

# ANOTHER STRONG FINANCIAL RESULT FOR THE AAAA

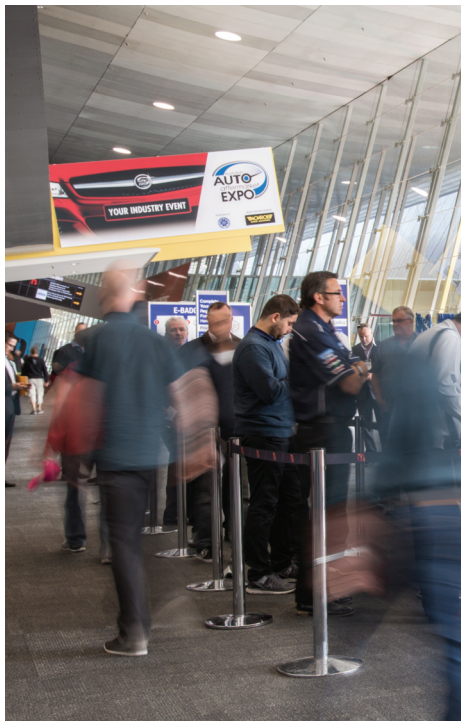
At the Annual General Meeting to be held in Melbourne on 19th October, the AAAA will report a profit before tax of \$1,514,193 for the 2014/15 financial year. This compares favorably with the budgeted profit of \$1,073,000. The after tax result was a profit of \$1,362,726 compared with a loss last year of \$350,612

It is traditional and important to look at the operating results over a two-year cycle because of the significant effect of the Trade Shows, which occur every second year. Trade Show revenue is critical to support the operations of the Association in providing on-going services to members. Based on this approach, the overall profit after tax from all activities for 2013/14 and 2014/15 was \$1,012,114. This compares with the results for the two years 2011/12 and 2012/13, which had a combined profit of \$905,780.

Membership at the end of June 2015 totalled 1872 companies (an increase of 151 from the same time last year), and membership income for the year was \$650k – an increase of \$60k over the previous year.

This continuous growth in membership is pleasing because it demonstrates again the ‘value adding’ that membership of the Association brings to both existing and new members.

The Australian Automotive Aftermarket Magazine had another record year generating total revenue of \$1 million. The on-going success of the magazine supports the standing of the Association, and we should congratulate



Cameron McLachlan and publishing team on another excellent year.

Total expenditure for the year was \$5,305,004 which was under budget by around \$141k. The Association remains strongly cash-positive, and total equity increased over the last two-year period by more than \$1 million.

The cash balance at the end of the year was \$4 million – an increase of \$475,000 over the last 12 months. Maintaining appropriate reserves is of course important for the Association when considering the financial disparity between trade show and non-trade show years.

The 2014/15 year was another strong financial year for the Association. It is clear that the profile of the industry is changing, and having a strong financial base will be important for the challenges still to come, and to support the political, and member-based activities which are vital to the on-going growth and sustainability of the industry.

A full copy of the concise financial report and AGM invitation was mailed to all financial members of the AAAA at the end of September and the Association is looking forward to a big turnout of members at the AGM dinner, which will feature guest speaker, Rex Hunt.

## The winds of change sweep through Canberra again

The appointment of Malcom Turnbull in September as Australia’s fifth prime minister in as many years continues the most unstable period in Australian political history.

This leadership change also resulted in widespread changes to ministerial personnel and responsibilities. The most significant of these changes, from an aftermarket industry perspective, was the surprise decision to replace Bruce Billson as Minister for Small Business.

The AAAA would like to take this opportunity to thank former Minister Bilson for his leadership in securing the voluntary industry agreement on vehicle data sharing in December last year as well as his passionate advocacy for small business, which is the engine room of the Australian economy, during his time in the role.

The Association very much looks forward to working closely with his successor The Hon Kelly O’Dwyer MP, who takes on the role of Assistant Treasurer and Minister for Small Business in the new Cabinet.



The AAAA also congratulates The Hon Christopher Pyne MP on his appointment as Minister for Industry, Innovation and Science and looks forward to working with him at this critical time for the future of automotive manufacturing in Australia.

The AAAA will continue advocating for government policy that supports the growth of innovative Australian made automotive parts and accessories. Australian aftermarket manufacturers have built a strong reputation for high quality performance, racing and 4WD equipment. These and other Australian aftermarket products are generating over \$5 billion of sales each year, including \$800 million in exports.

The AAAA will continue to present its case to Government to maintain a sustainable auto parts manufacturing and design sector in Australia and it is confident it will gain recognition and support for the sector that is based on a sound economic and social rationale.

**BOB PATTISON**  
President

**STUART CHARITY**  
Executive Director