

German Australian Business Council e.V.

Annual General Meeting

April 23rd, 2020

German Australian
Business Council



TOPIC 1

Welcome and Confirmation of Agenda

- TOPIC 1:** Welcome and Confirmation of Agenda (*2 Min*)
- TOPIC 2:** Report by Chair (*8 Min*)
- TOPIC 3:** Treasurer's Report (*7 Min*)
- TOPIC 4:** Discussion (*8 Min*)
- TOPIC 5:** Release of Board from Liability (*3 Min*)
- TOPIC 6:** Presentation of new structuring of membership fees proposed by the Board and discussion (*15 Min*)
- TOPIC 7:** Resolution on the new structuring of membership fees (*3 Min*)
- TOPIC 8:** Election of new Board Members (*10 Min*)
- TOPIC 9:** Any Other Business (*4 Min*)

TOPIC 2

Report by Chair

TOPIC 2 – Report by Chair

Review and Outlook

- 1. General**
- 2. Events**
- 3. Membership**
- 4. Policy and Government Relations**
- 5. International Community**
- 6. Outlook**

TOPIC 2 – Report by Chair

1. General – Overview of 2019

- Raising the profile

- 2018: many challenges
- 2019: overcoming the challenges and increasing profile

Notable highlights:

- Ambassador's Dinner with Finance Minister Sen. Mathias Cormann
- ABIE presidency
- Continuous great relationship with Austrade despite several changes in postings

TOPIC 2 – Report by Chair

2. Events 2019

In total 18 events under (co-) responsibility of German Australian Business Council

Highlights 2019

- Australia Day Event, with Jason Collins, Frankfurt
- FTA Briefing at Embassy (Justin Brown)
- Farewell Richard Leather
- Landing Pad Housewarming Berlin
- Networking BBQ at former Aus Embassy East Berlin
- Ambassador's Dinner, with Aus Finance Minister, Frankfurt
- FTA Briefing with ABIE, Brussels
- Barramundi BBQ Frankfurt
- International Sommerfest Berlin
- Oktoberfest Networking Event Munich
- Siemens Factory Tour, Frankfurt
- Airservices Event Frankfurt
- Global Brands Martin Karaffa Munich
- Breakfast Briefing and Farewell Dan Tebbutt, Frankfurt

