




STOCK	BID	OFFER	LAST	V
EUR GROUP	0.060	0.070	0.000	
EUROGOLD	0.098	0.140	0.000	
EUROP GAS	0.325	0.335	0.335	7
EURO2	1.000	1.020	1.000	
EVOLUTION	1.935	1.940	1.935	
EVZ LTD	0.041	0.050	0.050	
EXALT RES	0.000	0.000	0.000	
EXCAX	0.040	0.049	0.040	5
EXCALEUR	0.001	0.002	0.000	
EXCELA	0.010	0.090	0.000	
EXCELSIOR	0.190	0.195	0.190	3
EXCO RES	0.260	0.265	0.260	5
EXOMA ENER	0.072	0.075	0.072	3
EZAAX	0.430	0.490	0.000	
FEHOLD	3.360	3.500	0.000	
FACILITATE	0.020	0.053	0.000	
FAIRFAX	0.395	0.400	0.395	16
FAIRSTAR	0.009	0.010	0.009	3
FALCON MIN	0.025	0.028	0.000	
FALL RIVER COI 1	0.007			
FANTASTIC				

Acknowledged as the Premiere Australian Investment Conference

TRANSITION

A WORLD IN TRANSITION – POLITICS, ECONOMICS AND INTEREST RATES
POSITIONING PORTFOLIOS FOR A NEW INVESTMENT ENVIRONMENT

TRANSITION

A WORLD IN TRANSITION –
POLITICS, ECONOMICS AND
INTEREST RATES
POSITIONING PORTFOLIOS
FOR A NEW INVESTMENT
ENVIRONMENT



AIA ANNUAL NATIONAL CONFERENCE 2017
30 JULY - 2 AUGUST 2017
SURFERS PARADISE MARRIOTT RESORT & SPA



WHO IS THE CONFERENCE FOR?

- Experienced investors wishing to hone their skills
- New or inexperienced investors wanting to know where to start
- Trustees of SMSFs or anyone thinking of establishing an SMSF
- Investors who wish to meet other investors
- Anyone approaching retirement who wants to ensure their money will last as long as they do.

INVESTMENT CONFERENCE OF 2017!

Every year the Australian Investors Association collects some of the greatest brains in the investing industry to present relevant ideas to its Members. This year our speakers will present their ideas focused on five investing themes: Income, Growth, Alternatives, Superannuation and Strategy.

- **The Income stream** will focus on interest rates, income stocks, hybrids, annuities, bonds and other fixed income.
- **The Growth theme** will aim to identify growth themes, growth sectors and growth stocks. Speakers have been asked to present actionable stock ideas in their talks and hold their content over until the conference.
- **The Alternative Investments stream** will present some alternative asset classes like separately managed accounts (SMAs), gold, property, agriculture, hedge funds and new technologies.
- **The Superannuation stream** will look at strategies to make the most of the new legislation, teach Members how a large Superannuation Fund operates, look at alternatives to managing investments through an SMSF, look at retirement strategies and touch on subjects like Aged Care.
- **The Strategy stream** will include an element of Stock Market education as well as touching on more diverse subjects like Taxation, Estate planning and Disruption.

We have some of the top fund managers, economists, analysts and commentators presenting this year and over and above the requirement to dazzle, especially in the Income, Growth and Alternative Investment streams, our speakers have been asked to present specific stock and investment recommendations that our Members can action. You will have to be at the Conference to get to the head of the pack.

INCOME

GROWTH

ALTERNATIVES

SUPER

STRATEGIES



COMFORT



LUXURY

NETWORKING

EDUCATION, INFORMATION & MORE...

The AIA conference is not only the best financial conference on the Australian calendar, it is also the most social and friendly. The coordinators also ensure that the delegates have lots of opportunities to mix with like minded investors, financial providers and some of the most sought after financial experts in the country.

Delegates receive Happy Hour Coupons to enjoy a relaxing drink with other delegates, speakers and sponsors over the four days of the conference. We believe this daily hour to engage with others promotes conversation and swapping of ideas from the sessions attended during the day.

