Snedden were elected with support in excess of 99.5% and the CEO package was supported by 97% of those voting.

After the formal part of the meeting concluded, the Chairman called for any general questions from shareholders. One asked about the recent fall in share price as a result of Westpac electing to cease providing foreign exchange services to Ozforex. The Chairman reported that Westpac's decision not only embraced Ozforex but many other non–bank foreign exchange service providers. He said that this was purely a Westpac operational decision and was not targeting Ozforex specifically.



BRICKBATS & BOUQUETS

To ASX for showing companies how to align remuneration structures with shareholders' long term interests by increasing the equity component of its short term incentives to 60% with deferral for up to 4 years, moving to the use of market value (instead of fair value) to calculate the number of performance rights to be awarded to its CEO (see this month's *Monitor Talk* on page 9 for more information on why fair value is very unfair) and having only 25% of the TSR component of LTIs vesting at the median. Not only has ASX produced a reader-friendly remuneration report, but these changes are certainly welcomed from a shareholders' perspective.

To HESTA industry super fund for disclosing in full how it voted on all of the resolutions every 6 months. We encourage transparency and for funds to tell their members how they voted on resolutions. Active ownership is what we like to see. HESTA has also recently sold its 3.5% stake in Transfield because of reported human rights violations against asylum seekers at detention centres. Evidence that companies need to be increasingly cognisant of the social impact of their operations.

To Tatts Group for publishing on its website key financial dates for 2016 when some companies have not even put their 2015 AGM date on their website. Most companies generally lock in AGM dates months in advance to ensure director and venue availability, so there is no reason why this information cannot be posted to their website. Tatts has certainly led the pack by telling investors that its 2016 AGM date, which although is subject to change, will be held on 27 October 2016.

To AWE Ltd for vesting 62% of 2013 long term incentive (LTI) grants on a relative total shareholder return (TSR) performance hurdle, despite the 3 year absolute TSR being negative. As we mentioned in *Monitor Talk* last month, there are some inherent problems with comparing TSR with peer groups. We applaud companies which acknowledge that where shareholders are suffering, executives should not be rewarded – for example **Beach Energy** and **CIMIC** (previously Leighton Group) do not allow incentives to be awarded on a relative TSR hurdle where absolute TSR is negative and **Healthscope** uses an absolute TSR "gateway" before its relative TSR hurdle is considered. At last year's AWE AGM, we commented that in recent years, directors and management have been well rewarded while shareholder value has evaporated. Shareholders might wonder if the company actually has a detailed costed plan to deliver the shareholder value it promises every year?

To Boardroom for not thinking to provide proxyholders attending the Metcash AGM with an information sheet showing the number of directed and undirected proxies on each resolution. ASA representatives attending AGMs are always provided with a summary page with this information, as the information tells the proxyholder how to vote on behalf of those directing proxies to them!

To IAG for seeking a waiver from the ASX listing rules (and **ASX** for granting the waiver) to allow cornerstone investor Berkshire Hathaway a privileged 'insider' position on any future capital raisings by the company. Whilst the arrangement would allow Berkshire to contribute further capital at the same price as its peer institutions at the time, effectively Berkshire has anti-dilution rights which no other investor on IAG's share register has been granted. What has happened to fair and equitable treatment of shareholders?

To newly listed Medibank, Healthscope and South32 for introducing requirements in their constitutions that any external board nominee must be supported by 100 signatures from shareholders (or a holder with 5% of the company's shares) in order to be eligible to stand for a board seat. It is a slightly bizarre and unnecessarily onerous requirement because clearly companies realise that finding 100 signatures is no easy task and putting up an additional resolution at a meeting is not a costly exercise, so why put in place measures to make the boardroom such an exclusive affair.

To Pacific Brands for paying its Managing Director David Bortolussi, who is just short of his first anniversary in the role, $1.2 million (almost double his base salary!) as a retention bonus whilst the company completed its divestment strategy. We understand that retaining an experienced and competent leader comes at a cost, but $1.2 million seems like a very high number. It is worth mentioning that the outgoing CEO John Pollaers also received a termination payment of $1.4 million, which Pacific Brands has said is in accordance with the terms of his contract.

Correction:
In the last issue of Equity, we reported in the CSR AGM report that the ASA received 1.5 billion proxies. That number should have been 1.5 million proxies.

EQUITY provides a platform for members to comment. Comments included here do not necessarily reflect those of all members. Please email your contributions to equity@asa.asn.au.

MAKE YOUR VOTE COUNT

Give us your proxy to help us have a stronger voice at AGMs

GET YOUR VOTE IN, MAKE A DIFFERENCE

One of the key reasons the ASA has been able to successfully raise the standard of corporate governance is because of the number of proxies we hold. It may be true that share registers are often dominated by the institutional players, but that is precisely why it is more important than ever **to make the voice of the retail shareholder heard.**

ASA proxies are important because larger numbers of proxies give us greater influence. By appointing the ASA as your proxy, you will strengthen our influence as we continue to seek improvements to the corporate governance practices of listed companies.

APPOINTING THE ASA AS YOUR PROXY IN 3 EASY STEPS

1. Insert 'Australian Shareholders' Association' on the proxy form in the correct box. Please do not abbreviate to 'ASA' as it may be invalidated. You may either leave the resolutions open (ie. boxes unmarked) or direct their proxy by marking the appropriate boxes. Undirected proxies allow ASA to vote in accordance with our published voting intentions when a poll is called at the AGM.
2. Sign and date the completed form. For joint holdings, both holders must sign.
3. Return the completed form to the relevant share registry to arrive at least 48 hours prior to the company's meeting. Do not send your completed proxy forms to the ASA.

VOTING ONLINE?

Where companies provide the option of submitting proxy instructions online (usually via the Computershare, Link or Boardroom website), follow steps 1 and 2 above, then lodge online using the company registry's nominated website.

TIRED OF FILLING OUT PROXY FORMS?

You can appoint the ASA as your standing proxy. The benefit of a standing proxy is that it removes the inconvenience of filling out annual proxy forms for each meeting or logging into to a website to complete the form.

