



Investment & Financial Services Association Limited  
Tenth Annual General Meeting  
held at IFSA offices, Level 24, 44 Market Street, Sydney,  
on Monday 15 October 2007, commencing at 5pm.

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### CHAIR ADDRESS

given by Mr Craig Dunn,  
Managing Director – AMP Financial Services, AMP Limited Group,  
IFSA Chair.

#### *Quote:*

I would now like to make some brief comments on the achievement of IFSA over the past year:

And I want to begin by just saying my time as Chairman of IFSA over the past two years has been extremely rewarding and enjoyable.

Looking back at our milestones and achievements, it is clear that IFSA is an organisation fully engaged with its membership, Australia's elected representatives and its regulators.

- I encourage you to look at our impressive list of achievements during 2007, which are set out in the Annual Report.
- It's been a great year for the markets and it's been a great year for outcomes in Canberra.
- Australia's managed investment pool now exceeds one trillion dollars and has been further cemented as the 4<sup>th</sup> largest funds



management market in the world and as the pre-eminent regional hub in this part of the world.

- More will have to be done, however, on the international tax front and on increasing our efforts to export services internationally, if we are to retain this global ranking.
- We had a very successful annual Breakthrough Conference with some outstanding speakers and record attendances by delegates and the trade, business and mainstream media.
- Our profile as an organisation is healthy and prominent:
  - both with key opinion leaders, throughout the media and with the country's elected representatives.
- Indeed, IFSA is known and respected by MP's from all sides of politics and the bureaucracy as highly credible and effective lobbyists and advocates for our industry.

Three new Board committees were established in the past year in response to member demand:

- The Standards Oversight and Disciplinary Board Committee
- The Global Markets Board Committee
- And the Financial Advisory Network Board Committee.

IFSA is also in very good financial shape.

- We have reserves well in excess of \$4 million. And for the year ended 30 June 2007 we enjoyed a healthy operating surplus (mainly due to the 2006 Conference profit). And with these points in mind, the Board chose to freeze 2007-08 fee structures at 2006 levels.



- We now have 143 members, compared with fewer than 95 when we established IFSA.
- The staff of the Secretariat has now grown to 20. Of course, housing our new people effectively has become a priority - as has ensuring that we have the capacity to stage our own in-house functions, key issue presentations and other forums.
- To this end, we will begin an expansion and refurbishment of the Secretariat office on level 24, beginning in coming weeks.
- Once complete, members and staff will have enhanced facilities in which to meet and work, and to facilitate the ongoing growth of IFSA.

Some other highlights of 2007 include:

- The improved superannuation arrangements which are now in place, and of course, we saw record flows into superannuation during the second quarter of 2007.
- The retirement savings system has been strengthened by further incentives and reductions in taxation – that will encourage additional contributions into super.
- The underinsurance issue has received tremendous media coverage and continues to elicit a lot of interest and inquiries from the media, following from the work done by IFSA in this area.
- IFSA has introduced more rigor and discipline into our standard setting and monitoring processes and procedures.



- We have seen the release of the National Savings Report by Allen Consulting and Dr Vince Fitzgerald - only the 2<sup>nd</sup> since 1993.
- We have made considerable progress in the industry advocacy in the areas of product rationalisation and the need for an international competitive tax regime for funds management.
- And the 21<sup>st</sup> Meeting of the International Investment Funds Association is to be hosted by IFSA in Sydney and Cairns, in just a couple of weeks time.

In the year ahead the Board's focus will be on:

- Continued activity in the area of global markets to grow the business of our industry in the Asian time zone
- Further work on IFSA Standards and Guidelines and ensuring member compliance
- The Effective Disclosure Project, which was discussed earlier this year at our Annual Conference
- A continuation of our work in highlighting the underinsurance problem in this country
- IFSA's response to the anticipated release of product rationalisation draft legislation
- Further work to build consumer confidence and boost financial literacy across our community
- Securing better legislative outcomes for both industry and consumers, while continuing to strengthen our contacts in Canberra, particularly if there is a change of government



- And finally, the Board has just completed a governance review and is in the process of implementing the recommended changes.

In closing, I want to take the opportunity to pass on a few well deserved thank-you's

- Thanks to Richard Gilbert, our CEO and his Deputy, John O'Shaughnessy, for their tireless efforts during 2007, both in Australia and as ambassadors for our industry overseas. Richard is now the chair of the International Investment Funds Association (IIFA) and is also the chair of the Finance Industry Council of Australia (FICA).

- Thanks also to the talented and dedicated staff here at the IFSA Secretariat.

There are now 20 of them, a small number, but I'm sure you will agree that together, they enable us to punch well above our weight and to deliver outstanding value - both for your membership dollar and to the investors whom we all ultimately serve.

- And finally, I especially want thank the IFSA Board and my two able deputies David Deverall and Jeremy Duffield.
- Our success as an industry, has in large part been due to the fact that we as competing players have seen value in coming together behind the IFSA banner and moving forward as one, on key public policy and industry issues.

I thank you all for marshalling behind the IFSA brand and for being passionate and committed members of IFSA.



And finally, I would like to advise that this will be the last AGM which I will be chairing, as I will not be seeking appointment to this position for the next year. I have very much enjoyed leading the IFSA Board: it has been a great honour.

This enjoyment has only been possible because of the contributions of everyone at this meeting today and I thank you all.

To my successor, who will be elected at the Board Meeting to be convened following this AGM, I wish you every success...and guarantee that you will have my ongoing support as a member of the IFSA Board.

Thank you ladies and gentlemen.

*Unquote.*

End of Chair Address.