This is the 25th Anniversary of the AIA and the Conference Gala Dinner will also hold some surprises for our guests. Your conference registration includes this dinner and you are welcome to bring a friend or partner who is not attending the conference for just \$99.00. The dinner is a seated 3 course meal and dietary requirements can be catered for so please advise when booking if you have a special diet.

Dress code for the entire conference and social events is smart casual. Tie and jacket are not required however, if you would like to dress up for the dinner, please feel welcome to do so.

ACCOMMODATION

Experience pure bliss at our luxury Gold Coast hotel MARRIOTT RESORT & SPA SURFERS PARADISE

The award-winning Surfers Paradise Marriott Resort & Spa couples quiet luxury with spacious accommodation and intuitive service, providing an unforgettable hotel experience for guests here on the Gold Coast. Tucked amidst sparkling lagoons, white sandy beaches, and cascading waterfalls, the 304 room fully integrated resort offers amenities to please everyone - from quiet pool zones and unique aquatic experiences to bike rentals and more. The immaculately appointed hotel accommodation offers floor-to-ceiling windows, marble bathrooms, and pillow top mattresses. Step out onto your balcony and revel in the beauty of your Gold Coast surroundings. Treat yourself to superb cuisine at Misono, Citrique, or Chapter & Verse bar and lounge, or book a day of pampering at Ruby Spa.

We have negotiated the following discounted rates for AIA Delegates. AIA conference attendees also receive free off street secure parking under the Marriott.

- Run of House (Hinterland and Ocean View) Guest Room Only \$190.00
- Run of House Guest Room incl breakfast for one (1) \$215.00
- Run of House Guest Room incl breakfast for two (2) \$240.00
- Additional Guaranteed Upgrade Ocean View Guestroom +\$30.00
- Studio suites – Including Elandra Retreat Access +\$215.00
- Executive suites – Including Elandra Retreat Access +\$320.00
- Third adult / rollaway bed +\$40.00

To book via the phone please call the Reservations Team on 07 5592 9800, and quote booking code AI1.

STOCK PICKING CHALLENGE

STOCK TIPS FROM THE EXPERTS

This year we have incorporated a 'stock picking contest' between fund managers. Various speakers will share their exclusive investment ideas and present and explain at least one tradeable investment idea exclusively to the conference attendees. They will make direct stock recommendations in their talks.

This is designed as a challenge between speakers and you have to attend to hear the stock tips. The published presentations will only contain the session outlines and not the actual stock picks. We will publish the results prior to the 2018 conference and there will be a prize awarded to the winning 'picker'.



TIME OUT FOR EDUCATION



RELAXATION

TRANSITION

These are abbreviated outlines only
Full outlines are available on the
website www.investors.asn.au

INCOME



Investment Bonds, a Super Alternative

Neil Rogan, Centuria
What are insurance bonds and what are the pros and cons of investing in them? Are they a ten year commitment and are they tax effective?



Stocks for Income

John Addis, InvestSmart
John will explain why stability and predictability of income beats other factors, and where to look for it in the current market.



All Bubbles Burst

Mark Bayley, FIIG
Financial markets are operating in unprecedented and unconventional times. What do investors need to know and do.



An Individual Corporate Bonds Story

Graeme Bottrill, AIA Director
Graeme will describe how and why he first became interested in bonds, what he has learnt along the way and how he currently invests. An outline of the different types of bonds and how bond prices move. Graeme will present details of the performance of this portfolio.



The Hybrids Mixmaster

Philip Bayley, Australia Ratings
Hybrid securities are a way for banks and companies to borrow money from investors. They blend some of the features of debt (fixed interest) and equity (shares) and each hybrid mix is different. Philip will look at how hybrids will be treated during a financial downturn.

GROWTH



Finding unloved stocks

Chris Stott, Wilson Asset Management
How to find unloved stocks, catalysts, the importance of company meetings, questions to ask and a selection of stocks we like.