Each share registry has its own Standing Proxy Form, which you'll need to complete and return to the share registry to appoint the ASA as your standing proxy at all future company meetings. A separate form will need to be completed for each company you hold shares in.

We have enclosed copies of the Link and Computershare Standing Proxy Form with this issue of *EQUITY*. You can also access the forms on the ASA website – go to "Company Monitoring" then "Standing proxies" under the *ASA as your proxy* heading.

SOME COMMONLY ASKED QUESTIONS

1. **I'm not sure how to vote. Can the ASA vote on my behalf?**

   Yes – to do this, simply leave the voting boxes on the proxy form unmarked. ASA monitors review the proposed resolutions, attend the AGM and vote on your behalf, according to ASA's voting guidelines. To see how the ASA will vote, look on the ASA website for our voting intentions (see page 14 for more information).

2. **How do I find out whether someone from the ASA will attend an AGM?**

   Visit our Upcoming AGMs page on the ASA website to see a complete list of AGMs where we will have a company monitor in attendance. A list of upcoming AGMs is also overleaf.

The ASA encourages all members and shareholders, irrespective of whether they attend a company AGM, to make their vote count by nominating the ASA as their proxy, so tell your family and friends and spread the word!

ASA WEBSITE: HOW TO FIND VOTING INTENTIONS AND AGM REPORTS

Do you give the ASA your proxies?

Have you ever wondered how the ASA votes your undirected proxies?

You can find out by reading our voting intentions and AGM reports.

It's easy to access these on the ASA website.

HERE'S HOW:

1 Go to the *Company monitoring* tab. If you hover over this, a blue drop down box appears.

Choose *ASA's voting intentions*.

2 When this page opens, you will see three tabs running across the page:

ASA Monitored:
This tab lists all the companies that the ASA is monitoring in 2015.

Companies List:
This tab lists all companies on the ASX

My Followed Companies:
This is where the companies that you have chosen to follow are listed.

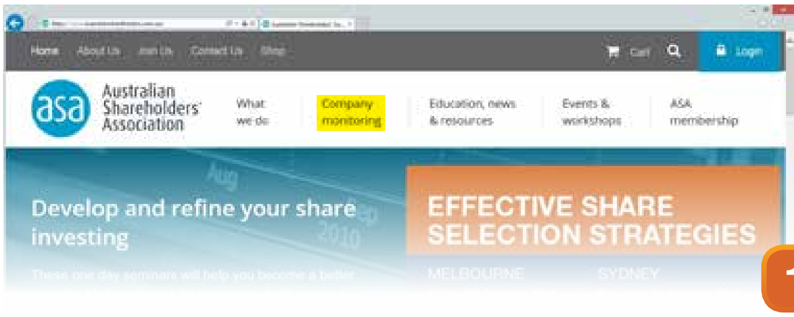
To find a specific company, insert the ASX code or company name into the search boxes and press the blue *Apply* button. The searched company will appear. Click on the company name to open the company's page.

3 If you scroll to the bottom of the company page, you will see the *AGM/EGMs* heading. This is where the current and historical voting intentions and AGM reports are displayed. Under Voting Intentions, a blue *View* button indicates that a voting intention has been posted for the particular AGM/EGM. Click the *View* button and the voting intention will open. Use the same process to find an AGM report.

Looking for upcoming AGMs?

Another feature of the website is an area called Upcoming AGMs. This is a quick and easy way to look up AGMs that are coming up. The companies display in blue and are in chronological order. Simply click on the company of interest and the company's page will appear.

Scroll to the bottom and look for the *AGM/EGMs* heading and, as before, click on the blue *View* button to view voting intentions and AGM reports.



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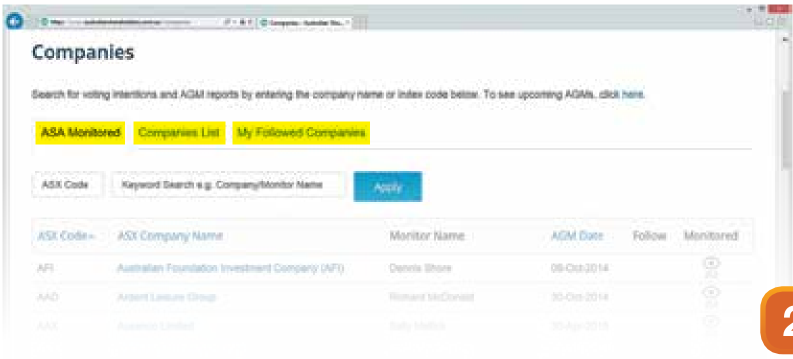

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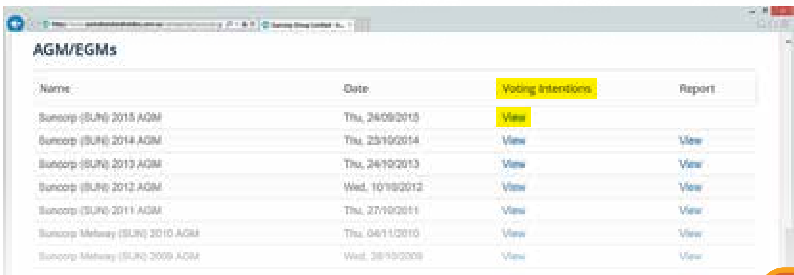

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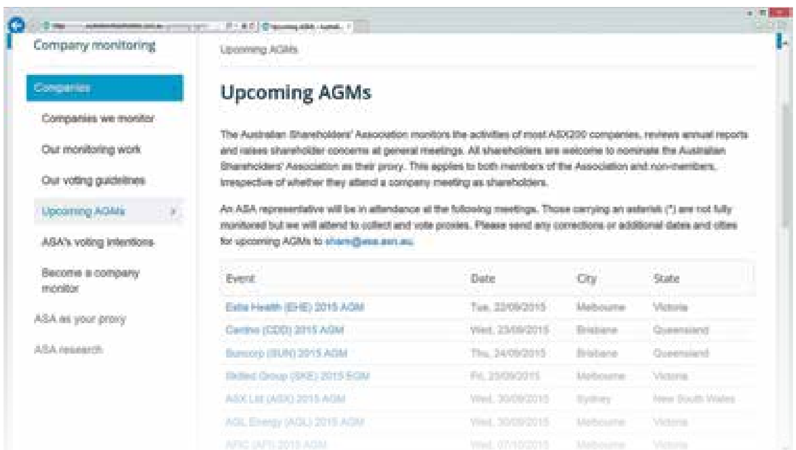


