MINUTES OF BOARD MEETING OF INVESTMENT ANALYSTS SOCIETY HELD ON TUESDAY 30 OCTOBER 2018 at JCC 12.30

PRESENT

ARTHUR THOMPSON (ADT)
GARRETH ELSTON (GE)
CHRIS GILMOUR (CG)
PETER DU TOIT (PDT)

APOLOGIES

MIKE BROWN (MB)
MARK INGHAM (MI)
PHUMZO KHONZEKA (PK)
JACQUES THERON (JT)
LUNGILE MALINGA (LM)

1 PREAMBLE

Andrew Ludwig of Black Onyx presented on his company – a video had been sent to all board members to view – which could assist with CPD points. This proved to be an interesting opportunity with no charge to IAS. Members could view many educational tools for free but would be charged (negotiable) R499 pa to upload credits. The sticking point could be firstly registration at events and secondly IAS presentations being approved for CPD. Andrew also suggested we work with Institute of Bankers and could put us in touch if required. It was agreed to discuss this further once we knew where we stood regarding results invitations

1.1 **WELCOME & MINUTES & BOARD**

CG welcomed those present. The minutes of the previous meeting were confirmed. CG stated that with only four members attending there was a quorum but wished to place on record that he felt this was a pathetic turnout. This is the second time within 2 months that only 4 members attended and he thought discussion needed to take place as to how this could be remedied. It was noted that GE, although based in CT, had ensured that he attended all meetings.

Arthur Thompson advised the board that due to illness it would be necessary for him to resign from the Board. He was embarking on rigorous medical treatment which would take several weeks and recovery time could be some time. The meeting extended heartfelt good wishes to Arthur but refused to accept his resignation and would be happy for him to return to board when he felt well enough to do so. If at times he felt up to attending ad hoc meetings that was still acceptable. This was agreed.

The board wished him a speedy recovery

Regarding DY – discussion had taken place with CG and she understood that non-attendance meant that she could no longer be a board member which she understood. CG and AMW had chatted informally and felt that DY was enthusiastic and supportive of the society and it was felt that if she could undertake to attend say 50 per cent of meetings, the board could reconsider this situation. CG to chat further with her.

The previous meeting minutes were confirmed.

1.2 **FINANCIALS -**

IASSA NPC
FINANCIAL REPORT
YTD to September 2018 (9 months)

STATEMENT OF COMPREHENSIVE INCOME

OVERALL RESULT
The reported surplus for the 9^{th} month ending 30 September 2018 amounted to R315 842 versus a budgeted amount of R424 616.

INCOME
Total income for the year amounted to R1 780 706 relative to the budgeted income of R1 736 287. Subscriptions renewals received for the year amounts to R1 008 101, relative to the budgeted amount of R1 075 000. A total of 1 221 members renewed their subscription out of a budgeted total of 1 251 for the year.

Net presentation revenue for the year amounts to R533 356 relative to the budgeted revenue amount of R448 819. Interest received to date amounts to R65 467 relative to the budgeted amount of R81 000.

EXPENSES
Total expenses for the year amounted to R1 464 864 relative to the budgeted expenditure for the year of R1 311 671 which is mainly due to staff employment costs and the fixed costs are 61% and variable costs being 39%.
The Journal's net expenses amounted to R50 012 at the end of September relative to budgeted income revenue of R13 838.

STATEMENT OF FINANCIAL POSITION AND CASH FLOW
Cash at bank of R1 101 208 as at the end of September 2018 includes the Investec and First National Bank Money market investment at R893 937 and R206 033.

Our Satrix 40 investment at the end of September amounts to R2 702 818 relative to R2 058 320 invested to date.
The ratio of cash/money market investments to Satrix equity investments stood at 26.8% to 73.2% of total assets.

GENERAL
The **Subscription renewal fee for 2018 was** fixed at R980 (incl VAT) which represents an 8,9% increase.
The **subscription** renewal fee will increase due to the recent increase in **Vat effective as at 1st of April 2018 from 14% to 15%.**

Overall the IASSA NPC's financial position is still sound but we really need to manage costs.

Phumzo Khonzeka 28th
October 2018.