Sector Investment Opportunities in 2017

David Bassanese, BetaShares
Sector picking could be a key success factor when it comes to the stock market outlook for 2017. Which sectors have done well so far and which will perform the best during the current transition?



Booms and Busts

Alan Hull, Author & Trader
Major market bubbles and corrections often coincide with periods of economic and political transition. Global economics are in a bizarre state of record low interest rates and rampant money printing world-wide.



Infrastructure - Stability in an Uncertain World

Ben McVicar, Magellan
Over the past several years we have seen many global investors increase their exposure to the infrastructure sector due to the benefits of diversification etc. We believe there is scope for retail investors to also give further consideration to this sector.



Which Banks? The Banking Sector

Michael O'Neill, Investors Mutual
Michael will cover the outlook for Australian banks in light of regulatory changes, higher capital requirements and the potential threat of a credit ratings downgrade, with housing markets at record highs.



Value Investing in Small and Mid Caps

Steve Johnson, Forager
When most people think of small caps, they think of growth stocks. Steve Johnson explains how to make money at the small end of the market without being suckered into the market darlings.



High Conviction Stock Picking

Charlie Aitken, AIM
Charlie will describe his methods and give us insight into his successful stock picking style.



How to Use Stops to Protect Capital

Colin Nicolson, Investor & Author
Stops are used both to limit losses and also to protect profits. For investors to protect losses, protecting losses is possibly even more important than stopping losses. Colin will explain the how and why.



Consumer Staples Sector: Tsunami of Competitors

Ishan Dan, Somem
Investment returns from the convenience and supermarket sector appear to be under a cloud. What are the factors effecting the supermarket sector? Do falling profits mean investors should look elsewhere?



Growing Income Trumps High Yield

Roger Montgomery, Montgomery Investment Mgmt
As yields fall amid price records being smashed, the risks to assets prices mount and uncovering growth while preserving capital becomes even more crucial.



Contrarian Stock Picking

Angus Geddes, Fat Prophets
Contrarian investing and how to capitalise on out of favour opportunities in the market.

SUPERANNUATION & RETIREMENT



Aged Care - It Just Got More Interesting

Louise Biti, Aged Care Steps
Navigating choices in aged care can be difficult but changes to the delivery of home care this year open up new opportunities. In this session learn: What's new? How do you maximise the value of what you get. What does care really cost? What are the common traps to look out for?



Preparation for Retirement

Noel Whittaker
Noel will give us his insight into the must dos in preparation for retirement.

SMSF Alternatives: Separately Managed Accounts

Separately managed accounts offer individual investors investment flexibility and high level of personal service. Hear about the concept of SMA's, why they are gaining popularity and the benefits of using for your SMSF.



Bitcoin: The New Asset Class

Nathan van den Bosch, Bitcoin Trader
Why Bitcoin? What is it and how does it work? What is 'Mining & Blockchain'? Nathan will also discuss Bitcoin as a new asset class.



Why Alternatives?

Rob Shand, Blue Sky
Alternative assets have the potential to enhance the risk/return characteristics of portfolios. Robert will outline how alternatives differ, how to analyse their characteristics and why investors should have some exposure.



Property Syndicates; Everything Old is New Again

Paul Wood, Trilogy Funds
Paul and Gary will discuss the changing investment landscape and how both interest rate and policy changes have led to a resurgence of investor interest in two of the oldest forms of investment: real estate and mortgages.



Consumer Credit - A Better Risk Return Proposition than Shares

Andrew Jones, Ratesetter
Consumer credit has long been a lucrative asset class for the banks. Peer-to-peer lending opens up this asset class to everyday Australians. We will explore how to access the market, the risks and the returns and the various investment platforms in Australia.



The Recovery of Miners and The Next Mining Boom

Hedley Widdup, Lion Selection Group
Equity returns from miners can be eye-watering, so long as you are aware of the cyclicity of the industry. Miners are now recovering from a long bust. Small cap vs large cap, and risks associated with commodity exposure.