Upcoming AGMS

COMPANY NAME	ASX CODE	AGM DATE	LOCATION
AFIC	AFI	7-Oct-15	Melbourne
Amcor	AMC	21-Oct-15	Melbourne
Ansell	ANN	8-Oct-15	Melbourne
APA Group	APA	22-Oct-15	Sydney
Ardent Leisure	AAD	5-Nov-15	Sydney
Arrium	ARI	17-Nov-15	Sydney
Asciano	AIO	10-Nov-15	Melbourne
Atlas Iron	AGO	28-Oct-15	Perth
Aurizon Holdings	AZJ	12-Nov-15	Brisbane
Automotive Holdings	AHG	20-Nov-15	Perth
AWE Limited	AWE	20-Nov-15	Sydney
Bank of Queensland	BOQ	26-Nov-15	Brisbane
Beach Energy	BPT	25-Nov-15	Adelaide
Bendigo & Adel Bank	BEN	10-Nov-15	Bendigo
BHP Billiton	BHP	19-Nov-15	Perth
Bluescope Steel	BSL	19-Nov-15	Sydney
Boral	BLD	5-Nov-15	Sydney
Bradken	BKN	10-Nov-15	Mayfield West
Brambles	BXB	12-Nov-15	Sydney
Cabcharge	CAB	18-Nov-15	Sydney
Cedar Woods Prop	CWP	9-Nov-15	West Perth
Challenger	CGF	27-Oct-15	Sydney
Codan	CDA	28-Oct-15	Adelaide
Commonwealth Bank	CBA	17-Nov-15	Sydney
Computershare	CPU	11-Nov-15	Melbourne
Crown Resorts	CWN	21-Oct-15	Melbourne
CSL	CSL	15-Oct-15	Melbourne
Dexus Property	DXS	28-Oct-15	Sydney
DUET Group	DUE	18-Nov-15	Sydney
Echo Entertainment	EGP	4-Nov-15	Sydney
Fairfax Media	FXJ	5-Nov-15	Sydney
Federation Centres	FDC	28-Oct-15	Melbourne
Fleetwood	FWD	27-Nov-15	Perth
Fortescue Metals	FMG	11-Nov-15	Perth
Goodman Group	GMG	25-Nov-15	Sydney
GUD Holdings	GUD	27-Oct-15	Melbourne
Healthscope	HSO	23-Nov-15	Melbourne
IAG	IAG	21-Oct-15	Sydney
Independence Group	IGO	29-Oct-15	Perth
IOOF Holdings	IFL	26-Nov-15	Melbourne
Japara Healthcare	JHC	23-Oct-15	Melbourne
JB Hi-Fi	JBH	29-Oct-15	Melbourne
Korvest	KOV	23-Oct-15	Adelaide
Lend Lease Group	LLC	13-Nov-15	Sydney
Liquefied Natural Gas	LNG	19-Nov-15	Perth
M2 Group	MTU	29-Oct-15	Melbourne
Magellan Financial	MFG	16-Oct-15	Sydney
Medibank Private	MPL	21-Oct-15	Melbourne
Mirvac Group	MGR	12-Nov-15	Sydney
Monadelphous	MND	17-Nov-15	Perth
Mystate	MYS	21-Oct-15	Melbourne
Navitas	NVT	11-Nov-15	Perth
Newcrest Mining	NCM	29-Oct-15	Melbourne
Origin Energy	ORG	21-Oct-15	Sydney
Orora	ORA	15-Oct-15	Melbourne
Pacific Brands	PBG	27-Oct-15	Melbourne
Paladin Energy	PDN	19-Nov-15	Perth
Perpetual	PPT	5-Nov-15	Sydney
Platinum Asset Mgt	PTM	5-Nov-15	Sydney
Qantas	QAN	23-Oct-15	Perth
Ramsay Health	RHC	12-Nov-15	Sydney
REA Group	REA	12-Nov-15	Melbourne
Recall Holdings	REC	9-Nov-15	Sydney
SCA Property Group	SCP	18-Nov-15	Sydney
Seek	SEK	26-Nov-15	Melbourne
Sirtex Medical	SRX	27-Oct-15	Sydney
Sonic Healthcare	SHL	19-Nov-15	Sydney
South32	S32	18-Nov-15	Perth
St Barbara	SBM	27-Nov-15	Melbourne
Stockland	SGP	27-Oct-15	Sydney
Super Retail Group	SUL	21-Oct-15	Brisbane
Tabcorp Holdings	TAH	29-Oct-15	Melbourne
Tassal Group	TGR	28-Oct-15	Melbourne
Tatts Group	TTS	30-Oct-15	Brisbane
Telstra	TLS	13-Oct-15	Melbourne
The Reject Shop	TRS	14-Oct-15	Melbourne
Transpacific	TPI	30-Oct-15	Brisbane
Transurban Group	TCL	12-Oct-15	Melbourne
Treasury Wine	TWE	12-Nov-15	Adelaide
UGL	UGL	28-Oct-15	Sydney
Veda Group	VED	28-Oct-15	Sydney
Village Roadshow	VRL	19-Nov-15	Melbourne
Wesfarmers	WES	12-Nov-15	Perth
Westpac	WBC	11-Dec-15	Sydney
Whitehaven Coal	WHC	30-Oct-15	Sydney
Woolworths	WOW	26-Nov-15	Melbourne
WorleyParsons	WOR	27-Oct-15	Sydney

Note: for a full list of upcoming AGMs for companies monitored by ASA, please see our website at www.australianshareholders.com.au/upcoming-agms.

