



**PROPERTY  
INVESTORS**  
COUNCIL OF AUSTRALIA

# Property Investors Council of Australia

## AGM 2020 Agenda



### Welcome

- Apologies
- Proxies
- Quorum



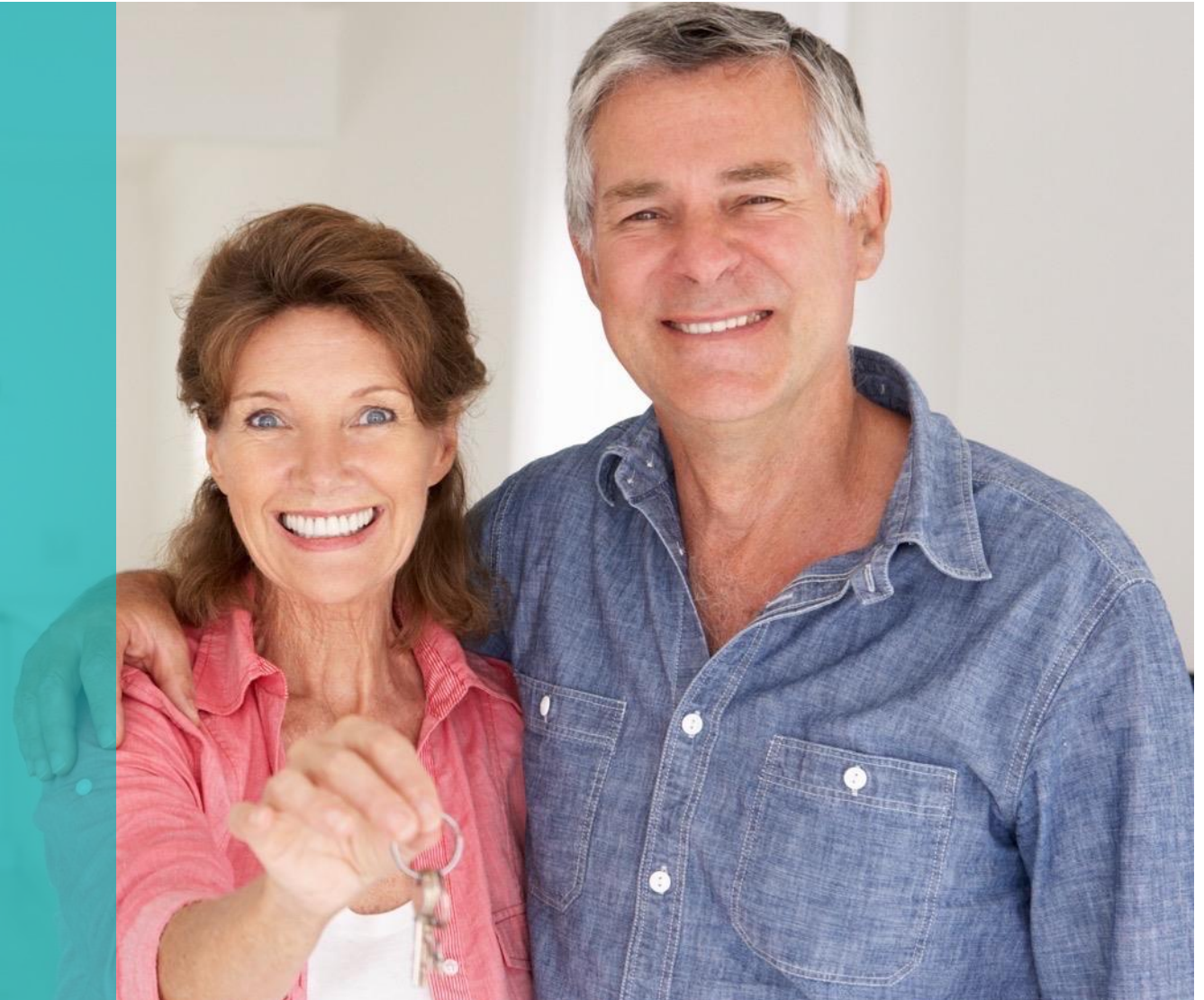
### Chair Report



### Financial Report



### The Road Ahead General Business



# Chair Report

Backstory for our new members

PIPA had been lobbying Government in the interests of practitioners and property investors (up hill battle, due to size)