Real Estate, Emerging Trends & Opportunities

Adrian Harrington, Folkestone
History has shown that there is a real estate cycle. How is it defined? Where are we in the cycle? What strategies work in the current phase of the cycle? How does the cycle impact on our overall investment decisions?

ALTERNATIVES



The World Economy in Transition

John Abernethy, Clime
John is renowned for his ability to describe world economic trends accurately and in simple turns.



The Biggest Risks to Your Investment Strategy

Felicity Cooper, Cooper Wealth
The unexpected is fast becoming the expected. Felicity will outline the biggest risks to your investment portfolio. With those risks in mind, we will then look at 3 risk management strategies that you can implement.



Adapting Portfolios to Changing Thematics

Karl Siegling, Cadence Capital
The continued reversal in the interest rate trend is potentially the biggest change that occurred in 2016. Karl will discuss the impact of the key investment themes on the sharemarket in 2017 and beyond.



Estate Planning While You Can

Brian Herd, CRH Law
What are the complexities and consequences for you, your family trust, superannuation, life insurance, joint assets, loans, blended family, aged care, disabled child or those promises you made to someone when you were alive, and can you prevent a challenge to your Will.



The Changing World Macro Environment

Lukasz de Pourbaix, Lonsec
Lukasz will discuss the impact that a change in global monetary policy may have on markets, the ramifications for certain sectors in the market and which sectors look expensive (or cheap) on traditional valuation metrics.



Disruptors and Disruption; Threat or Opportunity?

Nick Griffin, Munro Partners
Where are our opportunities? Which companies will benefit? What are the disruptive themes investors should be currently looking for and how do we get exposure to these themes?



Beyond the Trumification of Australian Business

Hon Wayne Swan, MP
Australia continues to be the economic envy of advanced economies across the world. There are worrying trends emerging here; technological change, demographic shifts, and rising inequality present significant challenges.



A Waste of Time

Marcus Padley, Marcus Today
This year Marcus will address a number of accepted stock market practices that waste your time and add little value.



The End of "Easy Money" - Investing in a New Cycle

Jordan Eliseo, ABC Bullion
Jordan describes the last 30 years of market returns, which he describes as the "Easy Money". Investment markets have followed the longest period of falling interest rates by trending upwards for 30 years. But what happens when the cycle turns.



The Tax Depends on Your Vehicle

Max Newnham, TaxBiz
Max will explain the tax treatment of different entities so you can work though what may be best for you.



Strategies for the \$1.6m Pension Transfer Cap

Max Newnham, TaxBiz
Your super is capped out at \$1.6M? What are the strategies? Do you consider Insurance bonds, separately managed accounts, etc.

Transition: What now for large super funds?

What does transition mean for the large super fund managers? How does a "large" super fund invest?



Compliant SMSF Strategies: Post 1 July 2017

Kasey MacFarlane, ATO
The superannuation rules changed significantly on 1st July 2017. Whilst some actions were necessary prior to that date, there are many ongoing compliance issues to be aware of and many potential strategies to be considered.

TRANSITION

2017 NATIONAL CONFERENCE

CONFERENCE PROGRAM

SUNDAY WORKSHOP

Sunday Afternoon Conference Workshop
DATE: 30 July 2017 TIME: 1.00 – 4.30pm

The Fundamentals of Investment Portfolio Construction

In this hands on workshop, you will be challenged and educated about what you need to understand and do to accomplish your financial goals.

You do not have to be a member to attend this workshop, some members may like to invite their children or grandchildren to encourage better financial literacy.

The Workshop will cover:

Entities: There are many different investment structures available to investors. Learn how these operate and decide which one is right for you.

Sectors: There are also different Sectors available to investors. Learn how some of these sectors may fit your investment strategy.

Risk Profiling: Understanding your optimal level of investment risk so you can sleep at night.

Plan: Ensure you create your plan, map your rules and use strict guidelines in managing your portfolio.

Portfolio: Ensure your portfolio adopts the golden rules of diversification, don't put your eggs in one basket, don't be highly geared, have sufficient diversification to different sectors and assets.