OFX

OZFOREX GROUP LIMITED

BIG MEMBERS

Peter Denham
Len Roy
Wayne Platt
Rod Stewart
Lloyd Phillips
Peter Scales
Stan Taylor
Peter Tallentire
Lorraine Graham
Stephen Weston

REFERENCES

Annual Report
company website
ASX releases

AUGUST 2015

RAPID GROWTH, PRIMARILY ON THE BACK OF ORGANIC GROWTH

THE COMPANY AND ITS BUSINESS

Company Overview

OzForex Group Limited (OFX) is a small global company providing low cost and user-friendly transfers of money internationally plus international payment services, utilizing fast and efficient web-based platforms accessible by mobile devises, 24 hours per day/7 days per week.

OFX has grown such that in FY2015

- Number of transfers: 581,000
- Total foreign exchange transactions: $13.6 billion
- Average number of website visits per day: 65,000

Brief History

OxForex was founded in 1998 by Matthew Gilmour to provide foreign exchange information in Australia. In 2001 an office was opened in New Zealand and in 2003 an Australian Services license was granted, allowing international payment services direct to clients.

In 2007 Macquarie became a 51% shareholder but reduced holdings in 2010 to 19.9% as Accel Partners (22.7%) and The Carlisle Group ((20.4%) increased holdings. OxForex Group Ltd was publically listed on the Australian Securities Exchange 11 October 2013 under the code OFX.

Business model

- Customer has bank account in both current country and target country (or account details for bills to be paid in target country).
- Customer opens an account with OzForex, as per usual requirements for banks. This can be done electronically, with validation mostly done electronically.
- Customer may get exchange rate quote and book a 'deal'. The exchange rate is locked in.
- Customer pays OzForex by a variety of methods - BPAY, EFT, Poli and Direct Debit.
- OzForex uses derivatives to hedge against exchange rate changes and transfers the net amount for all customers to the appropriate country.
- OzForex pays into the customer account nominated, ie own bank account or biller's bank account.
- OzForex relies heavily on banks for transactions, wholesale foreign exchange, and deposits. OFX uses Macquarie Group. Barclays, UBS, and Bank of New York Mellon.

OzForex Businesses

The OzForex businesses are Australia/New Zealand, North America, Europe, Asia and Wholesale. The Continent-based businesses use the business model above, whereas the Wholesale business is based on other companies using the OzForex platform for foreign exchange transactions for their own clients. The Wholesale business partners include Macquarie, ING, Moneygram and Travelex.

FINANCIAL PERFORMANCE

The market capitalisation for OFX is $614.4 million with 240 million shares on issue. The current PE ratio is 25.3 and the dividend yield 2.8% fully franked. The shares have traded between $2.00 and $2.98 over the past twelve months.

The share price of OFX was $2.56 at the date of this report.

Total shareholder return for the first full year of operation since the IPO was negative 24%.

Five Year Summary	2011	2012	2013	2014	2015
	Data ex IPO Prospectus			Publically listed	
Revenue (m)	37.0	41.7	52.1	72.6	90.2
NPAT (m)	13.2	13.1	17.1	16.0	24.3
Operating Cash flow (m)	16.5	12.7	25.0	68.2	39.0
Capex (m)	0.5	0.5	0.7	0.6	0.7
Free Cash flow (m)	16.0	12.2	24.3	67.6	38.3
Dividends paid (m)	7.5	8.0	12.1	35.0	14.1
Long Term Debt (m)				0	0
Equity (m)	21.1	26.0	30.8	35.9	47.6
Return on Equity (%)	62.6	50.4	55.5	44.6	51.5
Market Cap (m)				758	578
Shares on issue (m)				240	240
Share Price, yr end ($)				3.16	2.41
EPS (c)				6.7	10.1
DPS (c)				2.4	7.08
Yield (%)				0.8	2.9

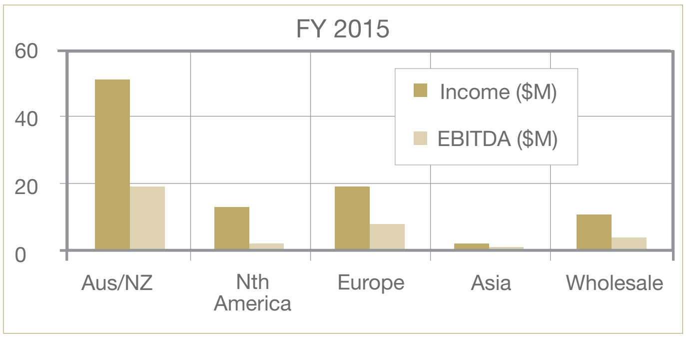
Note: The financials for FY2014 include the costs for the IPO and the BIG team believes some statutory costs are not representative of the business.

FY2015 Highlights

Number of active clients:	Up 18% (over FY2014)
Turnover:	Up 22% (over FY2014)
Number of transactions:	Up 21% (over FY2014)
Income:	Up 24% (over FY2014); 5 yr CAGR 25%
Pro forma NPAT:	Up 21% (over FY2014); 5 yr CAGR 17%
Equity	Up 32% (over FY2014); 5 yr CAGR 26%
Dividend Policy:	Payout of 70-80% NPAT

Revenue and EBITDA by Business, FY2015

Aus NZ:	EBITDA up 22% on FY14
Nth America:	EBITDA up 372% on FY14
Europe:	EBITDA up 6% on FY14
Asia:	EBITDA up 12% on FY14
Wholesale	EBITDA up 39% on FY14



10 YEAR

5 YEAR

1 YEAR

FY2015 AGM

- Q1 2016 strong with net operating income up 32% compared with Q1 2015
- Record July 2015, with gross revenue > $10 million for the first time
- Full year guidance: EBTDA in the range of $38.5-40.5 million
- "Accelerate strategy" launched: Goal to double revenue within 4 years, spending $20 million capital, by
  - Expanding the penetration within the Australian market
  - Increase penetration offshore, particularly the US
  - Expand opportunities in the Wholesale business

The BIG review team considered the newly appointed MD's presentation at the FY15 AGM was not up to standard in terms of specific supporting detail. (It was acknowledged his appointment was June 1 2015). The review committee felt that future presentations should contain more substance for shareholders.

