



Institute of Financial Planners of Hong Kong

香 港 財 務 策 劃 師 學 會



Annual Report 年報

2011 / 2012



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Since 1972, CFP certification has been the only globally recognized mark of professionalism for financial planners. When seeking objective, expert and trusted financial planning advice you should always look for the CFP marks. To achieve the best financial planning results, call a CFP professional.

In 2011, AFP certification has been introduced as a progressive pathway to CFP certification, equipping individuals with fundamental knowledge and skills to pursue a financial planning career.

We thank you for walking with us throughout the years. Looking forward, IFPHK strives to uphold the highest standard of the financial planning profession, for a brighter future of the community.

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# Vision and Missions

## 理念與使命

### Vision

The leading organization in Hong Kong for advancing professional financial planning standards and promoting the importance of financial planning.

### 理念

帶領香港的財務策劃業，提升行業的專業水平及推廣財務策劃的重要性。

### Missions

- To lead the development, promotion and enforcement of professional standards in the financial planning industry.
- To raise professional standards of financial planners through internationally-recognized certification.
- To increase all external stakeholders' awareness of the importance of financial planning and advice from a financial planning professional.
- To influence corporate industry leaders to uphold high standards in financial planning industry.

### 使命

- 在制定財務策劃業專業標準方面扮演領導角色，並致力推廣及執行有關標準。
- 通過廣獲國際認可的資格認證，提高財務策劃師的專業水平。
- 提升公眾對財務策劃重要性的認識，並重視財務策劃師的專業建議。
- 推動各金融機構的領袖維持財務策劃業的最高標準。

# Chairman & CEO Message

## 主席與行政總裁獻辭

### Building Foundations for Regional Financial Planning Excellence

It has been a busy year of achievements and tribulations, despite the macroeconomic situations. The Institute of Financial Planners of Hong Kong (IFPHK) set up new foundations, strengthened old ones and continued to advocate on behalf of the industry and our members.

We are happy to report that the IFPHK recorded a growth in the number of CFP certificants in 2011. Despite the uncertain macroeconomic situations, we set a new benchmark of 4,500 CFP certificants.

Four major milestone efforts will define our success in 2012:

#### 1. Strengthening Certification –

##### New AFP Certification and CFP Certification

Aligning with the 2010 Financial Planner Job Analysis, the CFP Certification was revamped in June 2011. A new professional certification mark, AFP (Associate Financial Planner) was introduced targeting for young practitioners who are eager to expand their industry knowledge and practice before proceeding to CFP Certification, the highest financial planning standard around the world.

AFP certificants work in the intermediate level of financial planning in banking, insurance and IFA sectors. They are competent in advising their clients with appropriate financial planning products and have a strong foundation in financial planning capabilities that support them to handle the common needs of clients. CFP certificants, with a wider spectrum of advanced knowledge and skills, are experienced in preparing holistic financial analysis and formulating financial plans that fitting the lifelong financial planning purposes of different clients' profiles. As of reporting date, we have 286 AFP certificants and 4,531 CFP certificants.

We believe that more members of the public will benefit from quality financial planning services delivered by

professionals who meet the global standards and agree to abide by a strict code of professional conduct.

#### 2. Inaugural Financial Education Awards

We launched the first-ever Financial Education Awards, recognizing outstanding corporations who have excelled in improving financial education for their stakeholders and the community. At the IFPHK, we believe financial education is an important ingredient of good corporate citizenship, and we look to encourage this through mutual competition.

#### 3. Forging Closer Ties with Mainland China

We have participated in the 2012 Annual Conference For Financial Planners on August 18, 2012, organized in Shanghai, China. It is part of our efforts to forge closer ties with the financial planning community in China and exchange updates and experience. Overall, 1,500 and financial practitioners attended. Meanwhile, we introduced new comprehensive training courses and activities that expand our members' knowledge of Chinese regulations and practices.

#### 4. Two-day Annual Financial Planning Conference

Our highly-anticipated Financial Planning Conference has now been organized for two days - a new milestone for this annual initiative. This year, the conference focused on the China practice and opportunities, while continuing to offer a reputable platform for financial planners to exchange ideas and insights.

Meanwhile, we would like to take this opportunity to thank our Board of Directors, Committee Members and staff for their diligence and efforts. Their spirit of teamwork and volunteerism, IFPHK continues to shape the future of financial planning excellence in the region and achieve its goals.

## 為推動區內卓越的財務策劃發展而奠定基礎

宏觀經濟環境在過去一年很不穩定，對香港財務策劃師學會（學會）來說，這一年充滿磨練，亦做出不少成績來。學會一方面加強舊有的基礎，另一方面奠定新的基礎，並且繼續代表會員及業界發言。

我們欣然報告學會的CFP持證人數目在2011年錄得增長，縱使宏觀經濟狀況不明朗，CFP持證人的數目仍然再創新高，目前有超過4,500人。

以下四塊里程碑可印證學會在2012年的成就：

**(一) 加強資格認證 — 全新AFP資格認證及CFP資格認證**  
為配合2010年財務策劃師專業程度調查報告，CFP資格認證於2011年6月進行了全面的革新。學會推出了AFP資格認證，一個全新的專業認證標誌，為有志在財務策劃上精益求精的候證人，提供財務策劃各方面的知識及技能培訓，為邁向全球財務策劃業的最高標準 - CFP資格認證，作好準備。

AFP財務策劃師多任職於銀行業、保險業及獨立理財顧問業的中級人員，大部份皆擁有穩固的財務策劃基礎，為客戶建議合適的財務產品，以滿足其理財所需。而CFP認可財務策劃師則擁有較廣闊的財策知識和技巧，能為客戶提供全面而長遠的理財計劃。截至本報告年度，學會共有286名AFP財務策劃師及4,531名CFP認可財務策劃師。

我們深信全新資格認證的誕生，憑藉其國際性的專業認可和嚴謹的操守要求，可以讓更多市民受惠。



**Paul Pong**  
Chairman

**龐寶林**  
主席



**Dennis Lau**  
CEO

**劉振輝**  
行政總裁

### **(二) 推出財務策劃教育大獎**

學會推出前所未有的財務策劃教育大獎，以表揚一些在提供財務策劃教育給從業員及普羅大眾方面貢獻良多的公司。學會相信財務策劃教育是企業責任重要元素，所以學會透過比賽來鼓勵公司推動這方面的教育。

### **(三) 與中國內地加強聯繫**

學會參加8月18日在中國上海舉行的中國金融理財師年會2012，這是學會其中一項與中國財務策劃組織加強聯繫的工作，以便交流心得及經驗。年會共吸引1,500名金融理財師及金融從業員出席。同時，學會推出全新的綜合培訓課程及活動，以增進會員對中國法規亦推出及慣例的認識。

### **(四) 每年一度的財務策劃會議加長至兩天**

深受業內人士推崇的財務策劃會議，今年由一天加長至兩天，今年的專題集中在中國內地的財務策劃慣例與商機。此會議繼續作為一個讓財務策劃師交流意見及心得的平臺。

看情形，未來必然充滿挑戰，歐元區債務危機與美國經濟復甦緩慢明顯削弱了市場氣氛，而監管機關加強監管尺度，仍然是許多財務策劃機構的首要憂慮。然而我們相信這時勢讓學會有機會擔當領導的角色，與社區及監管機關緊密合作，為本港建立更強勢的財務策劃業。

我們謹此感謝學會的董事會、各委員會的成員及職員的勤奮及努力。憑著他們的團隊精神及他們對志願工作的熱誠，學會得以繼續推動區內卓越的財務策劃發展，為目標勇往直前。

# Governance Structure

## 管治架構



IFPHK is thankful for the efforts of our many senior representatives from the financial services industry and the universities (highlighted below) who volunteer their time and effort as part of the different boards and committees. Together, they are responsible for steering the Institute towards its various objectives and ensuring proper governance.