2.5 million property investors need a “united voice” against headwinds – E.g. Government regulation and market manipulation

Late 2017 - PICA was formed  
For Property Investors, Run by Property Investors (and definitely not by self vested interests)





# PROPERTY INVESTORS

COUNCIL OF AUSTRALIA





# Our Values

From our Charter

- ✓ Member Advocacy
- ✓ Member Education
- ✓ Member Awareness
- ✓ Government Engagement
- ✓ Community Engagement
- ✓ Market Sustainability
- ✓ Non Solicitation
- ✓ Collaboration
- ✓ Trusted source of Information



# National policies

## Current policy positions



<b>1. Negative Gearing</b>
No need to change current policy
<b>2. Capital Gains Exemption</b>
0 – 50% over 5 years = 10% per year: Example 0 – 12 months = 0% 13 – 24 months = 10% 25 – 36 months = 20% 37 – 48 months = 30% 49 – 60 months = 40% ➤ 60 months = 50%
<b>3. Travel allowances to inspect owned property</b>
<ul style="list-style-type: none"><li>- \$500 interstate costs per property</li><li>- \$250 local/state based inspection costs per property</li></ul> Note: not per owner – must be shared/claimed, and evidenced base travel costs
<b>4. Depreciation</b>
Should still be able to claim remaining effective life of fixtures and fittings for existing properties
<b>5. Property Investment Advice</b>
Should be regulated as a licensed investment product – as per PIPA's recommendation
<b>6. Lender Interest Rate Differentiation – Investor v. Owner Occupier</b>
Lenders should go back to offering the same interest rates for investor borrowers that they offer owner occupier borrowers – on both P&I and I/O lending



# Promotional Materials



**PROPERTY INVESTORS**  
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## A UNITED VOICE FOR PROPERTY INVESTORS

Like it or not, property investors are being singled out and targeted by the government and regulators.

- We're being blamed for rising property prices in Australia.
- We're being sluggish higher mortgage interest rates.
- We're facing potentially higher taxes as the government considers axing some property investment tax benefits.
- Pro-tenant policies are getting way out of hand.
- Excessive and unfair government regulations are putting our property investments at risk.

Property Investors Council of Australia (PICA) is a not-for-profit organisation committed to advocating and lobbying on behalf of property investors' interest and educating its members on the economic benefits and risks of property investing in Australia.

**IT'S TIME TO MAKE A STAND.**

**PROPERTY INVESTORS**  
COUNCIL OF AUSTRALIA

## A Strong & United Voice For Property Investors

PICA is a pure not-for-profit association set up to provide a single voice for the two million plus property investors in Australia. It is run by property investors, for the interests of property investors. PICA aims to advocate on behalf of property investors to government, industry, and consumers.

**WWW.PICA.ASN.AU**

### INDIVIDUAL MEMBERSHIP

Membership of PICA is open to anyone over the age of 18, either as an existing or future property investor.

	SAVE 20%
1 YEAR \$5	5 YEARS \$20

### ASSOCIATE MEMBERSHIP

PICA also welcomes industry and business association memberships for those supporting our charter - (no voting rights).

	SAVE 20%
1 YEAR \$50	5 YEARS \$200

**ADVOCACY**  
GOVERNMENT  
INDUSTRY  
CONSUMER

**AWARENESS**  
RESEARCH  
EDUCATION  
MEDIA



**It's Time 2 Million Of Us Were United**

## You can join for as little as \$5

By joining PICA you will:



Be heard – PICA is a collective voice for property investors



Be protected from dishonest, deceptive and misleading conduct in an unregulated industry