MAJOR SHAREHOLDERS

As at 31 Mar 2015, 75% of issued capital was held by shareholders with a minimum of 100k shares.

The top five substantial shareholders were:

FIL Ltd:	10.00%
CBA	5.94%
Australian Super Fund Pty Ltd:	5.55%
UBS Group	5.51%
AMP Ltd:	5.03%

DIRECTORS AND CHIEF EXECUTIVE

Board of directors and senior executives

Peter Warne	Independent Non Exec. Chairman	
Richard Kimber	Exec. Director & CEO	Commenced 1 June 2015
Neil Helm	Exec. Director & CEO	Stepped down, available to Aug 15
Douglas Snedden	Independent Non Exec. Director	
Melinda Conrad	Independent Non Exec. Director	
Grant Murdoch	Independent Non Exec. Director	

The BIG team was comfortable with the level of governance and relevant experience of the board.

Board Committees

- Remuneration and Nomination committee is chaired by independent NED Melinda Conrad
- Audit and risk committee is chaired by independent NED Grant Murdoch

Director shareholdings as at 31 Mar 2015

Director	No. of shares	Director	No. of shares
Peter Warne	150k	Douglas Snedden	0k
Richard Kimber	0k	Melinda Conrad	50k
Neil Helm	275k	Grant Murdoch	95k

REMUNERATION CULTURE

The NEDs remuneration is based on a fixed fee, adjusted for positions and responsibilities. The total NED fee pool is capped at $1 million and actual total NED remuneration FY15 was $610k.

Managing Director

On February 6 2015 the company announced CEO and MD Neil Helm was stepping down. Mr Helm signed off on the FY15 Directors' Report May 26 2015. Mr Richard Kimber was appointed CEO and MD effective June 2 2015 and the basics of his remuneration package appear to be;

- Total fixed remuneration: $500k
- Short term incentives: At-risk cap $750k
- Long term incentives: Performance Rights to $250k plus 200k options vesting June 2018 and 200k options vesting June 2019.

The remuneration report included an alignment with shareholders' interests chart summarizing FY15 results compared to FY14 with nine line items.

BUSINESS RISKS

OFX have recognised all of the following business risks.

Competition

OFX is a relatively small player in a huge and expanding international money market. New small players are likely to occur with the business risk of margins being squeezed. Banks may take a more proactive and competitive stance with international money transfers.

Relationship with banks

OFX relies totally on using banks for money transfers. This reliance was tested when OFX announced (19/1/15) Westpac had decided to exit the money service industry, and as a consequence, potentially impacting on OFX's ability to do business. The OFX share price dropped 15% in 2 days. OFX has mitigated this risk by adopting a policy of multiple banking relationships which are currently Macquarie Group, Barclays, UBS, and Bank of New York Mellon.

Regulatory risks in countries in which OFX operates include:

- Difficulty with obtaining licences
- Compliance with regulatory requirements
- New less favourable regulations

IT interruption; Data security; Fraud

As OFX relies on web-based platforms, business risks include hacking, fraud, viruses, etc.

Effectiveness of online marketing

OFX uses online marketing, with a business risk for growth being the effectiveness of this methodology.

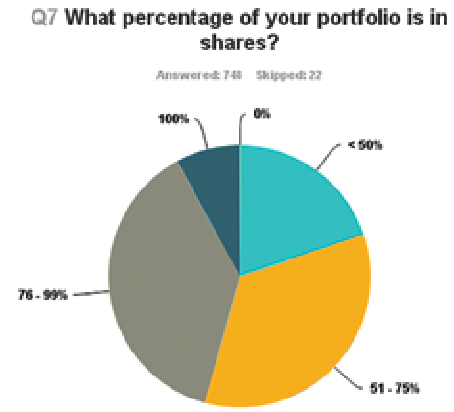
This report was compiled by ASA members: Peter Denham and Len Roy with significant input from the Perth BIG E Group.

Member needs and satisfaction survey

Thank you to all members who recently participated in our Member Needs and Satisfaction Survey emailed in mid-July. We greatly appreciate your feedback.

Over 15% of our members responded to the survey and, pleasingly, overall responders tended to have a positive sentiment towards the ASA. We learnt some interesting and valuable things - a majority of members have been with the ASA for over 5 years, are aged 60 years or older, and are retired with more than ten years' investing experience.

As you would expect virtually all members invest in shares with half using an online broker and 25% still using the services of a full service broker. Online research was the favoured resource. However 15% of members still rely on a financial planner and/or an accountant.



Despite shareholder representation at AGMs being the second most valued member benefit (after EQUITY), only half of our members appoint the ASA as their proxy. Of greater concern is that the majority of those who rarely or never appoint the ASA as their proxy don't know how to, find it too time consuming or do not feel it will make a difference.

In response to this you will note that this issue not only includes an article on voting your proxies but also includes the standing proxy forms for both Computershare and Link Market Services. We encourage all members to ensure that their voices are heard by giving their proxies to the ASA.

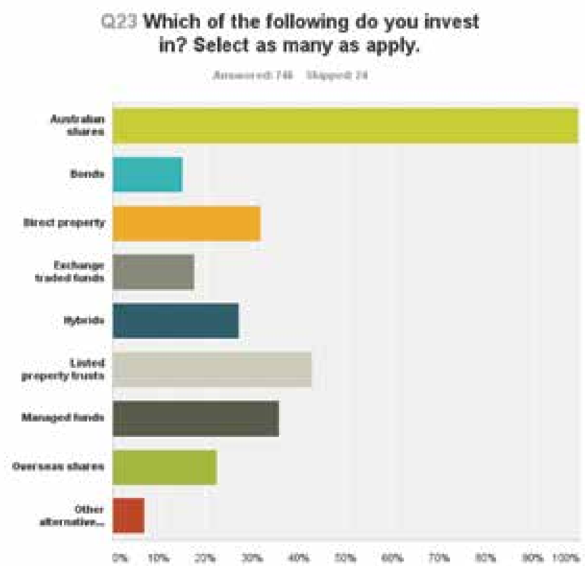
Overall members showed strong support for EQUITY and not surprisingly Classic members are more likely to read the magazine than Green e-members.