學會多年來的成就，有賴金融服務業及教育界的資深代表努力不懈，願意犧牲寶貴的光陰來出任各董事會及委員會的成員。眾志成城，團隊不但負責制定學會方針，而且確保學會的管治架構不會鬆懈，讓學會得以朝著各個目標進發。下文是學會的管治架構。

### Board of Directors 董事會

PONG Po Lam, Paul	龐寶林	Chairman 主席
TSE Yue Hong, Chris	謝汝康	Vice Chairman (Development) 副主席 (發展)
LAM Pui Chaun, Keith	林培燦	Vice Chairman (Finance & Administration) 副主席 (財務及行政)
CHEUNG Tao Fai, Thom	張道輝	
CHIANG Chun Yu, Brian	蔣震宇	
CHIU Wai Lim, William	趙威廉	
CHOY Chung Foo	蔡中虎	
CHUNG Chun Kit, Ricky	鍾俊傑	
LAM Chong Hang, Alvin	林昶恆	
LAM Kin Cheung, Henry	林建璋	
LAM Lai Ha, Juliana	林麗霞	
MA Christine, Pamela	馬子淳	
WONG Lai Sheung, Cherie	黃麗嫦	
WONG Yuk Loi, James	黃鈺來	

### Professional Ethics Review Committee 專業操守檢討委員會

CHAN Dor Cheong, Petrus	陳代昌	Chair 主席
HUDDART Michael	何達德	Vice Chair 副主席
BUNKER Robert	彭家樂	
FU Kwong Wing Ting, Francine	傅鄭穎婷	
GALLAHER Rory	郭禮禧	
MAK Wing Kwong, Tony	麥永光	
SINGHAM Siva		
SO Wai Man, Raymond	蘇偉文	
TSANG Hing Lun, Alan	曾慶璘	
WONG Yuk Loi, James	黃鈺來	



## Examination Committee 考試委員會

LAM Kin Cheung, Henry	林建璋	Chair 主席
CHENG Tsz Wan, Louis	鄭子云	
CHIU Siu Po, Steve	趙小寶	
CHOW Grace	周陳文婉	
FU Tak Wah	傅德華	
MCSHANE Darren	馬誠信	
TSE Kwok Sang, Maurice	謝國生	
WONG Yuk Loi, James	黃鈺來	

## Assessment and Compliance Committee 評估及監察委員會

WONG Yuk Loi, James	黃鈺來	Chair 主席
CHAN Mou Fung	陳茂峰	
CHIANG Chun Yu, Brian	蔣震宇	
CHUNG Chun Kit, Ricky	鍾俊傑	
HO Ching Man, Melody	何靜雯	
LI Ming Kit, Ronald	李明傑	
SO Ying Lun	蘇英麟	
SUNG Kwok On, Tony	宋國安	
WU Kin Wing, Kenny	胡建榮	

## Education Development Committee 教育發展委員會

LAM Chong Hang, Alvin	林昶恆	Chair 主席
CHENG Yuen Yee, Ivy	鄭婉儀	
CHEUNG Jenny	張秋瑜	
HODGES Claudia	韓文婉	
LEE Nelson	李紀聰	
LEE Pui Shan, Rosita	李佩珊	
LEUNG Pius	梁國光	
TSE Yue Hong, Chris	謝汝康	

## Member Services Committee 會員服務委員會

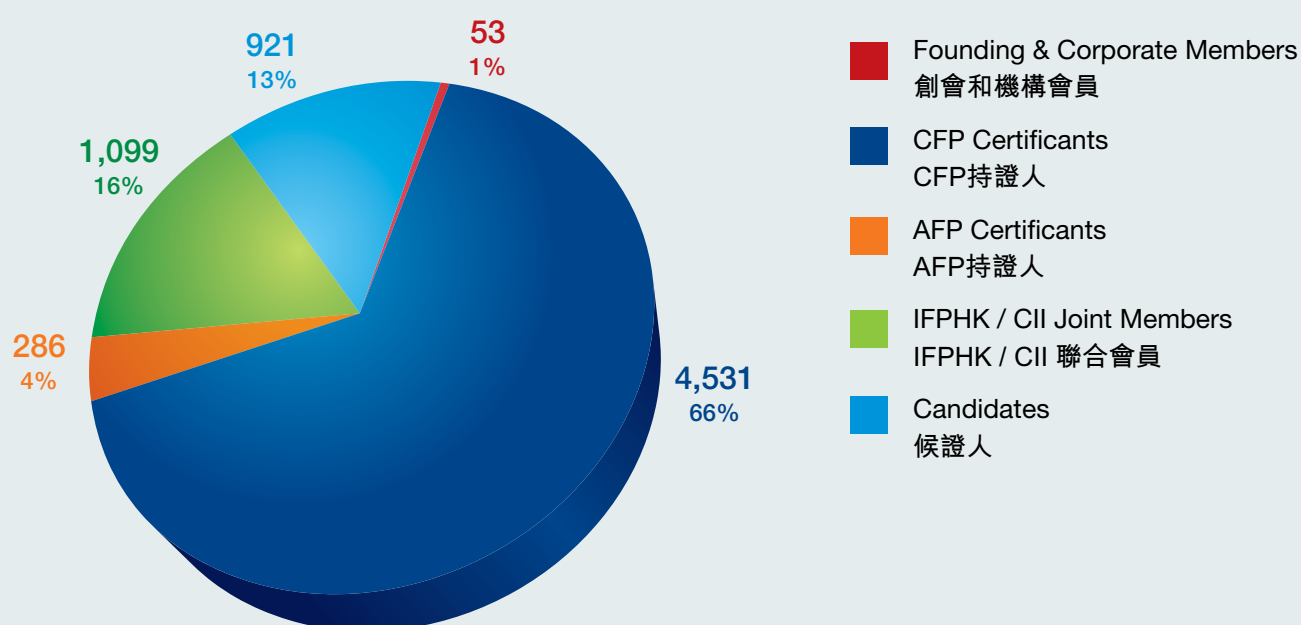
WONG Lai Sheung, Cherie	黃麗嫦	Chair 主席
CHAN Tsz Kin, Ernest	陳子建	
CHAN Ngok, Steven	陳鄂	
CHEUNG Tao Fai, Thom	張道輝	
CHIANG Chun Yu, Brian	蔣震宇	
CHIU Wai Lim, William	趙威廉	
HO Ka Kei, Michael	何家驥	
LUK Wing Sze, Linda	陸穎詩	
TANG Wai Man, Mandy	鄧慧敏	

# Facts and Figures

## 資料及統計數字

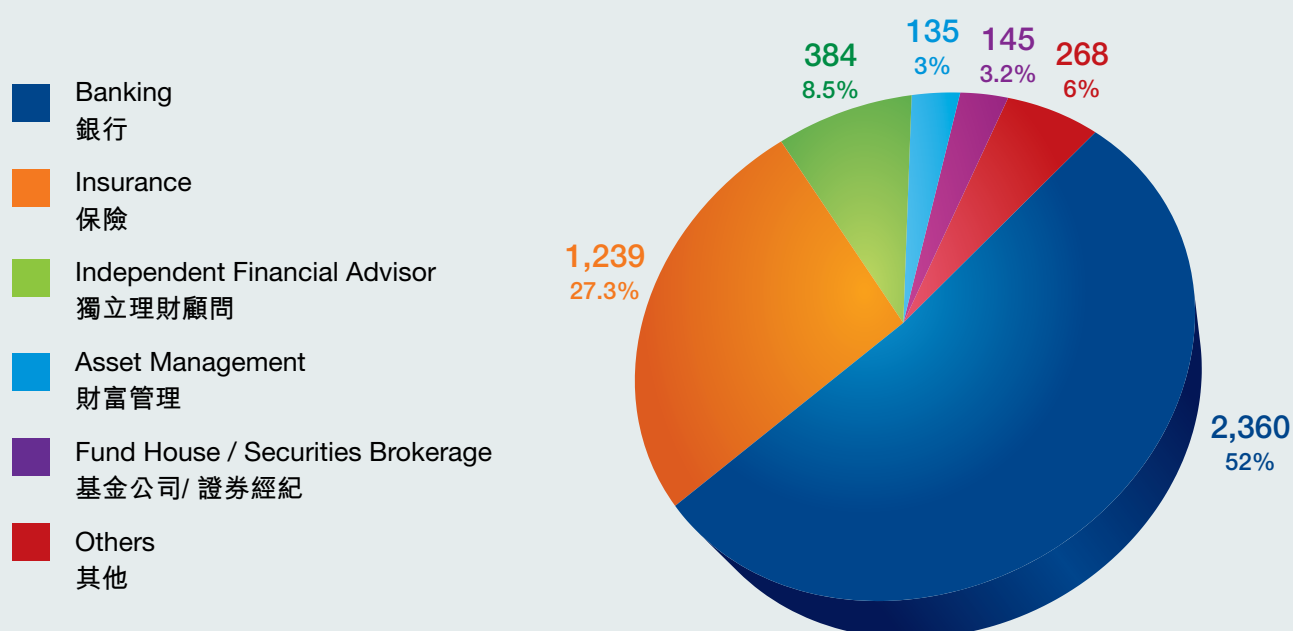
### Number of Members (as of 31 May 2012)