TOPIC 2 – Report by Chair

3. Membership per 31.12.2019

Members

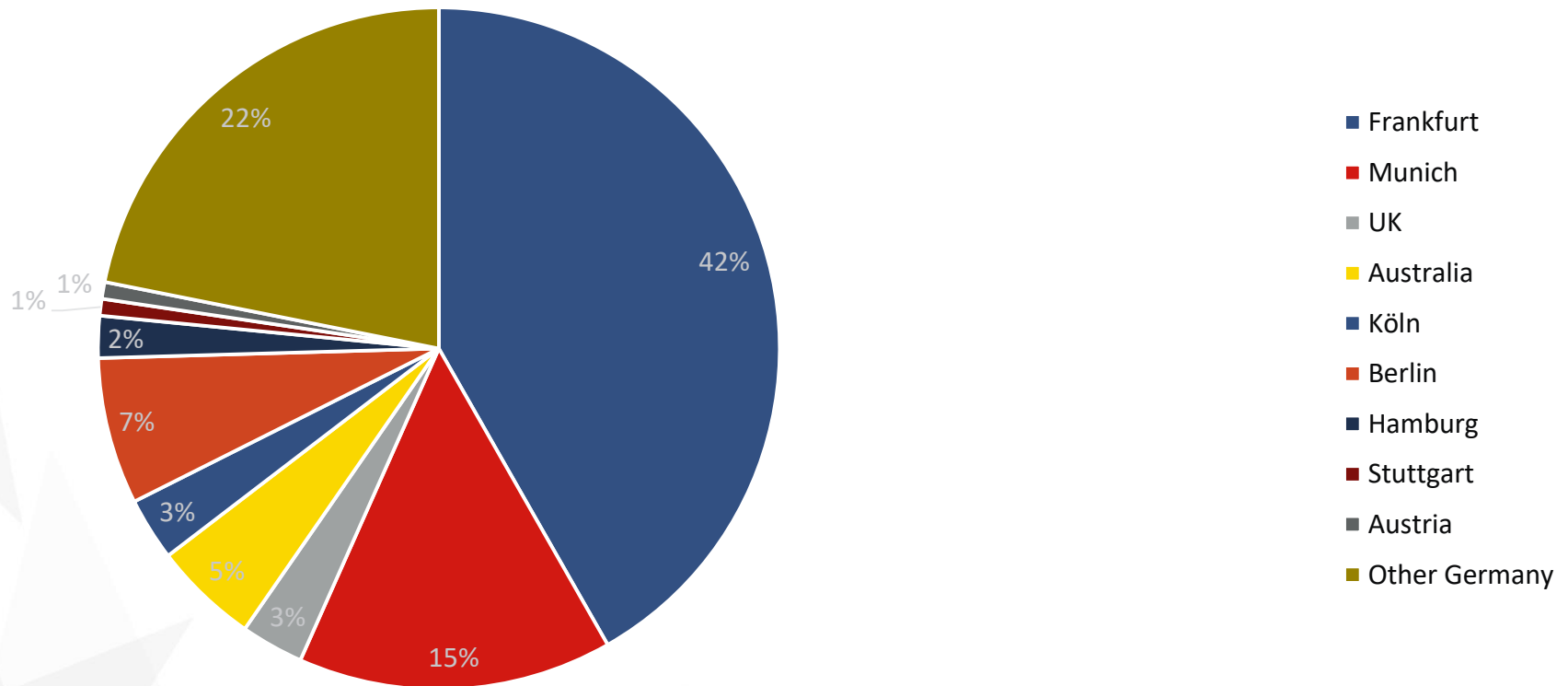
- 103 Individuals (incl. Partner Memberships)
- 27 Corporates
- 100 Nominees

Friends

- 608

TOPIC 2 – Report by Chair

Regional Membership Distribution



TOPIC 2 – Report by Chair

Corporate Membership



Supported by



HENGELERMUELLER



TOPIC 2 – Report by Chair

4. Policy and Government Relations

a) Policy

- Joint Submission on Free Trade Agreement with international ABIE group, lead GABC + ABIE France

b) Government Relations

- **Embassy**
 - Ambassador as Patron
 - Event with Finance Minister
- **Austrade**
 - Corporate membership
 - Senior Trade and Investment Commissioner Co-Patron
 - Austrade Board Member
- **State Governments as corporate members**
 - State of Victoria
 - Queensland Government
 - Government of Western Australia
- **German Government entities among others**
 - Invest in Bavaria
 - FrankfurtRheinMain (Corporate Member)

TOPIC 2 – Report by Chair

5. International Community

Expanding the network

a) Australian Business in Europe Network

- Very active
- Two international meetings (Sofia, Frankfurt)
- Germany chair, 2nd half of 2019
- Joint FTA event with Australian chief negotiator **4th July 2019, Brussels**

b) Bilateral chambers

- Joint event with international chambers in Berlin
- Increased contact with Irish Business Network in Frankfurt and Munich
- Joint activities with IBCM/MING in Munich
- Initial contact with New Zealand representatives

TOPIC 2 – Report by Chair

6. Outlook 2020

- Board Members focusing on event concepts
 - Two themes this year: FTA, Future Focus
- New event manager, Benita Schmidt
- Implementation of Communication Strategy
- Introduction of new membership model to increase value for members
- Events:
 - Theme – focussed webinars during Corona-restrictions
 - Ambassador's Dinner with CEO of VOITH -> Alternatives currently discussed and will be announced shortly
 - Joint ABIE Event at OECD late October 2020 -> hoping to go ahead
- Looking for premium sponsor!

