

ANNUAL GENERAL MEETING

WELCOME TO THE ASA AGM

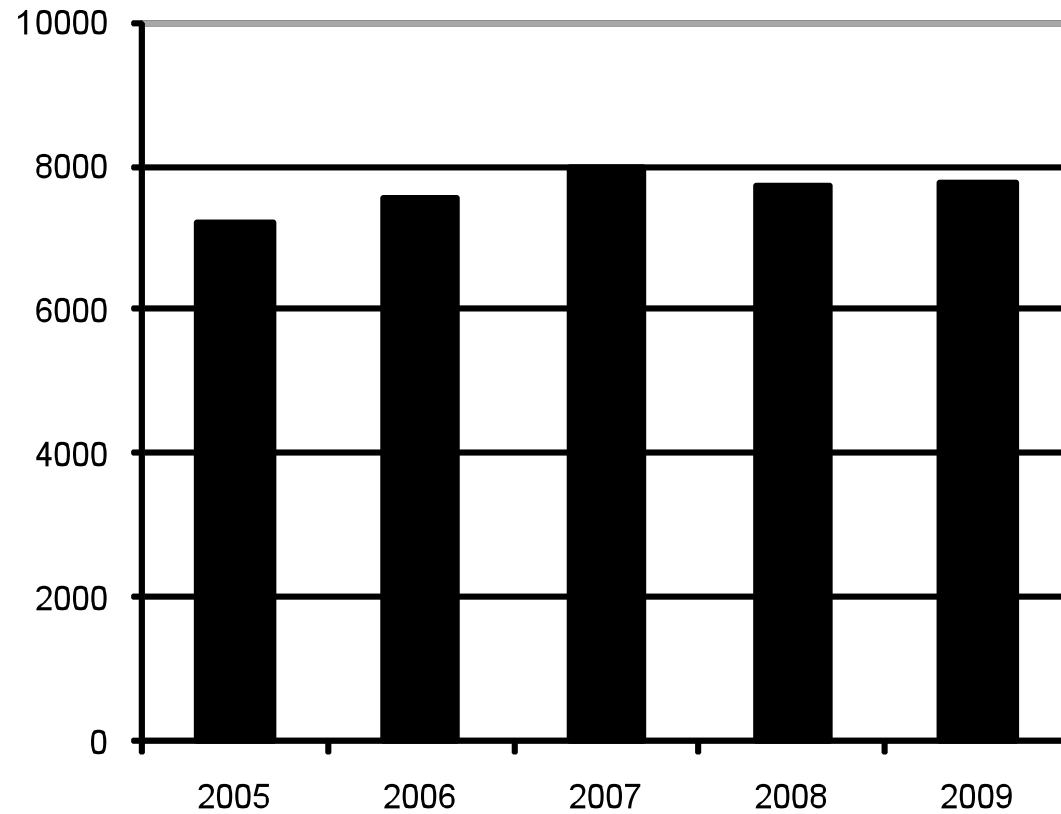
Perth, 4 May 2010



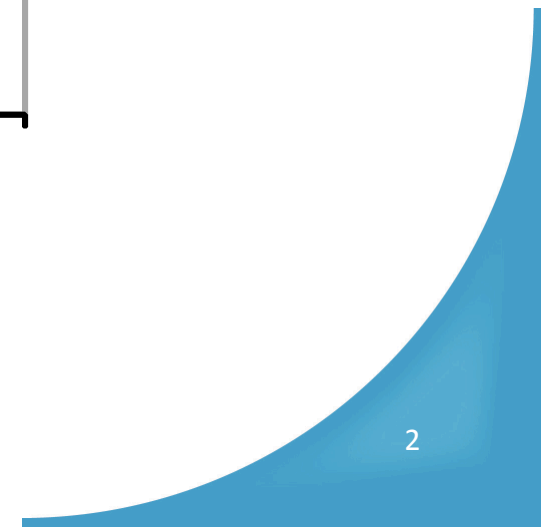
Australian
Shareholders'
Association
STANDING UP FOR SHAREHOLDERS