會員人數 (截至2012年5月31日)



### Composition of CFP Certificants as of 31 May 2012

截至2012年5月31日CFP持證人的專業背景分析

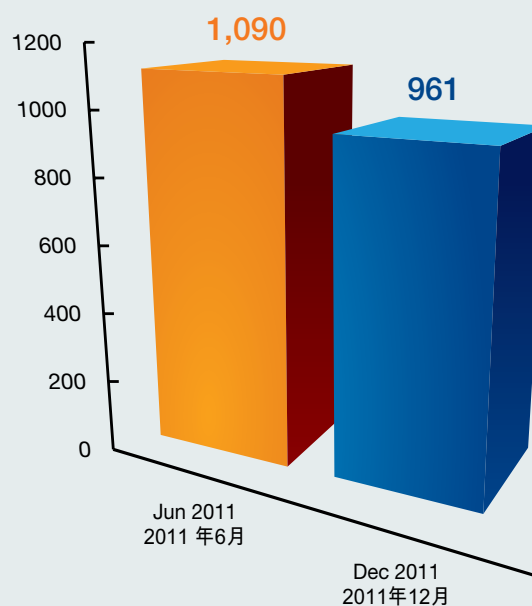


## Old Structured CFP Certification Program

### 舊制CFP資格認證

Number of Candidates Enrolled into the CFP Certification Examination

CFP資格認證考試的考生人數

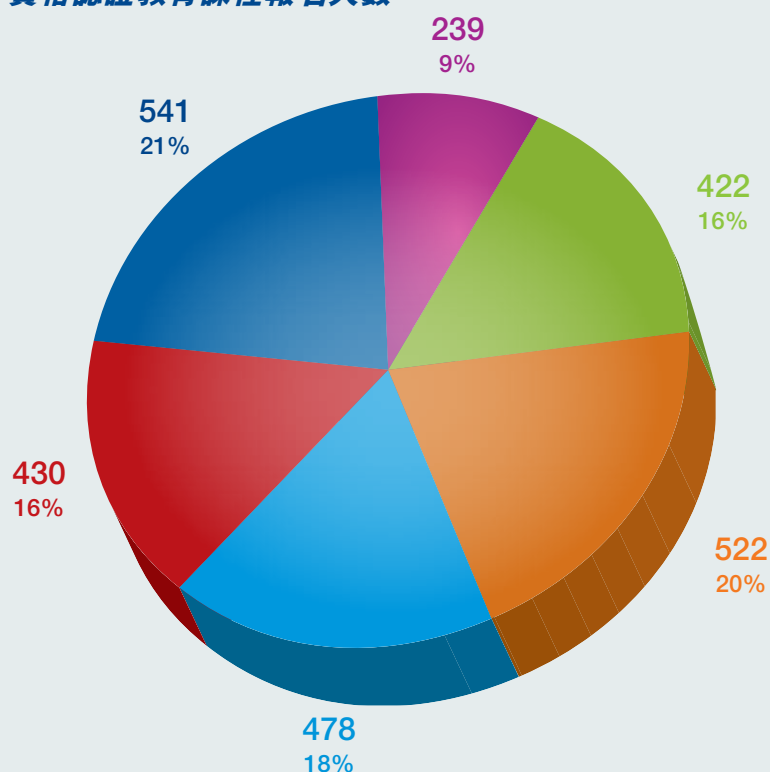


Number of Students Enrolled into the IFPHK Registered CFP Certification Education Program (Jan 2011 – Dec 2011)

香港財務策劃師學會註冊CFP資格認證教育課程報名人數  
(2011年1月至2011年12月)

Module 單元

- M1
- M2
- M3
- M4
- M5
- M6

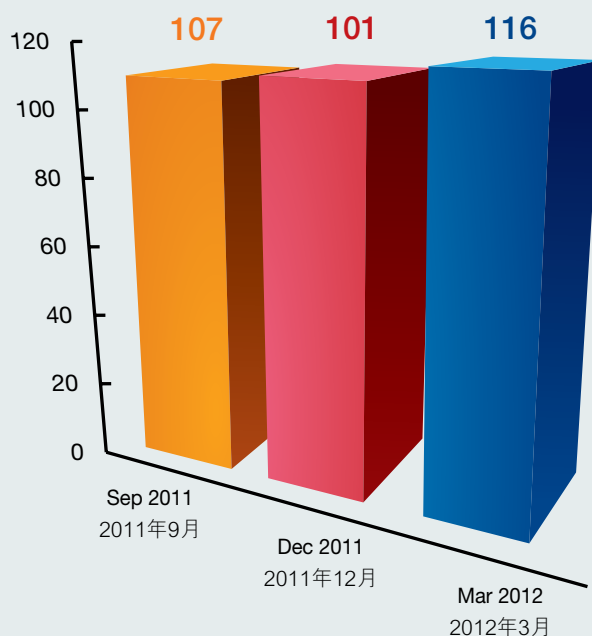


# New Structured CFP Certification Program

## 新制CFP資格認證

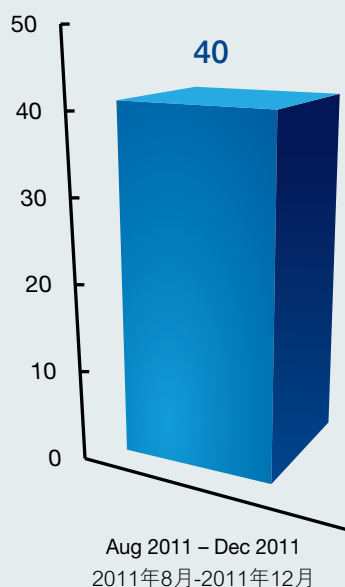
### Number of Candidates Enrolled into the AFP Certification Examination

#### AFP資格認證考試的考生人數



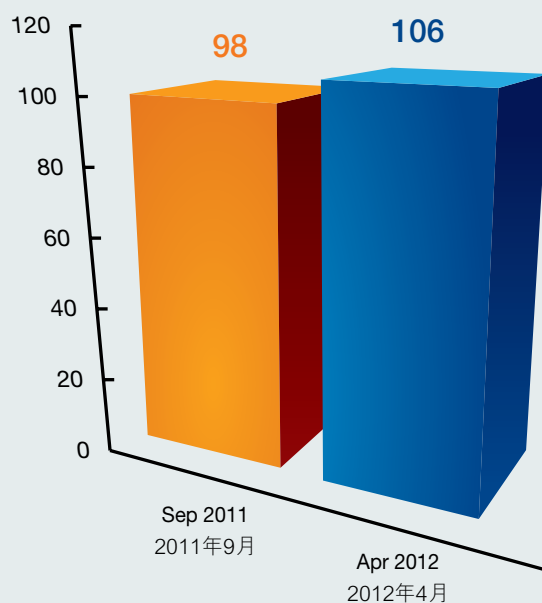
### Number of Candidates Enrolled into the AFP Certification Education Program

#### AFP資格認證教育課程的的報名人數



### Number of Candidates Enrolled into the FAIQ Examination

#### 國際財務顧問證書考試的考生人數





## Consultation Papers 諮詢文件

As the leading professional institute representing the interests of the financial planning industry, IFPHK responds to any consultation paper that may impact its members and their clients. Considerable efforts were placed by IFPHK to respond to consultation papers over the past year, including:

Consultation Topic	Recipient	Submission Period
Mandatory Provident Fund Authority's Consultation Document on Withdrawal of MPF Benefits	Mandatory Provident Fund Authority	Mar 2012
Securities and Futures Commission's Consultation Document on the Proposals to amend the Code of Conduct in relation to the establishment of the Financial Dispute Resolution Centre and the enhancement of the regulatory framework	Securities and Futures Commission	Jan 2012
Proposed Guideline on (1) Anti-Money Laundering and Counter-Terrorist Financing and (2) the Proposed Prevention of Money Laundering and Terrorist Financing Guideline Issued by the Securities and Futures Commission for Associated Entities	Securities and Futures Commission	Nov 2011
Securities and Futures (Amendment) Bill 2011 - Establishment of an Investor Education Council	Bills Committee on Securities and Futures	Oct 2011
Proposed Establishment of a Policyholder's Protection Fund	Financial Services and Treasury Bureau	Jun 2011