Gain access to the latest property news and investment information



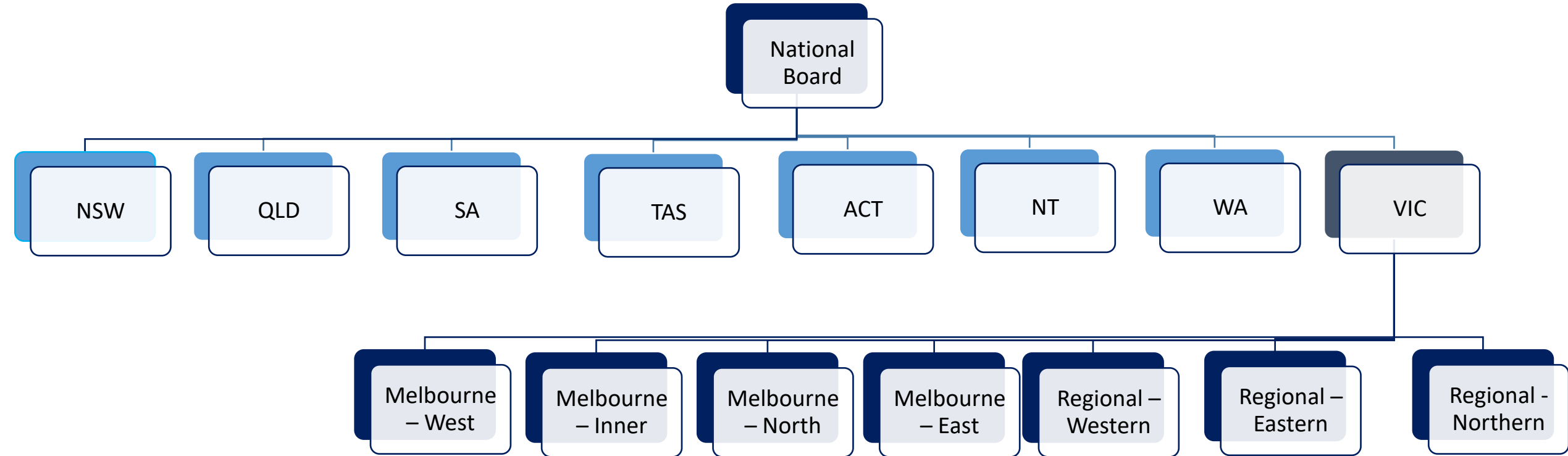
Have access to educational events and continued learning opportunities

As the peak association for property investors, PICA will:

1. Advocate on behalf of all property investors
2. Play an active role in educating property investors and those looking to invest
3. Engage with the government, regulators and the community to represent property investors in matters which impact them
4. Engage with the government, industry and businesses to ensure property investors' consumer rights are protected
5. Help inform and promote the financial and social benefits of a vibrant and sustainable property investment marketplace

Visit [www.pica.asn.au/join](http://www.pica.asn.au/join)