TOPIC 3

Treasurer's Report

TOPIC 3 - Bericht des Schatzmeisters / Treasurer's Report

Bank Balance and Income 2019

Opening Bank Balance 01.01.2019 **+ 37650,99 €**

Income 2018 + 0,00 €

Expenditures 2018 - 683,39 €

Income 2019 + 38482,00 €

Expenditures 2019 - 40540,28 €

t/o ABIE balance + 1864,92 €

Closing Bank Balance 31.12.2019 **+ 34909,32 €**

Balance 2019 - 2741,67 €

Balance 2019 w/o ABIE Event - 3923,20 €

(For information: Income/Expenditures for 2019 in 2020 -416,26 €)

TOPIC 3 - Bericht des Schatzmeisters / Treasurer's Report

Main Income / Expenditures 2019

Income 2019 Membership Fees		+ 21550,00 €
• Corporate Members	15000,00 €	
• Individual Members	6825,00 €	
• Spouse/Partner Members	625,00 €	
• Uncollectible	- 900,00 €*	
Expenditures 2019 (incl. 2018 -683,39)		- 16422,34 €
• Office/Event Mgmt.	- 10589,55 €	
• Internet Support	- 918,54 €	
• Insurance	- 448,15 €	
• Tax Agency	- 1809,69 €	
• Others	- 2656,41 €	
Events 2019 (+ 16932,00 € / - 24801,33 €)		- 7869,33 €
Balance		- 2741,67 €

* Cancellation of membership 1 Corporate, 5 Individuals, 1 Partner

TOPIC 3 - Bericht des Schatzmeisters / Treasurer's Report

Invoices open

Invoices open

Accounts receivable 2019

109,00 €

184 invoices

Event Fee 34,-€/Membership Fee 75,-€

Variation in membership base

Members

- 103 Individuals (incl. Partner Memberships) → + 8 / - 24
- 27 Corporates → + 1 / - 5

Friends

- 608 → + 13 net

TOPIC 3 - Bericht des Schatzmeisters / Treasurer's Report

Certifications

Audit took place on January 26th, 2020

no complaint

Auditor: Werner Waldner, Munich

Tax Calculation /Final Closing

April 2nd, 2020

Tax Consultant: Sylvia Born, Frankfurt

Schlussbemerkung

Die vorliegende Einnahme-Überschussrechnung für die Zeit vom 01.01.2019 bis 31.12.2019 wurde anhand der Aufzeichnungen unter Beachtung der gesetzlichen Vorschriften erstellt. Die Konten- und Buchprüfung wurde in Vorbereitung für das AGM 2020 von einem GABC Mitglied wie folgt durchgeführt:

Buchprüfung erfolgt durch: Werner Waldner



26.1.2020

Beanstandungen ja/Nein

Nein

Falls ja, welche:

keine

Die Finanzkosten sind durch entsprechende Auszüge/Belege nachgewiesen.

Eberhard Gohl, Treasurer
for and on behalf of the Board
German Australian Business Council e.V.
(former Australian Business in Europe (Germany) e.V.)

Certification of the tax consultant about the preparation of the taxable profit determination

We have according to the order the following tax calculation

German Australian Business Council e.V.
Informationen über Australien

for the financial year from 01.01.2019 to 31.12.2019
compiled in accordance with the tax regulations.

The basis for the preparation was the records kept by us as well as the previous documents submitted and the information provided, which we did not check according to the order.

We have carried out our mandate by analogy with the statements of the Federal Chamber of Tax Consultants on the principles for the preparation of annual financial statements.

Frankfurt, 02. April 2020



Kurt Baumgärtel & Sylvia Born
Partnerschaft Steuerberater

TOPIC 3 - Bericht des Schatzmeisters / Treasurer's Report

Budget 2020

Income 2020 Membership Fees/Annual Sponsorship **+ 19725,00 €**

- Corporate Members 13500,00 €
- Individual Members 6225,00 €
- Spouse/Partner Members 500,00 €
- Risk - 500,00 €
- Annual Sponsorship **0,00 €**

Expenditures 2020 **- 22790,00 €**

- Office / Event Support - 13800,00 €
- Internet/IT Support - 1200,00 €
- Insurance - 450,00 €
- Others (i.e. Marketing, Travel) - 4540,00 €
- Tax Agency - 1800,00 €
- Internet/Social Media - 1000,00 €