作為香港財務策劃業的首席專業學會，學會有責任就業界的權益回應各類可能對會員及其客戶構成影響的諮詢文件。學會在過去一年投入不少心力來回應的諮詢文件計有：

議題	收件機構	提交日期
強制性公積金計劃管理局有關提取強積金權益的諮詢文件	強制性公積金計劃管理局	2012年3月
有關設立金融糾紛調解中心及加強監管架構而建議修訂《證券及期貨事務監察委員會持牌人或註冊人操守準則》的諮詢文件	證券及期貨事務監察委員會	2012年1月
有關 (1) 建議的《打擊洗錢及恐怖分子資金籌集指引》及 (2) 建議的《證券及期貨事務監察委員會發出適用於有聯繫實體的防止洗錢及恐怖分子資金籌集的指引》的諮詢文件	證券及期貨事務監察委員會	2011年11月
《2011年證券及期貨（修訂）條例草案》 — 成立投資者教育局的草案	《證券及期貨條例草案》委員會	2011年10月
設立保單持有人保障基金	財經事務及庫務局	2011年6月

# Enhancing Continuing Education

## 加強持續教育

Continuing Education is an integral part of the IFPHK's efforts to raise financial planning excellence. From June 2011 to May 2012, we launched 188 CE programs, of which 109 were in-house. Altogether 19,153 participants took part in the various programs, with 16,196 from in-house programs and 2,957 from the public.

In 2012, the IFPHK launched a series of training topics on financial ethics, compliance and regulatory affairs to support the continuing education of members. This was done in accordance with the revised CFP/AFP certification renewal requirements that stipulate that at least 2 CE credits must be obtained from CE programs on compliance or ethics.

學會為追求財務策劃卓越不遺餘力，持續進修工作正是其中重要的一環。由2011年6月至2012年5月，學會推出了188個持續進修課程，其中109個課程在學會舉行。合共19,153人參加了各種持續進修課程，其中16,196人參加學會的課程，其餘2,957人參加公眾課程。

學會在2012年推出了一連串有關操守道德、法規及監管事務的培訓課程，以支援會員在持續進修方面的需要。根據經修訂CFP/AFP資格認證的續證要求，會員必須在法規或道德方面的持續進修課程上取得至少2個持續進修學分。



# For the Members

## 會員活動

### SCMP/IFPHK Financial Planner Awards 2011

#### 2011年香港財務策劃師學會 / 南華早報財務策劃師大獎



The seventh SCMP/IFPHK Financial Planner Awards came to an exciting conclusion at the Awards Dinner on October 11, 2011. Prestigious personalities and over 350 participants from the industry joined Guest of Honour Professor KC Chan, SBS, JP, Secretary for Financial Services and Treasury, HKSAR Government to award winning financial planning professionals.



由學會與南華早報合辦的第七屆財務策劃師大獎暨頒獎晚宴於2011年10月11日完滿結束，過程精彩緊張。主禮嘉賓包括香港財經事務及庫務局局長陳家強教授、城中知名人士及350多名從業員，一同見證三位優秀的財務策劃專業人士在三個回合的比賽中脫穎而出。

### Financial Planning Conference 2011

#### 財務策劃會議2011



Where is the financial planning industry headed to? That was the question that the Annual Financial Planning Conference, held at the Hong Kong Convention and Exhibition Centre on December 15, 2011, looked to answer.

Entitled "The New Wave of Change: Where is Hong Kong's financial planning industry headed?", the one-day event

attracted over 300 practitioners of the financial services industry, and saw government officials, key financial experts and prominent industry figures share their insights and experience in driving successful business.



如何成就財務策劃業的新高峰？這正是在2011年12月15日假香港會議展覽中心舉行的年度財務策劃會議的議題。

今年的主題為「新浪潮：成就香港財務策劃業新高峰」。為期一天的會議，吸引了300多名金融服務業從業員參加，更請來官方代表、財經界的專才及權威人士分享他們的心得及經驗。



## ETF Seminar ETF教育講座

The IFPHK joined the Hong Kong Exchanges and Clearing Limited (HKEx) to organize an education seminar entitled “Grasp the Emerging Investment Opportunity in ETF Products” on May 28, 2012. Targeted at current financial practitioners who have a strong interest in enhancing their knowledge in a new investment product – Exchange Traded Fund (ETF), the seminar attracted more than 170 financial planners.



為加深本港金融從業員對交易所買賣基金（ETF）的認識，學會與香港交易及結算所有限公司於2012年5月28日舉辦了一個名為「把握新興投資產品ETF的黃金機會」的ETF教育講座，吸引了170多名金融及財務策劃從業員參加。

## Joint Industry FATCA Seminar 聯會FATCA講座



Foreign Account Tax Compliance Act (FATCA) was the focus of discussion at the joint seminar organized by the IFPHK, the Hong Kong Investment Funds Association, the Hong Kong Trustees' Association Limited, and the Hong Kong Federation of Insurers. Held in Hong Kong on March 28, 2012 and attracting over 470 attendees, it examined key issues and steps that industry professionals have to make for compliance.

學會與香港投資基金公會、香港信託人公會及香港保險業聯會在2012年3月28日攜手舉辦了一個有關《海外帳戶納稅法案》（簡稱FATCA）的講座，分析新法案帶來的影響及建議金融從業員調節的方法，講座吸引了470多名金融從業員參加。

## IFPHK New Office Grand Opening Ceremony IFPHK新辦事處開幕儀式

IFPHK's new office in Causeway Bay was opened in grand fanfare on September 30, 2011. Witnessed by more than 20 finance and regulatory institutions, the expansion underscored their confidence in new AFP certification a part of revamped program of CFP certification.

2011年9月30日，在20多間金融機構及監管機構的代表見證下，學會位於銅鑼灣的新辦事處隆重開幕。擴張辦事處的規模，正好代表學會對CFP資格認證改革後推出的全新AFP資格認證充滿信心。





## CNY Happy Hour Gathering

### 新春聯歡會

The IFPHK Chairman Paul Pong welcomed everyone to a New Year gathering with a special Chinese theme on February 9, 2012. Astrology consultant Tony Yeung was on hand to offer advice for the coming year to CFP Certificants wishing to enhance their “qi” or inner power in the Year of the Dragon.

學會主席龐寶林先生於2012年2月9日與會員歡度了一個以玄學為主題的新春聚會，玄學家楊先生即場教各位CFP專業人士如何在龍年提升自己的潛能（「氣」）。



## Introduction to Wing Chun

### 詠春初探



To promote a healthy work/life balance among members and their friends, the IFPHK organized a series of leisure activities geared towards personal fitness. On March 15, 2012, the “Introduction to Wing Chun” networking activity was held at the IFPHK office. Member Services Committee member Steven Chan briefly introduced Wing Chun along with a demonstration of “Chi Sau” with his Wing Chun colleague Master Wong Fan.



為鼓勵會員在工作及生活上取得平衡，學會計劃舉辦一連串有益身心的活動給會員在餘暇參加。2012年3月15日，在學會的辦事處舉辦了一個名為「詠春初探」的聯誼活動，學會的會員服務委員會成員陳鄂先生簡單地介紹詠春的歷史，然後與詠春師傅黃帆先生一起示範詠春的基本功「黏手」。

## Free-of-Charge Fund Data Service to Hong Kong Investors

### 免費向香港投資者提供基金資訊



In co-operation with Fundinfo and Lipper, a Thomson Reuters company, the IFPHK signed an agreement on May 23, 2012, to offer public free online access to up-to-date fund data and numerous fund documents (i.e. fund prospectuses, annual reports, monthly reports and key facts statements) for most unit trusts sold in Hong Kong at [www.ifphk.org](http://www.ifphk.org).

2012年5月23日，學會與Fundinfo及Thomson Reuters的公司Lipper簽署合作協議，讓本港的投資者透過學會網站 [www.ifphk.org](http://www.ifphk.org) 免費取得大部份在香港發售的單位信託基金的最新資訊及各種基金檔，包括基金章程、年報、月報及基金表現報表。

## Visit from FPSB CEO and Director

### 美國財務策劃標準制定局行政總裁及董事訪港

The IFPHK is honored to have Mr. Noel Maye, CEO of Financial Planning Standards Board (FPSB), and Mr. Steve Helmich, Director of FPSB to visit the Institute on 23 and 28 September, 2011 respectively. Noel was welcomed by media of Hong Kong with 2 interviews conducted through his half day visit to promote the CFP certification. While Steve shared his experience on the regulation transform and superiority of CFP certification with the CEO, senior executives and department head of corporates.