# Organisational Chart





# PICA Area Chapter Regions

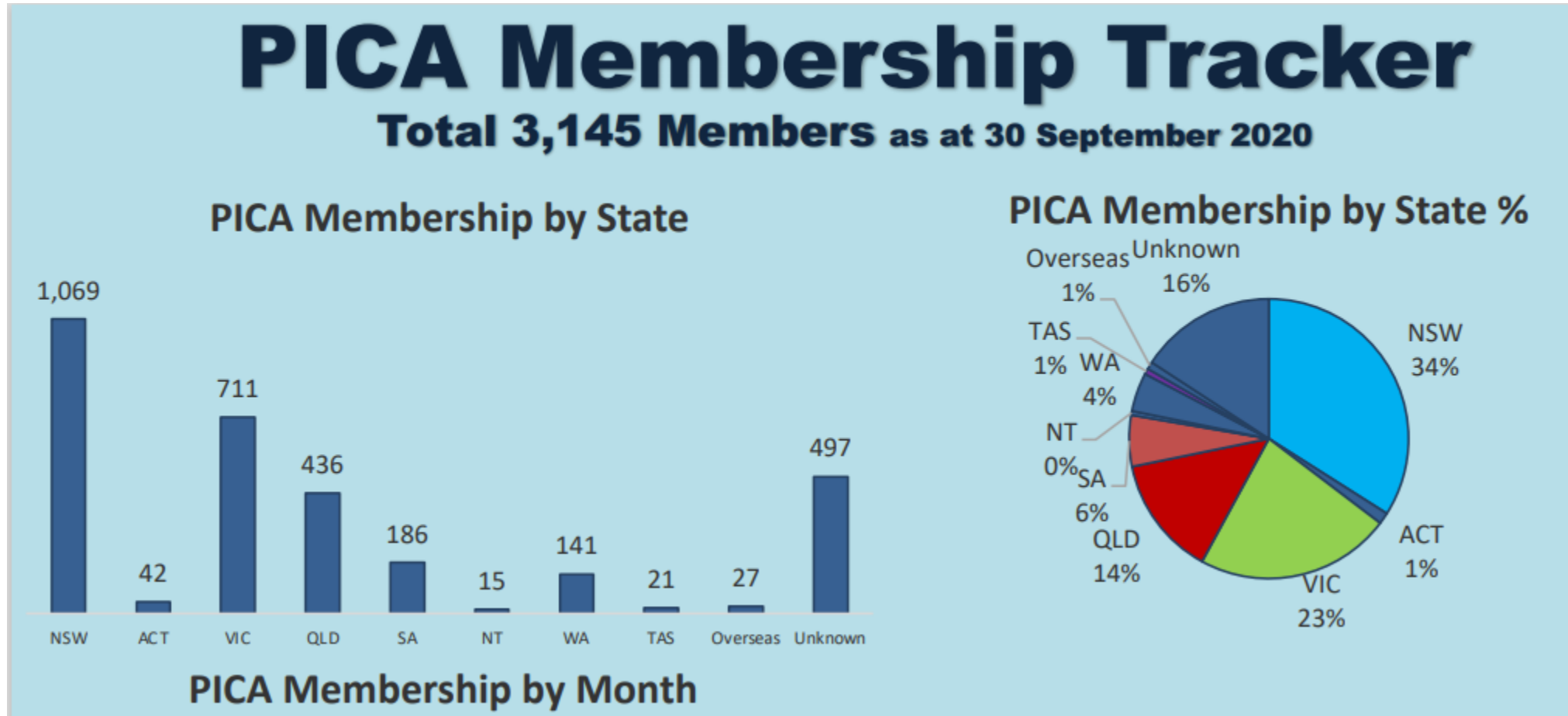
PICA Area Chapter Region	A4 CODE	201 SA4 NAME 2016	GCCSA NAME 2016	STATE NAME 2016	
NSW Regional - Northern	110	New England and North West	Rest of NSW	New South Wales	Total Regions NSW = 8
NSW Regional - Northern	111	Newcastle and Lake Macquarie	Rest of NSW	New South Wales	
NSW Regional - Northern	112	Richmond - Tweed	Rest of NSW	New South Wales	
NSW Regional - Northern	104	Coffs Harbour - Grafton	Rest of NSW	New South Wales	
NSW Regional - Northern	105	Hunter Valley exc Newcastle	Rest of NSW	New South Wales	
NSW Regional - Northern	108	Mid North Coast	Rest of NSW	New South Wales	
NSW Regional - Southern	107	Illawarra	Rest of NSW	New South Wales	
NSW Regional - Southern	101	Capital Region	Rest of NSW	New South Wales	
NSW Regional - Southern	114	Southern Highlands and Shoalhaven	Rest of NSW	New South Wales	
NSW Regional - West	103	Central West	Rest of NSW	New South Wales	
NSW Regional - West	105	Far West and Orana	Rest of NSW	New South Wales	
NSW Regional - West	109	Murray	Rest of NSW	New South Wales	
NSW Regional - West	113	Riverina	Rest of NSW	New South Wales	
Sydney - Outer West	116	Sydney - Blacktown	Greater Sydney	New South Wales	
Sydney - Outer West	124	Sydney - Outer West and Blue Moun	Greater Sydney	New South Wales	
Sydney - Inner & Eastern	117	Sydney - City and Inner South	Greater Sydney	New South Wales	
Sydney - Inner & Eastern	118	Sydney - Eastern Suburbs	Greater Sydney	New South Wales	
Sydney - Inner West	119	Sydney - Inner South West	Greater Sydney	New South Wales	
Sydney - Inner West	120	Sydney - Inner West	Greater Sydney	New South Wales	
Sydney - Inner West	125	Sydney - Parramatta	Greater Sydney	New South Wales	
Sydney - Northern Regions	121	Sydney - North Sydney and Hornsby	Greater Sydney	New South Wales	Total Regions VIC = 7
Sydney - Northern Regions	122	Sydney - Northern Beaches	Greater Sydney	New South Wales	
Sydney - Northern Regions	126	Sydney - Ryde	Greater Sydney	New South Wales	
Sydney - Northern Regions	102	Central Coast	Greater Sydney	New South Wales	
Sydney - Northern Regions	115	Sydney - Baulkham Hills and Hawke	Greater Sydney	New South Wales	
Sydney - Southern Regions	127	Sydney - South West	Greater Sydney	New South Wales	
Sydney - Southern Regions	123	Sydney - Outer South West	Greater Sydney	New South Wales	
Sydney - Southern Regions	128	Sydney - Sutherland	Greater Sydney	New South Wales	
VIC Regional - Western	201	Ballarat	Rest of Vic.	Victoria	
VIC Regional - Western	202	Bendigo	Rest of Vic.	Victoria	
VIC Regional - Western	203	Geelong	Rest of Vic.	Victoria	
VIC Regional - Western	217	Warrnambool and South West	Rest of Vic.	Victoria	
VIC Regional - Western	215	North West	Rest of Vic.	Victoria	
VIC Regional - Eastern	205	Latrobe - Gippsland	Rest of Vic.	Victoria	
VIC Regional - Eastern	214	Mornington Peninsula	Greater Melbourne	Victoria	
Melbourne - Inner	206	Melbourne - Inner	Greater Melbourne	Victoria	
Melbourne - Inner	208	Melbourne - Inner South	Greater Melbourne	Victoria	
Melbourne - East	207	Melbourne - Inner East	Greater Melbourne	Victoria	
Melbourne - East	211	Melbourne - Outer East	Greater Melbourne	Victoria	
Melbourne - East	212	Melbourne - South East	Greater Melbourne	Victoria	
Melbourne - North	209	Melbourne - North East	Greater Melbourne	Victoria	
Melbourne - North	210	Melbourne - North West	Greater Melbourne	Victoria	
Melbourne - West	213	Melbourne - West	Greater Melbourne	Victoria	