Profit: Ensure your portfolio produces solid and growing income and your capital continues to grow.

Registration: Members can book online.
Non Members simply call 1300 555 061

DAY 1 - SUNDAY 30TH JULY 2017

1.00 - 4.30pm	Workshop: The Fundamentals of Investment Portfolio Construction
5.00 - 6.00pm	The World Economy in Transition; John Abernethy - Clime
6.00 - 7.00pm	HAPPY HOUR

DAY 2 - MONDAY 31ST JULY 2017

8.00am	Sponsor Sessions
9.00am	Opening address; Graeme Bottrill - AIA President
9.15am	Finding Unloved Stocks; Chris Stott - Wilson Asset Management
10.15am	MORNING TEA
10.45am	Sector Investment Opportunities in 2017; David Bassanese - BetaShares Bitcoin: The New Asset Class Nathan van den Bosch - Bitcoin Trader Investment Bonds, a Super Alternative; Neil Rogan - Centuria
11.45am	Stocks for Income; John Addis - InvestSmart Tax Depends on Your Vehicle; Max Newnham - TaxBiz The Biggest Risks to Your Investment Strategy; Felicity Cooper - Cooper Wealth
12.45pm	LUNCH
1.45pm	The end of "Easy Money" Investing in a New Cycle; Jordan Eliseo - ABC Bullion Why Alternatives? Rob Shand - Blue Sky Property Syndicates: Everything Old is New Again Gary Connolly & Paul Wood - Trilogy Funds
2.45pm	Adapting Portfolios to Changing Thematics; Karl Siegling - Cadence Capital Booms and Busts; Alan Hull - Author & Educator Consumer Credit (Peer to Peer Lending); Andrew Jones - Ratesetter
3.45pm	AFTERNOON TEA
4.15pm	Contrarian Stock Picking; Angus Geddes - Fat Prophets
5.15pm	HAPPY HOUR & NEW MEMBERS' WELCOME
6.30 - 7.30pm	Monday Evening Debate (Only for those booking early) Trading v's Investing; Alan Hull & David Chia

DAY 3 - TUESDAY 1ST AUGUST 2017

8.00am	Sponsor Sessions
9.00am	Preparation for Retirement; Noel Whittaker
10.00am	MORNING TEA
10.30am	Infrastructure - Stability in an Uncertain World; Ben McVicar - Magellan Aged Care - It Just Got More Interesting; Louise Biti - Aged Care Steps An Individual Corporate Bonds Story; Graeme Bottrill - AIA Director
11.30am	Estate Planning: While You Can; Brian Herd - CRH Law Disruptors and Disruption; Threat or Opportunity? Nick Griffin - Munroe Partners Which Banks? The Banking Sector; Michael O'Neill - Investors Mutual
12.30pm	LUNCH
1.30pm	Value Investing in a Small & Mid Caps; Steve Johnson - Forager The Changing World Macro Environment; Lukasz de Pourbaix - Lonsec Investment Solutions SMSF Alternatives: Separately Managed Accounts Speaker TBA
2.30pm	Strategies for the \$1.6m Pension Transfer Cap Max Newnham - TaxBiz Transition: What now for large super funds? Speaker TBA The Hybrids Mixmaster; Philip Bayley - Australia Ratings
3.30pm	AFTERNOON TEA
4.00pm	High Conviction Stock Picking; Charlie Aitken - Aitken Investment Management
6.30pm	HAPPY HOUR
7.15pm	25th ANNIVERSARY CONFERENCE DINNER - DOORS OPEN