2011年9月23及28日，學會很榮幸邀請到美國財務策劃標準制定局(FPSB) 行政總裁Mr. Noel Maye 及董事Mr. Steve Helmich到訪。期間，Noel獲得本地傳媒的歡迎並於短短半天行程內進行了兩個專訪，推廣CFP資格認證；而Steve則與各大機構之管理層代表分享最新監管發展及CFP資格認證的重要性。



## IFPHK Volunteer Program

### 香港財務策劃師學會志願工作計劃

IFPHK expanded its pool of volunteers when it invited CFP certificants to join the IFPHK Volunteer Program. Based on the area of interest, volunteers may join the following three groups:

**Ambassador:** They promote the CFP certification and the importance of proper financial planning through different marketing and public relation activities.

**Think Tank Member:** Think Tank Members will be invited to comment on the Job Analysis survey results and their implications, and how they compare with current financial planning practices.

**Instructor:** As an IFPHK instructor, they will have opportunities to conduct the Continuing Education programs on various topics such as asset management, financial planning, risk and retirement planning, tax planning, compliance and wealth management in the PRC, etc. They will also be involved in the content development of Continuing Education program.

為擴充志願工作隊伍的陣容，學會呼籲更多CFP專業人士參與學會的志願工作計劃。此消息公佈後，反應踴躍。有意者可以因應本身的興趣加入以下三個隊伍：

**大使：**透過各種營銷及公關活動來推廣CFP資格認證，宣傳妥善財務策劃的重要性。

**智囊團成員：**智囊團成員會就工作分析調查結果提供意見及其涵意，並與現今的財務策劃工作作對比。

**導師：**導師會在持續進修課程中與學員分享資產管理、財務策劃、風險及退休策劃、稅務策劃及中國監管與財富管理等議題。導師亦會參與計劃持續進修課程之內容。

## The New Look of Advisors Today

### Advisors Today 全新面貌



Apart from keeping up to date with the latest knowledge, it is also essential for the IFPHK members to have a healthy work-life balance. For this reason, the IFPHK revamped the Advisors Today and re-launched as bi-annual magazine.

Armed with a team of experienced financial writers and interviewees, the revamped magazine aims to help our members become well-round professionals and attain a good work-life balance.

除透過最新資訊來掌握市場脈搏之外，在生活與工作之間取得平衡，對財務策劃師來說同樣重要。所以，學會的刊物Advisors Today經過了重新的編排，每半年推出一期。

憑著一群對金融與人生瞭如指掌的作者和受訪者，全新的Advisors Today 有助會員一方面取得市場資訊，一方面在生活與工作之間取得平衡。

# For the Community

## 社區服務

### Support for the SFC: A New Series of TV Interviews

#### 支援證監會：新一輯電視訪問節目

SFC launched a new series of TV interview segments in May 2012 to educate investors on a range of topics, including stocks, bonds and funds etc. The IFPHK Chairman, Mr Paul Pong and Vice Chairman Mr Chris Tse were invited to speak at the programme and share their expertise.

證監會在2012年5月推出新一輯電視訪問節目，教育投資者有關證券、債券及基金等題目。學會主席龐寶林先生及副主席謝汝康先生應邀接受訪問，分享投資方面的見解。

### Child Development Fund Pioneer Project - “Journey Leo”

#### 兒童發展基金先導計劃 - 「獅」友旅程



Since 2009, the IFPHK and more than 40 CFP certificants have been involved in a three-year social project called “Journey Leo to help families living in Tin Shui

Wai. It is essentially a Child Development Fund Pioneer Project aimed at teaching the young about good finance. Over the past three years, around 100 underprivileged children from Tin Shui Wai have been mentored and taught financial concepts.

On February 19, 2012, the Tung Wah Group of Hospitals (TWGHs) recognized the work of the IFPHK volunteers during a ceremony. Attended by mentors, teenagers and their families, it saw CFP certificants Peter Fung and Karen Ho recognized with special awards for their outstanding work as mentors.

On March 31, 2012, the IFPHK Ambassador Perseus Lam led the last talk on “Building Positive Wealth Management with Children” with parents living in Tin Shui Wai, followed by a sharing session and discussion.

學會自2009年聯同40多名CFP專業人士參與一個名為「獅」友旅程的三年期項目，協助天水圍的家庭。「獅」友旅程是兒童發展基金先導計劃一部份，目標是教育兒童正確理財觀念。志願工作者在「青出於藍理財教育訓練工作坊」擔任這些年輕人的理財導師。過去三年，大約有100名來自天水圍低收入家庭的兒童接受理財方面的教育。

在2012年2月19日的嘉許禮上，東華三院對學會的志願工作者表示謝意，出席者包括學會的志願工作者、受助的兒童及他們的家人。CFP持證人馮偉靈先生與何轉儀小姐獲得特別獎狀，以表揚他們作為導師的傑出表現。

而在3月31日，學會在水圍舉辦最後一節的工作坊，由學會的大使林正宏先生向天水圍的家長講述如何幫助子女建立正確的理財觀念。





## Support for the MPFA: Appearance on MPF TV Game Show

### 支援積金局：亮相電視遊戲節目《智強積金王》

The Mandatory Provident Fund Schemes Authority (MPFA) launched a TV game show called “MPF Kaleidoscope” in May, 2012. Using short dramas, quizzes and tips from financial experts, the game show sought to educate the public on various MPF issues in an interesting and easy-to-understand manner.

The IFPHK Chairman Mr Paul Pong was invited to be the financial expert in the show, and helped to evaluate the proposed fund choices and choose the winning team.

強制性公積金計劃管理局（積金局）於2012年5月推出一個名為《智強積金王》的電視遊戲節目，以短劇、問答遊戲的形式，加上財經專家的提示，簡單有趣地探討強積金的各個議題。

學會主席龐寶林先生應邀擔任這節目的財經專家，為參賽者建議的投資組合評價，選出優勝者來。

## Support for the MPFA: MPF Investment Information Centre

### 支援積金局：強積金投資資訊站



IFPHK continues to offer full support to regulators in their consumer outreach programs, one of which was the Investor Education Campaign that was launched by the MPFA. The IFPHK was their partner in running the MPF Consultation Counters that were ran from July 2011 to March 2012 at six locations, including Tsing Yi, North Point, Siu Sai Wan, Tin Shui Wai, Lam Tin and Admiralty.

The MPF Consultation Counters promoted the benefits of proper retirement planning. Volunteer CFP certificants offered one-to-one, neutral, unbiased and professional advice to consumers. They also educated consumers on proper MPF and retirement planning strategies.



學會繼續全力支援監管機構的消費者教育計劃，包括由積金局舉辦的投資者教育活動，學會一直協助積金局的強積金諮詢站運作。諮詢服務由2011年7月至2012年3月在六處地點提供，包括青衣、北角、小西灣、天水圍、藍田及金鐘。

設立強積金諮詢站的目的是宣傳妥善退休策劃的優點。學會的志願工作者（CFP專業人士）根據對方的概況，以一對一的形式提供不偏不倚的專業意見，亦協助教育消費者有關強積金及退休策劃上的適當策略。

## HK MBA and Postgraduate Fair

### HK MBA及碩士教育展

Organized by the Sing Tao Group on October 20, 2011 at the World Wide House, HK MBA and Postgraduate Fair brought together career builders, new market entrants and employers. The IFPHK ambassadors shared with the participants the career prospects in the financial planning industry at the Institute's exhibition booth.

學會於2011年10月20日參與由星島集團在環球大廈舉辦的HK MBA及碩士教育展，現場吸引了大批僱主、求職者及畢業生參觀。學會在會場內設立了攤位，由學會的大使向觀眾介紹財務策劃工作的前景。





# Financial Statements

## 財務報告

### Directors' Report

The directors have pleasure in submitting their report and audited financial statements for the year ended 31 December 2011.

#### Limitation of liabilities

The Institute is a company limited by guarantee of not exceeding HK\$50 per member of the Institute.

#### Principal activities

The principal activities of the Institute are the promotion of personal financial planning and the certification of the CERTIFIED FINANCIAL PLANNER<sup>CM</sup> and CFP<sup>CM</sup> certification marks in Hong Kong.

#### Results

The results of the Institute for the year ended 31 December 2011 are set out in the statement of comprehensive income on page 22.

#### Funds

Movements in the funds of the Institute during the year are set out in the statement of changes in funds on page 24.