VIC Regional - Northern	216	Shepparton	Rest of Vic.	Victoria	Total Regions QLD = 5
VIC Regional - Northern	204	Hume	Rest of Vic.	Victoria	
Brisbane - North & East	301	Brisbane - East	Greater Brisbane	Queensland	
Brisbane - North & East	302	Brisbane - North	Greater Brisbane	Queensland	
Brisbane Inner, South & West	303	Brisbane - South	Greater Brisbane	Queensland	
Brisbane Inner, South & West	304	Brisbane - West	Greater Brisbane	Queensland	
Brisbane Inner, South & West	305	Brisbane Inner City	Greater Brisbane	Queensland	
Brisbane Inner, South & West	310	Ipswich	Greater Brisbane	Queensland	
QLD Regional - Central & Far North	306	Cairns	Rest of Qld	Queensland	
QLD Regional - Central & Far North	318	Townsville	Rest of Qld	Queensland	
QLD Regional - Central & Far North	308	Central Queensland	Rest of Qld	Queensland	
QLD Regional - Central & Far North	312	Mackay - Isaac - Whitsunday	Rest of Qld	Queensland	
QLD Regional - Central & Far North	307	Darling Downs - Maranoa	Rest of Qld	Queensland	
QLD Regional - Central & Far North	315	Queensland - Outback	Rest of Qld	Queensland	
Gold Coast	309	Gold Coast	Rest of Qld	Queensland	
Gold Coast	311	Logan - Beaudesert	Greater Brisbane	Queensland	
QLD Regional - Western	317	Toowoomba	Rest of Qld	Queensland	
Sunshine Coast & Merton Bay	314	Moreton Bay - South	Greater Brisbane	Queensland	Total Regions SA = 3
Sunshine Coast & Merton Bay	316	Sunshine Coast	Rest of Qld	Queensland	
Sunshine Coast & Merton Bay	319	Wide Bay	Rest of Qld	Queensland	
Sunshine Coast & Merton Bay	313	Moreton Bay - North	Greater Brisbane	Queensland	
Adelaide - Central and Hills	401	Adelaide - Central and Hills	Greater Adelaide	South Australia	
Adelaide - North	402	Adelaide - North	Greater Adelaide	South Australia	
Adelaide - South	403	Adelaide - South	Greater Adelaide	South Australia	
Adelaide - West	404	Adelaide - West	Greater Adelaide	South Australia	
Barossa - Yorke - Mid North	405	Barossa - Yorke - Mid North	Rest of SA	South Australia	
South Australia - Outback	406	South Australia - Outback	Rest of SA	South Australia	
South Australia - South East	407	South Australia - South East	Rest of SA	South Australia	
Perth - Inner, North & East	503	Perth - Inner	Greater Perth	Western Australia	Total Regions WA = 3
Perth - Inner, North & East	504	Perth - North East	Greater Perth	Western Australia	
Perth - Inner, North & East	505	Perth - North West	Greater Perth	Western Australia	
Perth - South	506	Perth - South East	Greater Perth	Western Australia	
Perth - South	507	Perth - South West	Greater Perth	Western Australia	
Perth - South	502	Mandurah	Greater Perth	Western Australia	
Western Australia - Regional	501	Bunbury	Rest of WA	Western Australia	
Western Australia - Regional	509	Western Australia - Wheat Belt	Rest of WA	Western Australia	
Western Australia - Regional	510	Western Australia - Outback (North)	Rest of WA	Western Australia	
Western Australia - Regional	511	Western Australia - Outback (South)	Rest of WA	Western Australia	
Hobart	601	Hobart	Greater Hobart	Tasmania	Total Regions TAS = 2
Launceston and Rest of Tasmania	602	Launceston and North East	Rest of Tas	Tasmania	
Launceston and Rest of Tasmania	603	South East	Rest of Tas	Tasmania	
Launceston and Rest of Tasmania	604	West and North West	Rest of Tas	Tasmania	Total Regions NT = 2
Darwin	701	Darwin	Greater Darwin	Northern Territory	
Rest of NT	702	Northern Territory - Outback	Rest of NT	Northern Territory	
ACT	801	Australian Capital Territory	Australian Capital Territory	Australian Capital Territory	