Whilst it is not surprising that members also highly value shareholder representation, voting intentions, AGM reports and submissions and engagement with government, these are not areas which receive high traffic on our website www.australianshareholders.com.au. Voting intentions and AGM reports can be found under COMPANY MONITORING and submissions under WHAT WE DO.

In response to the question on 'what other activities would you like?' the responses varied. Some members want all AGM reports published in EQUITY, some want none! However, overall non-metropolitan members particularly feel disadvantaged and there is strong feedback for more activities in these areas. This is an area we will be working to improve and we have a number of "irons in the fire" which we hope to report on shortly.

Members generally want more company analysis, more education, more member input via articles and presentations, and more site tours.

As you will see by the table below, after shares, listed property trusts are the most popular investment by our members followed by managed funds and direct property. Although not listed in the survey question, members advised that they also invest in cash, term deposits, listed investment companies, commodities, warrants, options and private equity.



Almost 64% of members consider themselves confident investors which closely aligns to the 69% who have a financial plan. Although a number of members advise that their professional background or, as one member wrote, 'a good genetic heritage' have contributed to their investing knowledge base, overall members did value ASA's contribution as well as books, finance professionals, software programs and online newsletters.

In regard to self-education the majority of members clearly prefer reading books or website browsing. However, the value gained from attendance to discussion groups and seminars was also apparent.

Predictably, members are keen to enhance their share selection and company analysis skills. However, taxation, asset allocation, estate planning and SMSF were also topics of interest.

Overall members were quite positive about the ASA and generally happy with ASA's advocacy role, particularly its representation at AGMs and its role in contributing to submissions. Discussion groups and educational events were also valued, although many requested these be held outside of the main metropolitan locations.

Members also confirmed that our website is slow and, for many, difficult to navigate. We have been aware of these issues and have been investigating how best to address this to improve the member experience. This is a work in progress.

asa NEWS DESK

BIG REPORTS

Our Better Investing Groups (BIG) Reports are the ASA's way of capturing the information and experience of members for the benefit of the whole ASA community.

BIG members are experienced shareholders who meet to discuss and analyse a company's performance in depth – its business, financials, directors, remuneration culture and business risks. Analysis and discussion is collated into BIG Reports and laid out in an easy to follow format, which is posted to the ASA website to be shared with ASA members. You can find BIG Reports by clicking on the Resources heading under the Education, news & resources tab or by putting www.australianshareholders.com.au/better-investing-groups into your browser.

Related Resources

Type	Title	
	Ozforex Group (OFX) BIG Report new	Member
	Flight Centre Travel Group Limited (FLT) BIG Report new	Member
	Beach Energy Limited (BPT) BIG Report	Member
	TechnologyOne Limited (TNE) BIG Report	Member
	Regis Healthcare Limited (REG) BIG Report	Member
	Capitol Health Limited (CAJ) BIG Report	Member
	Bank of Queensland (BOQ) BIG Report	Member

FACEBOOK/TWITTER

Want to know more about what's happening at the ASA and about the companies we monitor? Stay up-to-date and join in the conversation by following us on Twitter @AustSharesAssoc and friend us on Facebook.

VOTING INTENTIONS ALERTS - NEW

From late September members will receive a weekly email highlighting recently posted voting intentions and AGM reports on the ASA website. If you have an email address and have not received this weekly update, then it is likely that you have unsubscribed from our newsletters. You can resubscribe via your Member Portal or contact our office by email share@asa.asn.au or 1300 368 448 to have your communication preference amended

ASA CONFERENCE 2016

In response to feedback received from members we have decided to hold a two day conference in Sydney next year. We will offer site tours and an in-depth workshop on the third day. The ASA AGM will be held during this time. As we go to print, final details are being sorted for what we hope will be our best conference ever.

INVESTORS' BIG DAY OUT 2015

The Investors' Big Day Out series of events wrapped up in September and received excellent feedback from those in attendance. We would like to thank our speakers for contributing such interesting presentations, as well as the generous support of our sponsors - ASX, Clime Asset Management, FIIG Securities, Bailador Investment Management, and Mosaic Property Group. Without this support we would not have been able to hold the seminars in all six cities.

VIC Report

By Don Hyatt, Victoria State Chairman

The reporting season has come and gone with its inherent good news, bad news stories. Share prices have changed accordingly. The overall feeling that the results were reasonable, but the outlook is looking to be tough. We now look towards the AGM season and with 56 companies monitored by 26 monitors here in Victoria, Geoff Bowd, CMC Chairman and his team are in for a busy time. ASA Monitors from throughout Australia are to be congratulated on the wonderful work they do on behalf of Australian shareholders.

I am pleased to say that Peter Rae, retired Morningstar analyst and 20 year member of the ASA, has taken up the position of Education Officer in Victoria joining the Victorian Committee. Peter will be familiar to many ASA members as he has written a number of articles for Equity and is a company monitor (AHY & TWE). It is good news that Peter has found a valuable outlet for his energy and talents in the form of the ASA.

We were also delighted to have a visit from the National Chairman, Diana D'Ambra in July. Diana addressed the Investor Forum and the Victorian Committee meeting, outlining her vision for the future of the ASA and the strategy being developed by the ASA Board in order to achieve that vision. The ASA is the independent voice of retail shareholders and our role in calling erring companies to account is essential for a fair and transparent sharemarket.

It is worth noting that way back in February, well known media commentator Michael Heffernan kicked off the year with his 17th straight presentation at our ASA Evening Meeting. As 'Investor of the Year' a couple of years ago, Michael always has something to say, and a packed house is testament to the interest he generates. We are pleased to say that Michael has committed to his 18th presentation in February 2016!

Melbourne ASA Conference 4-6 May 2015

It has been a busy year with the National Conference in Melbourne in May giving interstate members the opportunity to visit Melbourne and meet with Victorian members. Site tours were organised to CSL, Asciano and Crown. In addition, the Gippsland ASA Group organised a tour for members to see the Wonthaggi Desal Plant in April. Industry site tours for members are a great way to get a close up view of your investment and see how industry really works. These are unique opportunities only available to ASA members.