PK to provide the schedule of fixed overheads requested

AMW had advised that some presentation funding had been received and that so far it had not been necessary to sell Satrix and hopefully this could be avoided prior to the withdrawal being received from Investec mid-November

Discussion took place regarding the costing of the Journal and AMW advised that Wits had been invoiced R159 600 for 2019 which was two thirds of the secretarial annual costs. (L du Plooy)

2.0 PRESENTATIONS

A list provided below, and introductions arranged

2.1 – MEMBERSHIP

GE advised that 4 new members were suitable and accepted.
AMW advised that Subs invoices (2019: R1040 inc vat) would go out in the next week but so far – when checking with companies on existing members – 36 had left their companies and would be removed from database. Once subs were concluded a survey/notice could be sent to members as discussed at earlier meetings

2.2 GENERAL

JOURNAL

GE stated, and the meeting concurred, that the Journal was mainly academic and felt that a percentage of articles accepted should be more suitable for members. CG further suggested that perhaps a webcast of a relevant article could be made available to members. This to be discussed with editors at the next meeting. GE felt that the Journal could possibly be a CPD tool and prove useful in this regard.

The contract with T&F to expire end 2019 (with one-year's notice). MB had advised that this might need some tweaking but felt we should continue for the following 3 years. A meeting to be set up with MI/MB and editors to report back to next meeting.

STRATEGIC DIRECTION

ADT had prepared a report and circulated to all – would resend CG felt it was important to hold a **Strategy meeting** in 2019 and this was scheduled for the 26 February meeting 12.30 to 3.30 – the attendees would be asked to submit thoughts and ideas prior to the Strategy meeting
AMW to confirm with all

Webcast/Podcast/App /online initiatives

1) ADT, LM and PK formed a Sub-Committee and ADT had set up a meeting with Leapfrog - unfortunately LM had found it necessary to cancel her attendance but CG, PK and ADT attended. ADT mentioned that is a non-executive director and has a financial interest in Leapfrog and would have excused himself at some point from further involvement. ADT to obtain report/feedback and pass on to the sub committee.

2) MB had been in touch with the regulators (FSCA) regarding CPD accreditation where he was informed that the Society would have to register with SAQA. He felt collaboration with Johannesburg School of Finance may be a viable option and was in further discussion with JSF. Feedback was awaited, and MB would submit to the board.

EDUCATION

AMW stated that if we were to further focus on Education perhaps the opportunity with Daniel Silke could be revisited in the new year after last meeting's decision not to spend the funds

NEXT MEETING

Next meeting scheduled for 27 November 2018 at 12h00 CCJ following by lunch and Journal editors would be invited.
AMW had circulated a list of meetings for 2019 and board to comment if any issues.
CG felt it was important to hold a Strategy meeting in 2019 and this was scheduled for the 26 February meeting 12.30 to 3.30 – AMW to confirm with all

Tuesday	12h00 13h00	27th November 2018 Xmas Lunch	Billiard Room Under The Oaks

MEMBERS: OCTOBER 2018

31 10 18	CARTRACK		JHB	11h00	**CG**
01 11 18	AFRIMAT		JHB	12H00	
05 11 18	AFRIMAT		CT	12H00	
05 11 18	REDEFINE		JHB	13H00	
08 11 18	TFG		CT	17H00	
13 11 18	TONGAAT		JHB	11h30	**PDT**
13 11 18	AEEI		CT	10H30	
14 11 18	TONGAAT		CT	11h30	
14 11 18	SPAR		JHB	12h00	
14 11 18	CAPITAL APPRECIATION		JHB	09h00	MI CG?
15 11 18	INVESTEC		JHB	10H00	
15 11 18	CAPTIAL APPRECIATION		CT	12H30	
19 11 18	TONGAAT		DBN	08H30	
19 11 18	ASTRAL	OWN	JHB	08H00	
20 11 18	STOR-AGE		JHB	11H00	
21 11 18	STOR-AGE		CT	10H00	
22 11 18	MR PRICE		CT	08h30	
26 11 18	BALWIN		JHB		
28 11 18	BALWIN		CT		
28 11 18	ETION		JHB		
29 11 18	ETION		CT		

SURNAME	INITIAL	COMPANY DETAILS	CODE
Joubert	Mrs C	Sanlam Investments	CRED
Kershaw	Mrs J	Sanlam Investments	CRED
Mwelase	Mr N	Mianzo Asset Managers	ANA
Thulsie	Ms N	Sanlam Investments	CRED
		TOTAL: 4	

ACA	Academic	
AM	Asset Management	
ANA	Analyst	1
ANO	Teaching/Audit	
BNK	General Banking	
CF	Corporate Finance	
CRED	Credit Analyst	3
FD	Finance /Manager/Director	
IR	Investor Relations	
JOUR	Journalist	
PC	Priv, Clients/Priv Banking	
PE	Private Equity	
SB	Stock Broking	
R	Retired	
TAX	Tax	
TR	Treasury	
	Reinstated	

Signed off G E ELSTON

Confirmed…………………………date…………