# State Advisory and Area Chapter Meet-ups



# Chair Report - Membership Numbers



✓ As at 3<sup>rd</sup> November 3,155 (3,133 individual members and 26 Associate Members)



# Chair Report on Progress

Our Third Year



- ✓ Prior to the Covid-19 Pandemic regular meet-ups had been happening in –  
NSW  
VIC  
QLD  
WA  
SA  
Pandemic saw us pivot to online National Webinars
- ✓ Challenges with active volunteers for our State Advisory Councils
- ✓ Paid down some more start up debt to PIPA (Outstanding is \$5,386)

# Lobbying Efforts



## Landlords call for support in helping tenants during COVID-19 crisis

*Available for immediate release*

The Property Investors Council of Australia (PICA) – Australia's peak body representing property investors – has responded to tenant unions and politicians requesting rental relief and end of evictions for renters.

Ben Kingsley, chairman of PICA, said property owners understand the hardships their tenants face, but has called on Government, APRA and financial institutions to step up and be part of the solution.

"Let's be clear – landlords understand the situation. The vast majority are decent, hard-working, average Australians who own just one rental property."



## Investors see opportunities in post-crisis market – joint industry survey

*For immediate release*

More than 70 per cent of property investors say it is a good time to buy residential property with the majority also believing it is business as usual, according to a joint industry survey.

The Property Investment Professionals of Australia (PIPA) and the Property Investors Council of Australia (PICA) survey in mid-May found that 72 per cent of investors were confident about the market's short-term prospects – down only 10 percentage points from an investor sentiment survey conducted in September last year.

The survey results, which attracted 1877 responses from across the nation, also found that the coronavirus crisis had not changed the investment intentions of 80 per cent of investors over the next six or 12 months.

# Education

[ALL](#) [BLOG](#) [MEMBERS ONLY](#) [VIDEO](#)



**Webinar Replay:  
What's ahead for the  
Property Market**

[VIEW POST](#)

**Webinar Replay:  
Property Buying  
Insights with  
Veronica Morgan**

[VIEW POST](#)

**Webinar Replay:  
Australia's Property  
Recovery from  
COVID-19**

[VIEW POST](#)

**Webinar Replay:  
Proposed changes to  
the Residential  
Tenancies Act -  
Western Australia**

[VIEW POST](#)

**Investors see  
opportunities in  
post-crisis market –  
Joint Industry Survey**

[VIEW POST](#)

**PICA QUEENSLAND  
COVID-19 UPDATE**

[VIEW POST](#)



Hello Empower,

**PICA Members - Please let us know what topic/s would be of interest at our next Webinar**

PICA would like to know what topics members would like covered in our upcoming webinars/events/meetups....after all our association is for property investors, by property investors.

Please complete a quick one question survey to let us know what you would like PICA to cover... should only take a few minutes!

[Click here to complete a quick one question survey](#)

Thank you - PICA appreciates your feedback and support.