Events 2019 **- 7000,00 €**

Balance 2020 Income / Expenditures - 10065,00 €

TOPIC 4

Discussion

TOPIC 5

Release of Board from Liability

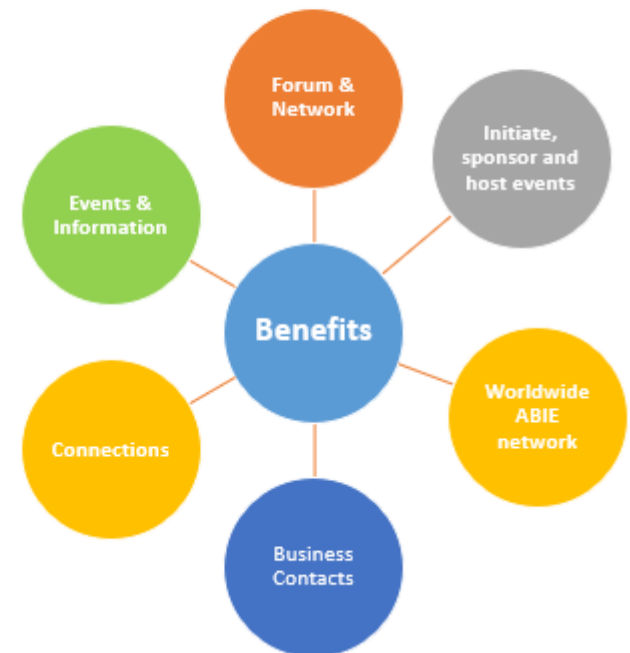
TOPIC 6

Introduction and discussion of new membership model

TOPIC 6 – Presentation of the new structuring of membership fees

Membership Model – Current Situation

CORPORATE MEMBERS	INDIVIDUAL MEMBERS	PARTNER/FAMILY MEMBERS	FRIENDS
Annual Fee: €500 <u>pa</u>	Annual Fee: € 75 <u>pa</u>	Annual Fee: € 25 <u>pa</u> in addition to individual membership	No annual fee
Logo/Profile/ <u>Offers</u> on GABC Website Sponsorship <u>Opportunity</u>			Increased attendance fee at events
Status to date: 27 members	Status to date: 80 <u>members</u>	Status to date: 20 <u>members</u>	Status to date: 600 friends



TOPIC 6 – Presentation of the new structuring of membership fees

New Membership Proposal

Corporate Members	Small Company Members	Individual Members	Partner/Family Members	Next Gen Members	Next Gen Partner/Family Members	FRIENDS
Companies	Below 50 employees and below 10Mio€ revenue	Individuals	Individuals Partner/Family	Young Professionals (25)-35 yo	Partner/Family of Young Professionals (25)-35 yo	
Up to 5 vouchers & 5 guests	Up to 2 vouchers & 2 guests	2 vouchers w/o Premium Events, non transferable	1 voucher w/o Premium Events, not transferable	2 vouchers w/o Premium Events, non transferable	1 voucher w/o Premium Events, non transferable	Increased attendance fee at events
€750 annual fee	€250 annual fee	€100 annual fee	€40 annual fee	€50 annual fee	€20 annual fee	No annual fee

*Corporate members still have the opportunity to sponsor events. Annual Fee can be reduced.

Valid 01.01.2021

TOPIC 7

Resolution on the new structuring of membership fees

TOPIC 8

Election of New Board

TOPIC 8 – Election of New Board

List of Candidates

Sergej Bukovac	Frankfurt, Website
Eberhard Goihl	Munich, Treasurer
André Haermeyer	Frankfurt, Deputy Chair Frankfurt
Robert Harrison	Munich, Policy
Evangelos Kotsopoulos	Berlin, Deputy Chair Berlin
Kiki Loukas	Frankfurt, Communications
Daniel Maccarone	Frankfurt, Next Generation

TOPIC 8 – Election of New Board

List of Candidates

Elisabeth Opie	Munich, Deputy Chair Munich
Sabine Pittrof	Frankfurt, Chair
Peirui Tan	Frankfurt, Events
Malte Schudlich	Frankfurt, Events
David Urry	Berlin, Events
Dalibor Vukadin	Munich, Events
Simone Wienhausen	Berlin, Events

TOPIC 9

Any Other Business