Membership stabilised – p3 ASA annual report

Membership: 2005 - 2009



Australian Shareholders' Association
STANDING UP FOR SHAREHOLDERS



2009 in brief

- Bonuses to executives who have slashed shareholder returns
- Shareholder dilution through inequitable capital raisings
- Prosper09 – Success despite the GFC
- Rollout of ASA new database system software and new website
- Increased company monitoring and dealt with many more shareholders upset and angry with directors and executives
- Advocating shareholder concerns and interests to government and parliamentary inquiries
- Member survey to guide ASA operations

Executive remuneration

- Bonuses to executives who have slashed shareholder returns
- CEO long term incentive plans drowning in increased fixed pay and short term incentives
- New ASA policy much tougher on aligning pay and performance and making boards accountable
- Supported by Productivity Commission recommendations and Government decisions

Equity raising

- Shareholder dilution through inequitable capital raisings
- Boards seriously disadvantaged their long-term, loyal shareholder base
- There is an equitable, practical alternative to institutional placements
- Accelerated renounceable entitlement or rights issues
 - same price, same pro-rata entitlement

Prosper09

- Attracted over 300 delegates
- Average overall value rating of the conference 4.6 out of a possible 5
- Most highly rated speakers
 - Peter Thornhill, Motivated Money
 - David Gonski, Chairman ASX, Coca Cola Amatil
 - Steve Keen, Assoc Prof University Western Sydney
- Financial success despite the GFC

5 year summary – p2 extract ASA Annual Report

	2009	2008	2007	2006	2005
Revenue	\$1,145,300	\$935,199	\$1,179,595	\$807,688	\$1,014,501
% increase over prior non-conference year	22%		46%		
Expenditure	\$1,138,553	\$945,955	\$1,125,425	\$830,619	\$911,144
% increase over prior non-conference year	20%		35%		



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ASA website and database

- Rollout of ASA new database system software and new website
- Instituted effective feedback mechanism between from members and others using the website
- Streamlined national office automating many manual processes increasing productivity
- Enabled online registration and payment for all ASA events



Company monitoring outcomes and the GFC

- To lynch or not to lynch boards and managers
- Proxy votes doubled to over \$4 billion
- ASA held proxy votes equivalent to many companies' top 10 or 15 shareholders
- Shareholders message to directors
 - Ignore or really anger us and your jobs will be on the line

ASA proxies: Shareholders' messages to directors

ASX code	Position in Top 20	Top 20 shareholder relationship
LEI	9 th	above ANZ
WOW	9 th	above RBC Dexia
CBA	10 th	above AFIC
WES	10 th	above AFIC
BHP	11 th	above AFIC
NAB	11 th	above Citicorp
WBC	11 th	below AFIC
ANZ	13 th	above Citicorp
SUN	17 th	above Argo
TLS	19 th	above TLS Growthshare (LTIP trust)



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Member survey to guide ASA operations

- The vast majority of ASA members give excellent marks for their satisfaction with ASA
- Two-thirds of ASA members want to analyse companies
- Monitoring and advocacy roles are very or extremely important to members
- Dividends and financial performance rank in front of everything else
- ASA should blow its own trumpet more loudly and more often

The year ahead

- Strategic review
- New education and training opportunities
- New ways to get on the radar of potential new members
- 4th biennial national conference to be held in Melbourne 3-6 April 2011
- Further website developments

Informing investors – Introducing the ASA

BE AN INFORMED INVESTOR

sign up for our free e-newsletter ShareMail

Sign up for the ASA's free monthly e-newsletter ShareMail to receive ASA and company news, investment articles, events and special offers as well as a complimentary online copy of the ASA's monthly membership magazine, Equity.

