

MINUTES OF THE BOARD MEETING OF INVESTMENT ANALYSTS SOCIETY HELD ON
TUESDAY 21 SEPTEMBER 2021 VIA TEAMS AT 12H30

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| PRESENT | MIKE BROWN (MB) ARTHUR THOMPSON (ADT) MARK INGHAM (MI) MARK HODGSON (MH) KEITH MCLACHLAN (KM) INGRID GOODSPEED (IG) NOMTHA NGUMBELA (NN) |
| APOLOGIES | EBEN MARE (EM) |

1. WELCOME

MB welcomed those present. The minutes of the August meeting were confirmed

2. FINANCIALS

MH noted the awards had cost R64k including R25k Journal prize and that with extra costs to be incurred by employing new CEO, as well as upcoming Journal and Portal costs etc it was difficult, from his point of view, to project a budget going forward. The society is in a precarious situation and cannot discount the risks. The investment side however is looking more stable

MI referred to 2019 where income was R2m whereas we are currently looking at a significant loss. We have haemorrhaged cash in the amount of R1m and it is not surprising we are budgeting a loss for this year. He agrees MH'S comments that there are significant costs being incurred and to reach the targets envisaged would be need a massive effort.

MB stated that we should differentiate between capital expenditure including portal of around R220k and CEO's salary as well as agency fee which MB advised would be 20 pc of annual salary. The incentive is ring fenced at above 80 presentations and 800 members - beyond this would increment would be paid over time. This would not be based on 2019 figures but it is expected that the growth would be a further 10 presentations a month with around 150 in a year. This provides a target to say 250 in 2 years. MH stated that we would do well to get 150 in present conditions.

ADT stated that if discussions proved fruitful we could see the journal disappearing from the expenses.

MB agreed that upcoming discussions with T&F would be interesting and he felt that what would be most beneficial is to sell say 50 per cent to T&F who would also pick up the expenses.

KM stated that there is now doubt the Society is in a precarious position and to remain an ongoing concern the portal needs to work and that the CEO would be the champion to bring in new presentations and members and therefore incentives were needed.

MI noted that presentation income – less emailing costs – was in the region of R6280 inc vat and MB advised that the portal would do away with emailing costs

MEMBERSHIP

The membership was currently 777

No new member applications had been received

It was agreed to retain the 2022 subs at R1100 inc vat and MB suggested when sending out invoices that reference to portal offering be included. AMW to liaise with MB

3. PRESENTATIONS

A list provided below

The current presentation billing would remain at R8625 inc vat

4. GENERAL

JOURNAL

MI had arranged with Eleanor Reinders of T&F to meet with the board at the board meeting 26 October meeting and she is free from 12h30 to 14h30. It was agreed to invite her to join our meeting at 13h00 however MB suggested we have a short board meeting a week or so prior to discuss our strategy so that we would speak with one voice. AMW to liaise with MI and the board on setting up this meeting.

MI had asked her for the latest statistics and we would also discuss the upcoming contract renewal to 2022

ADT stated that the Journal was recognised internationally and this should not be underplayed. However MB stated that it was in fact of little value to members although extremely beneficial to Academia.

IG asked whether T&F would not consider picking up expenses, ie editors, secretarial and MI stated that T&F had all in place to run this in house. He had chatted to Editor Christo Auret and told him that we were looking at options and succession. He emphasised this should be handled with care. MB replied to a question from IG that he imagined that the editors would remain in place and report to MI, representing IAS.

MASTERCLASS

AMW had liaised with SAMREC and Masterclass was scheduled for 7 October via zoom. Bruce Williamson would introduce and Mike Brown moderate. 24 attendees so far.

MB asked if this could be recorded and AMW replied that Samrec did not foresee a problem but would confirm

KM asked whether we had recordings of previous Masterclasses and AMW to check with

Corpcam – he felt this would be useful for the portal

PORTAL

MB advised that the sub committee had met virtually several times, including AMW and thanked her for her input. The new CEO would participate in future meetings.

We were completing the first phase and would shortly have something to take to the market.