## COVID-19

### May 2020

PICA and PIPA COVID-19 Property Investor Sentiment Survey [Download](#)

### April 2020

PICA Member Guidance on Residential Tenancy Management during COVID-19 - Queensland Update [Download](#)

PICA General Guidance for NSW Landlords Regarding Tenancy Management during Coronavirus (COVID-19) Pandemic [Download](#)

PICA Member Guidance on Residential Tenancy Management during Covid-19 Pandemic [Download](#)

**STRONG  
AND UNITED  
VOICE FOR  
PROPERTY  
INVESTORS**

**BECOME A MEMBER**

## The importance of the pivot

Richard Crabb (PICA Corporate Member)

Like any journey, it's important to identify the starting point, decide on your destination and define the best path for getting there. So, it goes with real estate investment. Smart investors will begin with the end in mind, and then plot a route to reach their ultimate goal, hoping that their expedition will run as smooth as possible.

But like the best laid plans of mice and men, things oft go astray.

It's with this as a foundation that I want to discuss the importance of the pivot in property investment.

### Why pivot?

Having an unwavering mindset that takes you from intention to success is admirable. Driven individuals are respected in this world. They focus what they want to achieve and follow a step-by-step process to make it happen.

However, this approach can be risky if you aren't prepared to adapt and change. If something unexpected occurs, you must be ready to take on the new information and react accordingly.

This is the pivot and it happens for both good and bad reasons.

Negative events could be something like the loss of a job, or an unexpected illness. Some pivots need to happen because your portfolio is underperforming, or there's a change in economic circumstances like a rise in interest rates.

Negative occurrences have the potential to entirely derail your investment plans if you fail to divert your process and address them.

On the other hand, there are positive events that can require a change in your intentions too. Perhaps you get a substantial increase in your wage, or your portfolio's performance exceeds expectation. You might also be presented an investment opportunity that's too good to refuse. These events mean you need to vary plans and make hay while the sun shines. Being able to pivot is a great way to mitigate the downsides while boosting the upsides.

### Pivoting to your advantage

There are a number of ways you can reduce risks and be prepared for opportunities when they arise.

#### 1. Asset selection

Without doubt, the number one move is to ensure you're selecting the right assets in the first place.

Before a buying decision, review your strategy and re-look at the outcomes. Focus on what you want to achieve, and consider the implications for you and your finances over the short, medium and long term.

Growing a portfolio from the start with properties that suit your criteria is essential. Seeking those with high capital growth potential and a balanced income means you're building buffers in quickly. These will position you to take advantage if new opportunities arise sooner than expected, or have a safety net in the event of an unforeseen problem.

#### 2. Regular review

Review your portfolio regularly to ensure you're moving forward as expected. On the property investment journey, it's better to make minor, ongoing adjustment to the steering wheel rather than wrench at it quickly and violent, because things have veered so far off course.



## 2020 COVID-19 Investor Survey

It's amazing how quickly things can turn in 2020.

Just a few weeks back, in the midst of a shutdown set to prevent thousands of infections, we were staring down a very dark economic barrel.

Cue forward to the end of May and our quick response to the pandemic threat saw Australia reduce infection numbers to just a few each day (often from quarantined overseas arrivals). It was enough to re-open businesses and start an early march toward recovery in many states.

Of course, more recent events in Victoria and New South Wales are concerning. We, like others, watch and hope new restrictions will stem community infection growth.

In mid-May, PICA – in concert with PIPA – put forward an investor sentiment survey so we could take the temperature of Australian investors and how they were coping. And, the results revealed a lot of promise.

The survey received almost 1900 responses and revealed some interesting, positive notes from our community.

Investors see opportunities in post-crisis market with more than 70 per cent of saying now is a good time to buy residential property. The majority are also operating under the mantra 'business as usual', according to the survey with 80 per cent of investors saying the coronavirus crisis had not changed their investment intentions over the next 12 months.

The survey found that 72 per cent of investors were confident about the market's short-term prospects – down only 10 percentage points from an investor sentiment survey conducted in September last year.

PIPA Chairman Peter Kouliouzos said the survey showed that investors were overwhelmingly optimistic about the property market over the next year.

"It's clear that record low interest rates as well as the resilient nature of property during turbulent times are inspiring investors to continue with their plans."

While the survey found that 36 per cent of investors had experienced a loss of income, outside of rent, during the pandemic, the vast majority, at 91 per cent, had not applied to pause their mortgage repayments.

The survey showed only around five per cent of respondents indicated the crisis had made it more likely that they would sell a property over the next six to 12 months.