Call: 1300 368 448 (quote "VIP offer")
Email: sharemail@asa.asn.au (quote "VIP offer")
Complete this form and return to:
ASA, PO Box 519, Chatswood NSW 2057

Name: _____
Email address: _____
Phone number: _____
State: _____

Please send me an information pack by:
 Email Post None
Postal address: _____

YOUR PRIVACY IS PROTECTED
The Australian Shareholders' Association (ASA) respects your privacy. We, like The Price Rights Limited (PRL) has sent this notice on the ASA's behalf. The ASA has not been provided with your personal information and will not contact you again unless you choose to opt in to receive future communications by completing the "ShareMail" form above or if you contact the ASA directly to sign up for ShareMail.

invest in knowledge

ASA MEMBERS ARE INVITED TO:

Be educated
Learn more about investing in shares and company analysis at ASA investor education seminars.

ASX / ASA Investor Hours
Visit monthly presentations by leading industry experts in your capital city for free investment analysis and market updates.

Better Investing groups
Share your insights, improve your analysis of companies and learn from others.

Meetings, social functions and site visits
Access investor networking opportunities, information and events around Australia.

ASA national conference
Attend this three-day event designed to inform you of the state of the market and how to make the most of the opportunities.

Receive information and assistance
Call our hotline for general information and assistance on companies and proxy voting.

***THE ASA CANNOT PROVIDE FINANCIAL, TAXATION OR LEGAL ADVICE**

ASA MEMBERS RECEIVE:

- Monthly members' magazine, Equity
- Full access to the ASA website at www.asa.asn.au
- Regular e-newsletters and forthcoming events notices
- Special offers and discounts from selected product and service providers

Hein Dent
Hein Dent, Chair, Australia Shareholders' Association



Serious about your share portfolio growth?
We are...



ASA
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STANDING UP FOR SHAREHOLDERS

there is strength in numbers

Did you know that there is an independent Australia-wide organisation that stands up for your rights as a shareholder?

The Australian Shareholders' Association aims to:

- Empower small shareholders to influence companies' boards – by pooling retail shareholders' votes
- Pressure companies into acting in the interests of all shareholders, not just the big institutions
- Lobby government for better protections for small shareholders
- Help shareholders to identify unscrupulous companies and operators in the sharemarket
- Assist shareholders to help themselves to become wiser investors

HOW THE ASA ACHIEVES THIS:

- Monitoring over 200 of the top ASX listed companies
- Engaging with listed companies
- Advocating for shareholders in industry consultations
- Educating and informing shareholders
- Standing up for shareholder rights

WHAT THE ASA CAN HELP YOU:

Strength in numbers
The actions of the ASA give shareholders more influence.

Companies Listen
This influence means companies listen to the views of our members.

Just a sound
We want what you want – competitive working hard to build owners' wealth, manage risks and produce long-term earnings.

Raise the bar
You can benefit from the ASA's efforts to improve corporate behaviour, reduce conflicts of interest and highlight underperformers.

You have a representative
The ASA is heard by government, regulators and industry.

WHAT THE ASA FOCUSES ON:

- Company financial performance
- Corporate governance
- Continuous disclosure
- Excessive executive pay
- Board independence
- Equitable treatment of retail shareholders
- Risk management
- Honest, open and clear company reporting
- Dividend policy
- Conflicts of interest
- Capital management

CONTACT THE ASA
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Web www.asa.asn.au

Did you know that all shareholders can nominate the Australian Shareholders' Association as their proxy? Call 1300 368 448 to find out how to make your vote count today!



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Company monitoring

- More companies monitored and better national and state-based training
- Focus on
 - Performance
 - Remuneration
 - Capital management
 - Reporting to shareholders
 - Board composition

Changes in Equity – p9 ASA annual report

	Retained Earnings
	\$
Balance at 1 January 2008	265,946
Profit attributable to the entity	(10,756)
Balance at 31 December 2008	255,190
Profit attributable to the entity	6,747
Balance at 31 December 2009	261,937



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Proxy votes – Helen Dent

Proxy votes	Number
For	954
Against	5
Abstain	2
Undirected	511
Total	1472



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Proxy votes – Tom Herzfeld

Proxy votes	Number
For	929
Against	12
Abstain	9
Undirected	522
Total	1472



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Proxy votes – Doug Armati

Proxy votes	Number
For	940
Against	3
Abstain	7
Undirected	522
Total	1472



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