#### Executive Committee members / Directors

Pursuant to the adoption of changes of names approved by the members of the Institute on 16 September 2011, Executive Committee was renamed as Board of Directors and Executive Committee members renamed as directors.

President and Vice President were also retitled as Chairman and Vice-Chairman respectively.

The directors who held office during the year and up to the date of this report were:

<b>Pong Po Lam Paul</b>	
<b>Tse Yue Hong Chris</b>	
<b>Lam Pui Chaun Keith</b>	
<b>Chiang Chun Yu Brian</b>	
<b>Choy Chung Foo</b>	
<b>Lam Kin Cheung Henry</b>	
<b>Lam Lai Ha Juliana</b>	
<b>Ma Christine Pamela</b>	
<b>Wong Lai Sheung Cherie</b>	
<b>Wong Yuk Loi James</b>	
<b>Cheung Tao Fai Thom</b>	<i>(appointed on 16 September 2011)</i>
<b>Chiu Wai Lim William</b>	<i>(appointed on 16 September 2011)</i>
<b>Chung Chun Kit Ricky</b>	<i>(appointed on 16 September 2011)</i>
<b>Lam Chong Hang Alvin</b>	<i>(appointed on 16 September 2011)</i>
<b>Chan Hing Sang Alexander</b>	<i>(retired on 16 September 2011)</i>
<b>Cheng Tsz Wan Louis</b>	<i>(retired on 16 September 2011)</i>
<b>Chiu Siu Po Steve</b>	<i>(retired on 16 September 2011)</i>
<b>Fu Kwong Wing Ting Francine</b>	<i>(retired on 16 September 2011)</i>

#### Property, plant and equipment

Details of significant changes in the property, plant and equipment of the Institute during the year are set out in note 4 to the financial statements.

### **Directors' interests**

No contracts of significance to which the Institute was a party and in which a director of the Institute had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

At no time during the year was the Institute a party to any arrangements to enable the directors of the Institute to acquire benefits by means of the acquisition of shares in, or debentures of, the Institute or any other body corporate.

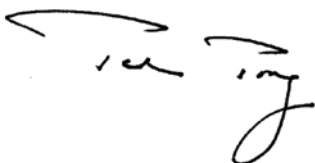
### **Management contracts**

No contracts concerning the management and administration of the whole or any substantial part of the business of the Institute were entered into or existed during the year.

### **Auditor**

A resolution will be submitted to the annual general meeting to re-appoint Mazars CPA Limited, *Certified Public Accountants*, as auditor of the Institute.

*On behalf of the Board*

A handwritten signature in black ink, appearing to read 'Pong Po Lam Paul', with a stylized flourish at the end.

**Pong Po Lam Paul**

*Chairman*

# Independent Auditor's Report

## To the members of

## The Institute of Financial Planners of Hong Kong Limited

(incorporated in Hong Kong with limited liability)

We have audited the financial statements of The Institute of Financial Planners of Hong Kong Limited set out on pages 22 to 33, which comprise the statement of financial position as at 31 December 2011, and the statement of comprehensive income, statement of changes in funds and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

## Directors' responsibility for the financial statements

The directors are responsible for the preparation of financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit and to report our opinion solely to you, as a body, in accordance with section 141 of the Hong Kong Companies Ordinance, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion the financial statements give a true and fair view of the state of the Institute's affairs as at 31 December 2011 and of its deficit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the Hong Kong Companies Ordinance.



Certified Public Accountants  
Hong Kong

**Or Ming Chiu**

Practising Certificate number: P04786

# Statement of Comprehensive Income

## Year ended 31 December 2011

		2011	2010
	Note	HK\$	HK\$
Income from certification & membership		9,540,634	8,165,976
Income from examinations		3,767,233	4,794,209
Income from expo and annual events		346,500	298,580
Registered program fees		1,348,000	2,478,900
Income from seminars & conferences		2,712,116	2,543,149
Income from textbook		861,590	1,215,870
Interest income		253,909	92,288
Sponsorship income		308,000	759,500
Transcript review income		34,400	73,700
Other income		46,641	90,814
		<b>19,219,023</b>	<b>20,512,986</b>
Depreciation		(415,045)	(73,969)
Staff costs		(12,817,050)	(11,935,309)
Other operating expenses		(10,810,828)	(10,427,739)
<b>Deficit before tax</b>	2	<b>(4,823,900)</b>	<b>(1,924,031)</b>
Taxation	3	-	-
<b>Deficit for the year</b>		<b>(4,823,900)</b>	<b>(1,924,031)</b>
<b>Other comprehensive income for the year</b>		<b>-</b>	<b>-</b>
<b>Total comprehensive income for the year and transferred to General Fund</b>		<b>(4,823,900)</b>	<b>(1,924,031)</b>

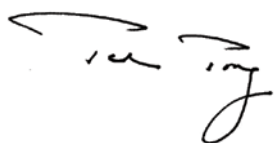


# Statement of Financial Position

At 31 December 2011

		2011	2010
	Note	HK\$	HK\$
<b>Non-current assets</b>			
Property, plant and equipment	4	<u>1,568,150</u>	<u>185,585</u>
<b>Current assets</b>			
Inventories	5	<b>1,111,199</b>	1,013,925
Registered program fees receivable	6	<b>274,000</b>	821,000
Deposits, prepayments and other debtors		<b>1,505,558</b>	1,133,504
Pledged deposits		<b>820,028</b>	-
Bank balances and cash		<u><b>34,986,026</b></u>	<u>39,143,165</u>
		<u><b>38,696,811</b></u>	<u>42,111,594</u>
<b>Current liabilities</b>			
Certification and license fees payable		<b>1,250,544</b>	1,104,832
Examination invigilation fees payable		<b>254,547</b>	251,170
Accruals and receipts in advance		<u><b>8,940,779</b></u>	<u>7,875,228</u>
		<u><b>10,445,870</b></u>	<u>9,231,230</u>
<b>Net current assets</b>		<u><b>28,250,941</b></u>	<u>32,880,364</u>
<b>NET ASSETS</b>		<u><u><b>29,819,091</b></u></u>	<u><u>33,065,949</u></u>
<b>Funds</b>			
Building Fund		<b>7,538,900</b>	5,961,858
General Fund		<u><b>22,280,191</b></u>	<u>27,104,091</u>
<b>TOTAL FUNDS</b>		<u><u><b>29,819,091</b></u></u>	<u><u>33,065,949</u></u>

Approved and authorised for issue by the Board of Directors on 6 August 2012



**Pong Po Lam Paul**

Chairman



**Lam Pui Chaun Keith**

Vice Chairman (Finance & Administration)

# Statement of Changes in Funds

Year ended 31 December 2011

	Building Fund	General Fund	Total
	HK\$	HK\$	HK\$
	(Note)		
At 1 January 2010	4,598,672	29,028,122	33,626,794
Contribution received	1,363,186	-	1,363,186
Deficit for the year and total comprehensive income for the year	-	(1,924,031)	(1,924,031)
At 31 December 2010	<u>5,961,858</u>	<u>27,104,091</u>	<u>33,065,949</u>
At 1 January 2011	5,961,858	27,104,091	33,065,949
Contribution received	1,577,042	-	1,577,042
Deficit for the year and total comprehensive income for the year	-	(4,823,900)	(4,823,900)
<b>At 31 December 2011</b>	<b><u>7,538,900</u></b>	<b><u>22,280,191</u></b>	<b><u>29,819,091</u></b>

Note: The Building Fund shall be used by the Institute for the sole purpose of purchase of real property for the use of the Institute and all incidental costs of fitting, equipping, renovating and improving the real property purchased.