DAY 4 - WEDNESDAY 2ND AUGUST 2017

8.00am	Sponsor Sessions
9.00am	Beyond the Trumpification of Australian Business Hon Wayne Swan, MP
10.00am	MORNING TEA
10.30am	All Bubbles Burst; Mark Bayley - FIIG Compliant SMSF Strategies: Post 1 July 2017; Kasey MacFarlane - ATO The Recovery of Miners & The Next Mining Boom; Hedley Widdup - Lion Selection Group
11.30am	How to Use Stops to Protect Capital; Colin Nicholson - Investor & Author Consumer Staples: Tsunami of Competitors; Ishan Dan - Sornem Real Estate Emerging Trends & Opportunities; Adrian Harrington - Folkestone
12.30pm	LUNCH
1.30pm	Growing Income Trumps High Yields; Roger Montgomery - Montgomery Investment Mgmt
2.30pm	A Waste of Time Marcus Padley - Marcus Today
3.30pm	Closing Address; Graeme Bottrill - President AIA
3.45pm	HAPPY HOUR

STOCK PICKING CONTEST

INCOME

GROWTH

ALTERNATIVES

SUPERANNUATION + RETIREMENT

STRATEGIES

TRANSITION

2017 NATIONAL CONFERENCE

BOOKING INFORMATION

PRICING

Due to many requests, speaker booklets are now optional and so the pricing is a little different this year.

1. Standard registration with no printed speaker booklet. Download the papers from the website to your tablet or PC = Members \$725 Partners \$655
2. Additional cost of printed speaker booklet (if required) = \$55
3. Additional dinner tickets \$99

EARLY BOOKING REWARD

1. Only early booking delegates are eligible to attend the Monday night Trading versus Investing debate between Alan Hull and David Chia. People booking later cannot attend.
2. Early booking delegates go into the draw to win 3 nights accommodation at the Marriott during the conference
3. Early booking delegates also go into the draw to be seated at an anniversary dinner table with a high profile presenter

THERE ARE TWO WAYS OF BOOKING EARLY

1. Pay a \$100 deposit by 31st May and the balance by 7th July or
2. Pay the full amount before the 31st May.

30 JULY - 2 AUGUST 2017

BOOK NOW

AUSTRALIAN INVESTORS ASSOCIATION

Phone 1300 555 061
Fax 07 5573 7319
Address PO Box 1208
OXENFORD QLD 4210

SURFERS PARADISE MARRIOTT RESORT & SPA

158 Ferny Avenue
Surfers Paradise Queensland 4217
Phone 1800 809 090

To book the Marriott via the phone please call the Reservations Team on 07 5592 9800, and quote booking code AI1.



PERSONAL & PAYMENT DETAILS

The AIA may provide your information to AIA sponsors in order to provide you once only, with information on investment products, services, publications and various affinity benefits. However if you do not wish your personal details to be used in this way, please tick the box below. ABN75 052 411 999. CANCELLATIONS: Should you be unable to attend, a substitute delegate is always welcome to attend. Alternatively, cancellations received in writing before or on 7 July 2017 will receive a full refund less a 15% administration fee. Cancellations received after 7 July will incur a 40% admin fee.

REGISTRATION FEES

	Price	Places	Amount
AIA Member Registration - Deposit by 31 May (balance by 7 July)	\$100.00		
Partner Registration - Deposit by 31 May (balance by 7 July)	\$100.00		
AIA Member Registration - Full payment (NO SPEAKER BOOKLET)	\$725.00		
Partner Registration - Full payment (NO SPEAKER BOOKLET)	\$655.00		
Additional Cost of Printed Speaker Booklet	\$ 55.00		
Non-member Registration - includes 12 month AIA membership	\$860.00		
Optional Tuesday Conference dinner for Partners not attending conference	\$ 99.00		
Sunday Seminar Workshop (includes afternoon tea)	\$ 60.00		

How did you hear about this conference? _____

Title _____ First Name _____ Surname _____ Preferred name for badge _____

Address _____ Suburb _____ Postcode _____ State _____

Telephone: Primary _____ Mobile _____ Email _____

Partner's name _____ Special meal requirements - please specify _____

Registration amount _____ Method of payment Cheque Master Card Visa Card Number ____ / ____ / ____ / ____

Expiry date _____ Name on Card _____ Signature _____

I do not wish to have my details made available to sponsors.

Direct Credit - AIA Members Only
Bank: Bendigo Bank BSB: 633 000 A/C No: 120 632 385 Reference: Surname and Member Number