Recently the Investors Big Day Out in Melbourne attracted just on 100 people. With a range of high profile speakers covering a variety of investment strategies, this was a highly successful day and not to be missed. It needs to be said that the greatest protection for an individual shareholder is knowledge and financial literacy. Being able to distinguish between good investments and bad investments; and in some cases, good advice and bad advice might be the difference between a comfortable retirement and something less so. Events such as the Investors Big Day Out are important, as are the many ASA presentations and seminars held by the ASA.

Pictured are Peter Rae, Silvana Eccles and Don Hyatt.

Equally important are the social opportunities associated with these events, where you might chat with like-minded investors and share views and opinions. However, in the end it is the individual who makes the investment decisions, hence a financially literate knowledge framework is vital.

EFFECTIVE SHARE SELECTION STRATEGIES

NEW EVENT

Want to develop and refine your share investing?

By attending this seminar you will hear from distinguished experts how they apply fundamental analysis in practice and appreciate why Buffett believes it is better to buy a great business at a good price than a poorer business at a great price. If you would like to develop or refine your share investing this seminar will be a "must attend" event.

SESSION 1:
WHY USE FUNDAMENTAL ANALYSIS

How to gain a deep understanding of a company including its management, industry, competition and threats

SESSION 2:
UNDERSTANDING RATIOS

Understand how to use ratios and how their importance varies in each industry sector

SESSION 3:
FUNDAMENTAL ANALYSIS STRATEGIES

Understand the strengths and weaknesses of fundamental analysis for stock selection

SESSION 4:
COMBINING FUNDAMENTAL WITH TECHNICAL ANALYSIS

Understand how technical analysis supports fundamental analysis and how to set up your own analysis system

PRESENTERS

Dr John Price	Chief Investment Officer, Conscious Investor Fund
Elio D'Amato	CEO, Lincoln Indicators
Gary Burton	Technical Analyst, First Prudential Markets
Alan Hull	Editor, ActVest and Author

DATES

MELBOURNE

Friday 23 October 2015 from 9am to 4.30pm

Telstra Conference Centre,
1/242 Exhibition Street, Melbourne

SYDNEY

Saturday 31 October 2015 from 9am to 4.30pm

Harbourview Hotel,
17 Blue Street, North Sydney

PRICES

ASA members	$130pp
Non-ASA members – first subscribe online for FREE and then register	$150pp

Registration fees will increase by $20 two weeks out. Includes lunch, morning and afternoon teas. Papers will be available via the website.

Early bird expires two weeks prior to the event.
To register call 1300 368 448 or register online at www.australianshareholders.com.au
Spaces strictly limited, book early to avoid disappointment.

WONDERING WHAT TO GIVE SOMEONE WHO HAS EVERYTHING FOR CHRISTMAS?

For $20 you can buy a gift of 3 editions of EQUITY, rated by members as the most valued ASA benefit.

On your behalf we will send your nominated person a Christmas card in mid-December telling them they will receive the gift in the New Year of January, February/March and April's EQUITY.

Simply call us on 1300 368 448 and leave the rest to us! For timely delivery of January EQUITY please contact us by 30 November.

ASA Events

Location	Date	Time	Venue	Speaker	Topic
AUSTRALIAN CAPITAL TERRITORY					
Weston	06-Oct-15	12.30pm	Weston Club, 1 Liardet Street, Weston	Southside Discussion Group	General investment topics
Macquarie	08-Oct-15	12.30pm	Canberra Southern Cross Club Jamison, Cnr Catchpole and Bowman Street, Macquarie	Northside Discussion Group	General investment topics
Weston	10-Nov-15	12.30pm	Weston Club, 1 Liardet Street, Weston	Southside Discussion Group	General investment topics
NEW SOUTH WALES					
Bondi Junction	06-Oct-15	10.30am	Mill Hill Community Centre, 31-33 Spring St, Bondi Junction	Bondi Discussion Group	Investment topics
Port Macquarie	09-Oct-15	10.00am	Senior Citizens Centre, Munster Street, Port Macquarie	Discussion Group	General investment topics
Wollongong	13-Oct-15	6.00pm	The Builders, 'Sonata Lounge', 61 Church Street Wollongong, NSW	Wollongong Discussion Group	General investment topics
Sydney Investor Forum	15-Oct-15	12.00 midday	Sydney Mechanics' School of Arts, Mitchell Theatre, 280 Pitt St, Sydney	Justin Braitling, Watermark Funds Management	New competitors and changing technologies
Sydney - North Shore	16-Oct-15	10.00am	Killara Uniting Church Hall, 9 Karranga Avenue, Killara	Sydney North Shore Discussion Group	General investment related topics
Taree	22-Oct-15	10.00am	Greater Taree City Library, 242 Victoria Street, Taree	Taree Discussion Group	General investment topics
Hunter Region Discussion Group	26-Oct-15	11.00am	Club Macquarie, 458 Lake Road, Argenton	Hunter Region Discussion Group	General investment topics
Sydney	31-Oct-15	9.00am-4.30pm	Harbourview Hotel, 17 Blue St, North Sydney	Dr John Price, Elio D'Amato and Gary Burton	Effective share selection strategies
Bondi Junction	03-Nov-15	10.30am	Mill Hill Community Centre, 31-33 Spring St, Bondi Junction	Bondi Discussion Group	Investment topics
Wollongong	10-Nov-15	6.00pm	The Builders, 'Sonata Lounge', 61 Church Street Wollongong, NSW	John Cowling, ASA Company Monitor	Bucket investing
QUEENSLAND					
Gold Coast	13-Oct-15	9.30am	Robina Community Centre, 196 Robina Town Centre Drive, corner San Antonio Court, Robina	Felicity Cooper, HLB Mann Judd	A report card for the reporting season
Brisbane Investor Forum	14-Oct-15	11.00am	Wesley House, 140 Ann Street, Brisbane	Roger Montgomery, Montgomery Fund	Chasing yield and reducing risk
Toowoomba	19-Oct-15	1.30pm	University Open Learning Centre, 27 Jellico Street Toowoomba - Main Conference Room	Discussion Group	General investment topics
Sunshine Coast	20-Oct-15	10.00am	Good Life Centre, 100 Buderim Pines Road, Buderim	Greg Cummins, Retired Business Executive and Investor	GFC 2 - Could it happen again?
Gold Coast	10-Nov-15	9.30am	Robina Community Centre, 196 Robina Town Centre Drive, corner San Antonio Court, Robina	Guest speaker	General investment topics
Brisbane Investor Forum	11-Nov-15	11.00am	Wesley House, 140 Ann Street, Brisbane	Guest speaker	TBA
SOUTH AUSTRALIA					
Adelaide	07-Oct-15	10.30am	University of Adelaide Club, North Terrace, Adelaide	Led by Keith Potts, ASA	Resource related topics
Adelaide	14-Oct-15	10.30am	University of Adelaide Club, North Terrace, Adelaide	Led by Genevieve Ward, ASA	Industrial shares
Adelaide	21-Oct-15	11.30am	Scots Church Hall, Corner Pulteney Street and North Terrace, Adelaide	General meeting	General investment topics
Adelaide Investor Forum	21-Oct-15	12.00 midday	Scots Church Hall, Corner Pulteney Street and North Terrace, Adelaide	Clive D'Cruz, Epic Energy	TBA