# Statement of Cash Flows

Year ended 31 December 2011

		2011	2010
	Note	HK\$	HK\$
<b>OPERATING ACTIVITIES</b>			
Cash used in operations	8	<u>(3,370,452)</u>	<u>(2,659,506)</u>
<b>INVESTING ACTIVITIES</b>			
Interest received		253,909	92,288
Purchase of property, plant and equipment		<u>(1,797,610)</u>	<u>(138,847)</u>
<b>Net cash used in investing activities</b>		<u>(1,543,701)</u>	<u>(46,559)</u>
<b>FINANCING ACTIVITIES</b>			
Contributions to Building Fund received		1,577,042	1,363,186
Increase in pledged deposits		<u>(820,028)</u>	<u>-</u>
<b>Net cash from financing activities</b>		<u>757,014</u>	<u>1,363,186</u>
<b>Net decrease in cash and cash equivalents</b>		<u>(4,157,139)</u>	<u>(1,342,879)</u>
<b>Cash and cash equivalents at beginning of year</b>		<u>39,143,165</u>	<u>40,486,044</u>
<b>Cash and cash equivalents at end of year, represented by bank balances and cash</b>		<u><u>34,986,026</u></u>	<u><u>39,143,165</u></u>

# Notes to the Financial Statements

Year ended 31 December 2011

## CORPORATE INFORMATION

The Institute of Financial Planners of Hong Kong Limited is a professional self-regulatory organisation incorporated in Hong Kong. The Institute's registered office is located at 13th Floor, Causeway Bay Plaza 2, 463-483 Lockhart Road, Hong Kong. The principal activities of the Institute are the promotion of personal financial planning and the certification of the CERTIFIED FINANCIAL PLANNER<sup>CM</sup> and CFP<sup>CM</sup> marks in Hong Kong.

## 1. PRINCIPAL ACCOUNTING POLICIES

### Basis of preparation

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRS"), which collective term includes all applicable Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKAS") and Interpretations issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the Hong Kong Companies Ordinance.

These financial statements have been prepared on a basis consistent with the accounting policies adopted in the 2010 financial statements except for the adoption of the following new / revised HKFRSs effective from the current year that are relevant to the Institute. A summary of the principal accounting policies adopted by the Institute is set out below.

#### HKAS 24 (Revised) - *Related Party Disclosures*

HKAS 24 was revised to include a new definition of related party and to provide a partial exemption from the disclosure requirements in relation to related party transactions and outstanding balances, including commitments, with:

- (a) a government that has control, joint control or significant influence over the reporting entity; and
- (b) another entity that is a related party because the same government has control, joint control or significant influence over both the reporting entity and the other entity.

The Institute adopted the new definition in its accounting policies but such adoption does not have an effect on the disclosures made in the financial statements.

Improvements to HKFRSs 2010 - *Improvements to HKFRSs 2010*

The improvements comprise a number of improvements to Standards including the following that are considered to be relevant to the Institute:

Amendments to HKAS 1 (Revised):

*Presentation of Financial Statements:*

*Clarification of statement of changes in equity*

The Amendments clarify that the reconciliation of each components of other comprehensive income may be presented either in the statement of changes in equity or in the notes to the financial statements. The Institute has decided to continue presenting the reconciliation on the face of the statement of changes in funds.

### Basis of measurement

The measurement basis used in the preparation of the financial statements is historical cost.

### Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses. The cost of an item of property, plant and equipment comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Repairs and maintenance are charged to the profit or loss during the year in which they are incurred.

Depreciation is provided to write off the cost less accumulated impairment losses of property, plant and equipment over their estimated useful lives as set out below from the date on which they are available for use and after taking into account their estimated residual values, using the straight-line method, at the following rates per annum. Where parts of an item of property, plant and equipment have different useful lives, the cost or valuation of the item is allocated on a reasonable basis and depreciated separately:

Office equipment	33 1/3%
Computer equipment	33 1/3%
Leasehold improvement	Over the existing office lease term
Furniture and fixtures	Over the existing office lease term

## Financial instruments

### Recognition and derecognition

Financial assets and financial liabilities are recognised when the Institute becomes a party to the contractual provisions of the instruments and on a trade date basis.

A financial asset is derecognised when and only when (i) the Institute's contractual rights to future cash flows from the financial asset expire or (ii) the Institute transfers the financial asset and the Institute has transferred substantially all the risks and rewards of ownership of the financial asset. A financial liability is derecognised when and only when the liability is extinguished, that is, when the obligation specified in the relevant contract is discharged, cancelled Institute.

### Loans and receivables

Loans and receivables including trade and other receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are not held for trading. They are measured at amortised cost using the effective interest method, except where receivables are interest-free loans and without any fixed repayment term or the effect of discounting would be insignificant. In such case, the receivables are stated at cost less impairment loss. Amortised cost is calculated by taking into account any discount or premium on acquisition, over the year to maturity. Gains and losses arising from derecognition, impairment or through the amortisation process are recognised in the profit or loss.

### Impairment of financial assets

At each end of the reporting period, the Institute assesses whether there is objective evidence that financial assets are impaired. The impairment loss of financial assets carried at amortised cost is measured as the difference between the assets' carrying amount and the present value of estimated future cash flow discounted at the financial asset's original effective interest rate. Such impairment loss is reversed in subsequent periods through profit or loss when an increase in the asset's recoverable amount can be related objectively to an event occurring after the impairment was recognised, subject to a restriction that the carrying amount of the asset at the date the impairment is reversed does not exceed what the

amortised cost would have been had the impairment not been recognised.

### Financial liabilities

The Institute's financial liabilities include trade and other payables, bank loans and other borrowings and obligations under finance leases. All financial liabilities except for derivatives are recognised initially at their fair value and subsequently measured at amortised cost, using effective interest method, unless the effect of discounting would be insignificant, in which case they are stated at cost.

## Cash equivalents

For the purpose of statement of cash flows, cash equivalents represent short-term highly liquid investments which are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, net of bank overdrafts.

## Revenue recognition

Revenue is recognised when it is probable that the economic benefits will flow to the Institute and when the revenue and costs, if applicable, can be measured reliably and on the following bases.

Income from certification, membership and examinations is recognised upon completion of service provided.

Registered program fees are recognised when the Institute's rights to receive payment have been established.

Income from workshops, seminars, conferences, expo and annual events is recognised in the period when activities are held.

Income from sales of textbook is recognised when goods are delivered and title has passed.

Interest income from financial asset is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable.

## Foreign currency translation

Items included in the Institute's financial statements are measured using the currency of the primary economic environment in which the Institute operates ("functional currency").

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing

at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

### **Inventories**

Inventories are stated at the lower of cost and net realisable value. Cost, which comprises all costs of purchase and, where applicable, cost of conversion and other costs that have been incurred in bringing the inventories to their present location and condition, is calculated using the first in, first out method. Net realisable value represents the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

### **Impairment of non-financial assets**

At each end of the reporting period, the Institute reviews internal and external sources of information to determine whether its property, plant and equipment have suffered an impairment loss or impairment loss previously recognised no longer exists or may be reduced. If any such indication exists, the recoverable amount of the asset is estimated, based on the higher of its fair value less costs to sell and value in use. Where it is not possible to estimate the recoverable amount of an individual asset, the Institute estimates the recoverable amount of the smallest group of assets that generates cash flows independently (i.e. cash-generating unit).

If the recoverable amount of an asset or a cash-generating unit is estimated to be less than its carrying amount, the carrying amount of the asset or cash-generating unit is reduced to its recoverable amount. Impairment losses are recognised as an expense immediately.

A reversal of impairment loss is limited to the carrying amount of the asset or cash-generating unit that would have been determined had no impairment loss been recognised in prior years. Reversal of impairment loss is recognised as income in the period in which it arises.

### **Leases**

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Rentals payable under operating leases are charged to profit or loss on a straight-line basis over the term of the relevant lease.

Lease incentives are recognised in the profit or loss as an integral part of the net consideration agreed for the use of the leased asset. Contingent rentals are recognised as expenses in the accounting period in which they are incurred.

### **Defined contribution plans**

The obligations for contributions to defined contribution retirement scheme are recognised as an expense in the profit or loss as incurred and are reduced by contributions forfeited by those employees who leave the scheme prior to vesting fully in the contributions. The assets of the scheme are held separately from those of the Institute in an independently administered fund.

### **Taxation**

The charge for current income tax is based on the results for the year as adjusted for items that are non-assessable or disallowed. It is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is provided, using the liability method, on all temporary differences at the end of the reporting period between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, any deferred tax arising from initial recognition of goodwill; or other asset or liability in a transaction other than a business combination that at the time of the transaction affects neither the accounting profit nor taxable profit or loss is not recognised.

The deferred tax liabilities and assets are measured at the tax rates that are expected to apply to the period when the asset is recovered or the liability is settled, based on tax rates and tax laws that have been enacted or substantively enacted at the end of the reporting period.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the deductible temporary differences, tax losses and credits can be utilised.

### **Future changes in HKFRS**

At the date of authorisation of these financial statements, the HKICPA has issued a number of new / revised HKFRS that are not yet effective for the current year, which Institute has not early adopted. The directors do not anticipate that the adoption of these new HKFRS in future periods will have any material impact on the results of the Institute.