MH asked whether package or individual pricing had been set and MB stated that we were looking at R25k for 2 presentations a year with some additions such as chat forums etc and R7500 for single presentations – however this had not been finalised

We would have a Heads of Agreement by the end of the month or 1 November and we would need to sign an SMA – this would be circulated to board prior to signature. Agreements would be signed by CEO as portal champion and signed off by one board member

MH asked what the development costs would be and when due. MB stated this would be in the region of R220 000 and would be paid quarterly and was hoping to commence this next year.

He had hopes that Profile would share some of the CEO expenditure, but ADT stated that this was a partnership with Profile and the CEO expenses would be for IAS account. KM stated that the CEO terms to be detailed and finalised

MH stated that he felt the invoicing would be complex which would be a headache for new CEO to work out.

AMW REPLACEMENT

In answer to a request by MI as to who was the new CEO MB confirmed that the new CEO was Jamie Yaldwyn. A standard contract had been put in place and he would commence 1 October 2021. AMW, in response to MB, advised that suitable office space was available for JY and she asked for confirmation of his salary of R937 000 so that auditors could deduct PAYE etc and that the contract would be required to be placed on the board section of the IAS Site. However, KM suggested that as a contractor the tax would be a flat rate of 25% with a tax directive from SARS. AMW to check with auditors.

MB confirmed no medical or pension was offered nor participation in the ETFSA staff investment. To clarify when AMW leaves on 31 December and her portion paid out – the balance would belong to Zia.

AMW advised that the bank account access would be changed but resolutions from IAS and FNB would need to be signed by all before this could be done.

CFA

MB advised that Jennifer Henry had taken over as new president. MB as well as AMW had written to her and she replied that she envisaged working with IAS. AMW advised that Jenny proposed setting up a meeting during November and MB suggested that due to AMW’s relationship as former executive officer with CFA that she be involved. We had seen no co-operation since AMW resigned from CFA over four years ago and ceased to share offices but with new board in place it was hoped this would resume.

JSE

KM asked whether it would not be useful to engage with JSE once more on the portal and MB advised that Profile had an excellent working relationship with JSE and they had agreed to discuss further with JSE

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| Tuesday | 12h30 | 26 ^h October 2021 (formerly 19) | Teams | |
| Tuesday | 12h30 | 23 rd November 2021 | Teams | |

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|---|----------------------|---|----------|-------------|---|
| Public Holidays: | | | | | |
| 21 st March – Human Rights Day | | 16 th June – Youth Day (Sunday) | | | |
| 22 nd March – Public Holiday | | 9 th August – Women’s Day | | | |
| 28 th March - 5 th April – Pesach | | 7 th – 8 th Sep – Rosh Hashanah | | | |
| 2 nd April – Good Friday | | 24 th September – Heritage Day | | | |
| 5 th April – Easter Monday (Family day) | | 16 th September – Yom Kippur | | | |
| 13 th April - Ramadan | | | | | |
| 27 th April - Freedom day | | | | | |
| 1 st May - Workers Day | | | | | |
| 02 09 21 | DISCOVERY | | WEBCA ST | 10H00 | 0 |
| 02 09 21 | MURRAY & ROBERTS | | WEBCA ST | 12H00 | 0 |
| 06 09 21 | RCL FOODS | | WEBCA ST | 10H00 | 0 |
| 07 09 21 | IMPERIAL | | WEBCA ST | 10H00 | 0 |
| 08 09 21 | LIBSTAR | | WEBCA ST | 09H45-11H30 | 0 |
| 09 09 21 | SANLAM | | WEBCA ST | 09H00 | 0 |
| 14 09 21 | ARC | | WEBCA ST | 10H00 | |
| 15 09 21 | AFROCENTRIC | | WEBCA ST | 10H00 | 1 |
| 16 09 21 | GROWTHPOINT | | WEBCA ST | 11H00 | 1 |
| 23 09 21 | INVESTEC | | WEBCA ST | 10H00 | 0 |
| 28 09 21 | ALVIVA | | WEBCA ST | 10H00 | |
| 29 09 21 | ADAPT IT | | WEBCA ST | 10H00 | 0 |
| 30 09 21 | ASCENDIS | | WEBCA ST | 10h00 | 0 |
| 07 10 21 | MASTERCLASS - SAMREC | | WEBCA ST | 17H00 | 1 |
| 18 10 21 | CALGRO M3 | | WEBCA ST | 11H00 | 1 |