Location	Date	Time	Venue	Speaker	Topic
Adelaide	04-Nov-15	10.30am	University of Adelaide Club, North Terrace, Adelaide	Led by Keith Potts, ASA	Resource related topics
Adelaide	11-Nov-15	10.30am	University of Adelaide Club, North Terrace, Adelaide	Led by Genevieve Ward, ASA	Industrial shares
VICTORIA					
Melbourne Investor Forum	07-Oct-15	12.00 midday	Melbourne City Conference Centre 333 Swanston Street Melbourne	Steve Johnson, Forager Funds	Pitfalls and profits from long-term investing
Kingston	08-Oct-15	10.30am	Longbeach Place, 15 Chelsea Road, Chelsea	Don Hyatt, CSL Company Monitor	CSL 2015
Manningham	13-Oct-15	10.00am	Koonarra Hall, 7 Balwyn Road, Bulleen	James Fletcher, Baillieu Holst	Common pitfalls and missed opportunities in the equities market
Geelong	14-Oct-15	6.00pm	Waurn Ponds Hotel Function Room, Princes Highway, Waurn Ponds	Brenda Hutchinson, TAG Financial Services	Where there's a will there's a way
Ballarat	14-Oct-15	7.30pm	McCallum Conference Centre, Leopold Street, Alfredton	Phillip Mann, Mann Dobson Lawyers	Estate planning
Mornington	15-Oct-15	9.45am	Mornington Golf Club, Tallis Drive, Mornington 3931	Doug Turek, Professional Wealth	Portfolio building choices
Melbourne Evening Meeting	15-Oct-15	6.00pm	The Limerick Arms Hotel, 364 Clarendon Street South Melbourne	Guest speaker	General investment topics
Monash	20-Oct-15	10.00am	Wheelers Hill Public Library, 860 Ferntree Gully Road Wheelers Hill	Trent McGregor, Perpetual Private	Protecting your family and wealth
Geelong	20-Oct-15	6.00pm	St George Workers Club, 212 Pakington Street, Geelong West	Geelong Night Discussion Group	General financial issues
Bendigo	21-Oct-15	10.00am	Select Harvests, Robinvale	Site Tour	Select Harvests
Melbourne	23-Oct-15	9.00am-4.30pm	Telstra Conference Centre, 1/252 Exhibition Street, Melbourne	Dr John Price, Elio D'Amato and Alan Hull	Effective share selection strategies
Albury-Wodonga	27-Oct-15	10.00am	Commercial Club, 618 Dean Street, Albury	Linda Martin, ASA Convenor	Top stocks - Martin Roth's record
Melbourne Investor Forum	04-Nov-15	12.00 midday	Melbourne City Conference Centre, 333 Swanston Street Melbourne	Stephen Hiscock, SG Hiscock & Co	A-REITS (Listed Real Esate Investment Trusts)
Manningham	10-Nov-15	10.00am	Koonarra Hall, 7 Balwyn Road, Bulleen	Manningham Discussion Group	General investment topics
Geelong	10-Nov-15	12.00 midday	The Elephant and Castle Hotel, 158 McKillop Street, Geelong	Geelong Day Discussion Group	General discussion topics
Ballarat	11-Nov-15	7.30pm	McCallum Conference Centre, Leopold Street, Alfredton	Ballarat Discussion Group	Investment related topics
WESTERN AUSTRALIA					
Perth Members Monthly Meeting	06-Oct-15	10.30am	State Library Building of Western Australia, 25 Francis Street Perth	Robert Durand, Curtin Business School	Are ethical investments good?
Perth Investor Forum	06-Oct-15	12.00 midday	State Library Building of Western Australia, 25 Francis Street Perth	Aaron Ross-Connolly, Patersons Securities	Summary of year end June 2015 reporting season
Perth Investors' Corner	15-Oct-15	10.00am	Citiplace Community Centre, City Station Complex, Wellington St, Perth	Discussion group led by Lorraine Graham and Peter Scales, ASA	Equity investments including yield stocks, LICs and selected shares
Perth South of the River Group	23-Oct-15	10.00am	Canning River Eco Education Centre, 'Melaleuca Room', Lot 8 Queens Park Road , Wilson	Geoff Corrick, ASA Company Monitor	Capital raising - the banks and other issues
Busselton	28-Oct-15	9.30am	Esplanade Hotel, Marine Terrace, Busselton	Discussion group led by members	Investment related topics
Perth Members Monthly Meeting	10-Nov-15	10.30am	State Library Building of Western Australia, 25 Francis Street Perth	Members Meeting	General investment
Perth Investor Forum	10-Nov-15	12.00 midday	State Library Building of Western Australia, 25 Francis Street Perth	Miles Larbey, ASIC	TBA