## 2. DEFICIT BEFORE TAX

	2011	2010
<b>This is stated after charging:</b>	<b>HK\$</b>	<b>HK\$</b>
Auditors' remuneration	-	-
Contributions to a defined contribution plan	<b>295,445</b>	287,270
Cost of inventories	<b>526,118</b>	614,848
Operating lease charges on premises	<b>2,371,550</b>	1,580,254

### Directors' emoluments

Directors' emoluments disclosed pursuant to Section 161 of the Hong Kong Companies Ordinances are as follows:

	2011	2010
<b>Directors' emoluments</b>	<b>HK\$</b>	<b>HK\$</b>
Fees	-	-
Other emoluments	-	-

## 3. TAXATION

Hong Kong Profits Tax for current year has not been provided as the Institute incurred a loss for taxation purposes.

The Institute is engaging in a tax dispute with the Inland Revenue Department regarding the question whether annual subscription fees received from its ordinary members for the financial years 2002 to 2008 are subject to Hong Kong Profits Tax. Up to the end of the reporting period, the Institute has purchased Tax Reserve Certificate of HK\$1,710,515

for a conditional holdover of the tax in dispute with the Inland Revenue Department.

The directors consider that the Institute has valid grounds for claiming that the annual subscription fees received are not taxable; however, in preparing the financial statements of the Institute for the year ended 31 December 2011, the potential tax liability of this tax dispute has been fully accounted for on a prudence basis.

### Reconciliation of tax expense

	2011	2010
	<b>HK\$</b>	<b>HK\$</b>
Deficit before tax	<b>(4,823,900)</b>	(1,924,032)
Income tax at applicable tax rate of 16.5% (2010: 16.5%)	<b>(795,944)</b>	(317,465)
Tax exempt revenue	<b>(41,895)</b>	(15,228)
Unrecognised tax loss	<b>962,490</b>	352,707
Unrecognised temporary differences	<b>(124,651)</b>	(20,014)
Tax expense for the year	<b>-</b>	-

The applicable tax rate is the Hong Kong profits tax rate of 16.5% (2010: 16.5%).

#### 4. PROPERTY, PLANT AND EQUIPMENT

	Office equipment	Computer equipment	Leasehold improvement	Furniture and fixtures	Total
	HK\$	HK\$	HK\$	HK\$	HK\$
Reconciliation of carrying amount – year ended 31 December 2010					
At beginning of year	9,617	111,090	-	-	120,707
Additions	10,500	121,022	-	7,325	138,847
Depreciation	(5,657)	(67,774)	-	(538)	(73,969)
At end of the reporting period	14,460	164,338	-	6,787	185,585
<b>Reconciliation of carrying amount – year ended 31 December 2011</b>					
At beginning of year	14,460	164,338	-	6,787	185,585
Additions	-	92,498	1,363,787	341,325	1,797,610
Depreciation	(7,045)	(99,889)	(244,498)	(63,613)	(415,045)
<b>At end of the reporting period</b>	<b>7,415</b>	<b>156,947</b>	<b>1,119,289</b>	<b>284,499</b>	<b>1,568,150</b>
At 1 January 2011					
Cost	525,552	1,217,249	668,500	243,620	2,654,921
Accumulated depreciation	(511,092)	(1,052,911)	(668,500)	(236,833)	(2,469,336)
	14,460	164,338	-	6,787	185,585
<b>At 31 December 2011</b>					
Cost	19,350	307,080	1,363,787	348,650	2,038,867
Accumulated depreciation	(11,935)	(150,133)	(244,498)	(65,151)	(470,717)
	<b>7,415</b>	<b>156,947</b>	<b>1,119,289</b>	<b>284,499</b>	<b>1,568,150</b>

## 5. INVENTORIES

	2011	2010
	HK\$	HK\$
Souvenirs and text books for sale	<b>1,111,199</b>	1,013,925

## 6. REGISTERED PROGRAM FEES RECEIVABLE

	2011	2010
	HK\$	HK\$
Registered program fees receivable	<b>274,000</b>	821,000

The Institute's registered program fees receivable included debtors with carrying amount of HK\$129,000 (2010: HK\$547,500), which were past due at the end of the reporting period and no impairment has been made as all of the registered program fees receivable balance have been subsequently settled.

## 7. DEFERRED TAXATION

Unrecognised deferred tax assets arising from

	2011	2010
	HK\$	HK\$
Deductible temporary differences	-	679,194
Tax losses	<b>2,504,133</b>	2,137,616
At the end of the reporting period	<b>2,504,133</b>	2,816,810

Both the tax losses and the deductible temporary differences do not expire under current tax legislation. Deferred tax assets have not been recognised in respect of these items because it is not probable that future taxable profit will be available against which the Institute can utilise the benefits therefrom.

## 8. CASH USED IN OPERATIONS

	2011	2010
	HK\$	HK\$
Deficit before tax	(4,823,900)	(1,924,031)
Depreciation	415,045	73,969
Interest income	(253,909)	(92,288)
Changes in working capital:		
Inventories	(97,274)	225,545
Registered program fees receivable	547,000	(418,500)
Deposits, prepayments and other debtors	(372,054)	(56,115)
Certification and license fees payable	145,712	154,577
Book royalty fees payable	-	(1,755,292)
Examination invigilation fees payable	3,377	251,170
Accruals and receipts in advance	1,065,551	881,459
<b>Cash used in operations</b>	<b>(3,370,452)</b>	<b>(2,659,506)</b>

## 9. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Institute's principal financial instruments comprise fees receivables and payables, cash and bank deposits. The main purpose of these financial instruments is to raise and maintain finance for the Institute's operations.

The main risk arising from the Institute's financial instruments is liquidity risk and credit risk. The Institute does not have any written risk management policies and guidelines. However, the directors generally adopts conservative strategies on its risk management and limits the Institute's exposure to these risks to a minimum.

### Liquidity risk

The Institute's objective is to maintain a balance between continuity of funding and flexibility. The maturity profile of the Institute financial liabilities at the end of the reporting period based on contractual undiscounted payments are summarised below:

	On demand	Within 1 month	1-3 months	Total
	HK\$	HK\$	HK\$	HK\$
<b>Year ended 31 December 2011</b>				
Certification and license fees payable	-	1,250,544	-	1,250,544
Examination invigilation fees payable	-	254,547	-	254,547
Accrued expenses	187,194	62,801	739,484	989,479
	<b>187,194</b>	<b>1,567,892</b>	<b>739,484</b>	<b>2,495,570</b>

	On demand	Within 1 month	1-3 months	Total
	HK\$	HK\$	HK\$	HK\$
<b>Year ended 31 December 2010</b>				
Certification and license fees payable	-	1,104,832	-	1,104,832
Examination invigilation fees payable	-	251,170	-	251,170
Accrued expenses	37,194	254,584	950,000	1,241,778
	<u>37,194</u>	<u>1,610,586</u>	<u>950,000</u>	<u>2,597,780</u>

### Credit risk

The Institute deals only with recognised, creditworthy third parties. Receivable balances are monitored on an ongoing basis with the result that the Institute's exposure to bad debts is not significant.

The Institute's exposure to credit risk is influenced mainly by the individual characteristics of each counter party. At the end of the reporting period, the Institute had a concentration of credit risk as 86% (2010: 94%) of the total receivables was due from the Institute's five largest customers.

### Fair values

All financial instruments are carried at amounts not materially different from their fair values as at 31 December 2011 and 2010.

The carrying value less impairment provision of receivables and payables are assumed to approximate their fair values. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Institute for similar financial instruments.

## 10. FUND MANAGEMENT

The total funds of the Institute comprise the Building Fund and the General Fund. The objectives of the Institute's capital management are to safeguard the Institute's ability to continue as a going concern in promoting the CFP certification and reinforcing the standards in financial planning. No changes were made in the objectives, policies or processes of fund management during the years ended 31 December 2011 and 2010.

## 11. COMMITMENTS UNDER OPERATING LEASES

At the end of the reporting period, the Institute had total future minimum lease payments under non-cancellable operating leases, which are payable as follows:

	2011	2010
	HK\$	HK\$
Within one year	1,584,378	1,036,204
In the second to fifth years inclusive	1,869,425	-
	<u>3,453,803</u>	<u>1,036,204</u>

## 12. PLEDGE OF ASSETS

The Institute has pledged its bank deposits with a net book value of approximately HK\$820,000 (2010: Nil) for procuring a continuous bank guarantee in favour of a third party in respect of a tenancy agreement for the existing office premises signed with the same third party.



