

Associated Advisory Practices (No 2)

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□ 82 AFSL Licensees

State	Number of AFSL licensees AAP (No 2)
Victoria	25
New South Wales	24
Queensland	11
South Australia	10
Western Australia	12

Financials @ 30 June 2011

- **AAP (No 2) FUM**

- \$948,335,986

- **Gross Revenue**

- \$1,860,569

- **Net Profit after Tax**

- \$694,086

Financial Year 10/11

- AAP (No 2)
 - 7.7c per share on 17.12.2010
 - 7c per share on 18.02.2011
 - 2c per share on 24.06.2011

Future of Financial Advice reforms

- Discussions with Treasury
- Meeting held with Senator Mathias Cormann
- Submissions by AAP on FoFA Tranche 1 and Tranche 2
- Submission to PJC
- Encouraged members and provided assistance to lobby the 'Independents'
- Held dealer principal luncheons/information sessions on FoFA in all states

Services most utilized

- Professional Standards
 - Compliance sessions
 - Responsible Manager Training
- Education and Training
 - PD Days
 - Fee for Service
- PDM Support
- Successful AAP Conference held in May 2011

Need to be prepared if there are substantial changes to the industry as a result of these Inquiries

- What will these changes mean to boutique licensees
- Keep members informed as to change in the industry so that we are moving along together
- Developing strategies for continued success of AAP in the wake of any major changes, e.g. introduction of proprietary products

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Annual General Meeting

Results

Associated
Advisory
Practices

	For	Against	Abstain	Discretion
1. Re-election of Barry Smith	4,076,705	0	0	0
2. Re-election of Grahame Evans	4,067,405	9,300	0	0
3. Election of Tony Robinson	4,039,197	37,508	0	0
4. Director Remuneration	4,076,705	0	0	0