

President's Report

Introduction

It is my pleasure to present to members the Annual report of the Australian Investors' Association for the year ended 30th June, 2004.

2003-2004 has been a good year for the Australian Investors' Association with membership and activities increasing around our great country.

Membership

It is pleasing to report that our membership increased during the year by a net 251 to 1995, and that the twelve month moving average has risen from 1759 at June 30, 2003 to 1809 at the close of this year. Since the close of the year the 2000 barrier has been broken! These gains are largely attributable to Council's decision to offer a three month trial membership to interested investors.

All members can help in promoting the Association and recruiting new members. Let's get the secret out: The Australian Investors' Association is the best value for money around, offering education and independent views on investments in all asset classes.

Activities

Meetings

Our nationwide network of volunteers has continued to make our local information meetings possible and the Association owes its gratitude to these members. Arising from the Special Interest group Bulletins, some members have started up local discussion groups on specific asset classes eg Equities, Managed Investments. If you feel you can help in your area please contact the office.

Conferences and Seminars

Continuing our 2001-2 initiative, education opportunities for members were enhanced by one-day seminars offered in Perth, Adelaide, Melbourne, Sydney and Brisbane. These were well attended with members taking advantage of the networking potential of these events. In addition, our week-end conference, held in Melbourne, was a great success.

One seminar deserves special mention. "Women Talking Money" was offered to members and guests in Melbourne, Sydney, and Brisbane with the assistance of John Wiley & Co publishers of the book of the same name by Leslie Falkiner-Rose. These well attended half days looked at wealth creation from a woman's perspective.

At the close of the year our National Conference on the Gold Coast attracted 250 members who were treated to a great variety of investment topics and workshops enabling them to keep up to date with new products and regulatory requirements. The next National Conference will be held during July 2005.

Publications

Our stable of publications continues to grow. This year a Special Interest Group Bulletin on Property commenced. We are now producing 44 separate issues of our publications each year. This is a large task for which the Association owes its thanks to all contributors and to the coordinators of the Bulletins. The AIA relies heavily on our volunteers and the quality of these publications is of great credit to them.

Advocacy

We continue to seek members who are able to help in advocacy matters. As mentioned last year we have adopted a somewhat selective approach to the issues on which we comment. Nonetheless we have continued to lobby and comment on matters of importance to investors.

Last year we made submissions on: Compensation for loss in the Financial Services Sector; Managing Conflict of Interest for ASIC Licencees; and on Fee Disclosure.

Council

Your Council met on four occasions during the year. Full details of Councillors in office for any part of the year are provided in the accompanying Director's Report. Mr Gordon Gray, a Councillor for several years resigned during the year. I express my thanks to all Councillors for their contribution to the Association during the past year.

Finance

The financial statements show that your Association is in good financial health. The result for the year under review was as expected around the breakeven point as we invested in improving member services and marketing the association. I expect the foundations laid this year will enable the Association to build on its strengths in the coming year. The financial statements accompany this report. Council and the Association remain indebted to the many members who have devoted innumerable hours of voluntary labour to the cause of **"Investors helping Investors"**.

Concluding remarks

The future

We must continue to increase our membership. The 2003-2004 year was one in which membership almost topped 2000. The comprehensive membership records management system foreshadowed last year is now installed and efficiencies are being delivered. Members are now able to update their contact details, renew their membership, and register for seminars and conferences on our web site.

Our Volunteers

I make no apology for repeating myself: All members owe a debt to the band of volunteers who give of their time freely to arrange local meetings, represent the AIA at Investment Shows, etc. This is as true this year as in the past. Without the active support of these members volunteering to help out in many ways, the AIA could do little. I place on record the AIA's thanks to these members for their continuing support and strength.

Our Staff

The past year has not been easy for our staff. They have had to manage the introduction of the new membership records management system at the same time as undertaking normal Association duties. In the midst of all these changes the staff have managed to keep the 44 publications mentioned above, plus a large number of meetings, seminars and conferences all around Australia, going with very few hiccups. Ms Silvana Eccles continued in her role as Secretary, first line of contact, and general administrator. I want to record the Association's thanks to all staff for their efforts during the year.

R. Andrew