More than 30 per cent said they were less likely to sell over the same period because of the pandemic, with 63 per cent indicating no change at all to their plans.

Most investors also indicated that they had the financial buffers to see them through the current economic uncertainty.

The survey results revealed that about 20 per cent of tenants had asked for rent deferrals with temporary rent reductions or rent deferrals being the most common outcomes.

The results also showed that about 15 per cent of all tenant rent requests were unable to provide supporting evidence as per the relevant temporary residential tenancies legislation.

However, it was clear from the survey that landlords worked with tenants who were suffering genuine financial hardship during these difficult times, with only a very small percentage not coming to a mutual agreement.

It was also clear that a significant percentage of investors were suffering financial stress due to their own loss of employment or reduction of work hours, at 36 per cent of survey respondents but were still able to meet their financial commitments.

# Our Newsletters

# Financials

Year on Year comparison



## 2019-20 Results:

### Profit and Loss Statement:

Income:	\$14,039
Expenses	\$10,774
Profit	\$ 3,265

### Balance Sheet:

Cash @30 June	\$ 3,767
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### Liabilities:

Loans	\$ 8,186
Members Funds	(\$ 4,419)

## 2018-19 Results:

### Profit and Loss Statement:

Income:	\$20,690
Expenses	\$18,683
Profit	\$ 2,006

### Balance Sheet:

Cash @30 June	\$ 3,701
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### Liabilities:

Loans	\$11,386
Members Funds	(\$ 7,685)



# Financials

Current status



Cash in Bank @ today **\$891** (3<sup>rd</sup> November)

We have made further progress (\$4,000) off PIPA loan.

Current Monthly operating costs are approx. **\$900 per month**

# Financials – New Donations Option



[BECOME A MEMBER](#)   [MEMBER LOGIN](#)   [DONATE](#)

[OUR CHARTER](#)   [ABOUT US +](#)   [MEMBERSHIP +](#)   [ADVOCACY +](#)   [FAQ](#)   [CONTACT](#)

A STRONG AND UNITED VOICE  
FOR PROPERTY INVESTORS



[BECOME A MEMBER](#)

[WATCH VIDEO](#)

[DONATE TO PICA](#)

# The road ahead

National agenda



- Advocate on national policy issues
  - Examples:
    - Tenancy Reforms
    - Negative Gearing, Capital Gains (Not over Yet!)
    - A better deals for investors from the banks

*Remember – Protecting our investments,  
whilst being sustainable and having broad beneficial impacts*



# The road ahead

The next twelve months



*"We still need Size & Scale for Relevance and Influence"*

## **National Level:**

- Grow membership numbers
- Continued lobbying efforts (Inc. Regulate Property Investment Advice)
- Continued educational webinar program
- National Board Expansion
- Add additional educational materials to our Members Area of website

## **How you can help:**

Volunteers needed:

- Legal
- IT (Website / Social Media)
- Monitoring and actioning our email and general enquiries

# The road ahead

The next twelve months



## **State/Territory Agendas:**

Advocate on State-Based issues:

- Tenancy laws
- Title and planning legislation
- State Bases Taxes and Duties

Continue to play an important grass roots role in membership

Continue to build out our Area Chapter teams across Australia post pandemic

## **How you can help:**

- Put your hand up to join your State Advisory Council
- Help with Research & Submissions re Policy Reforms (Tenancy Reform)
- Talk to your local members of Parliament – tell them about us

# AGM General Business

Questions and Answer Session



# Thank you



- To the National Board for the your continued efforts
- To the State based Advisory Councils – to our Chairs of each Advisory Council for tireless and often unrecognised work
- Finally to all of our members.  
We are and will continue to get short changed by Government and regulators unless our views are tabled and we are part of the conversation about what is best for all moving forward.

# Thank You

This concludes our AGM

- ✓ Help us to continue to be a strong voice for investors.  
Encourage other investors to join PICA to increase our numbers and influence in area that matter to investors.
- ✓ [www.pica.asn.au/join](http://www.pica.asn.au/join)
- ✓ [www.facebook.com/pica.au/](https://www.facebook.com/pica.au/)
- ✓ [www.linkedin.com/company/propertyinvestorscouncilofaustralia](https://www.linkedin.com/company/propertyinvestorscouncilofaustralia)
- ✓ Twitter: @pica\_au





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**AGM Closed**