

December 2009 CFP^{CM} Certification Examination

Paper 1 – Insurance and Retirement Planning

Summary Statistics

Paper 1 of the CFP^{CM} Certification Examination was held in the morning on 12 December, 2009 in Hong Kong. We are pleased to provide summary statistics of this examination paper in relation to the pass rate, examination information and candidates' profile.

Specific details are as follows:

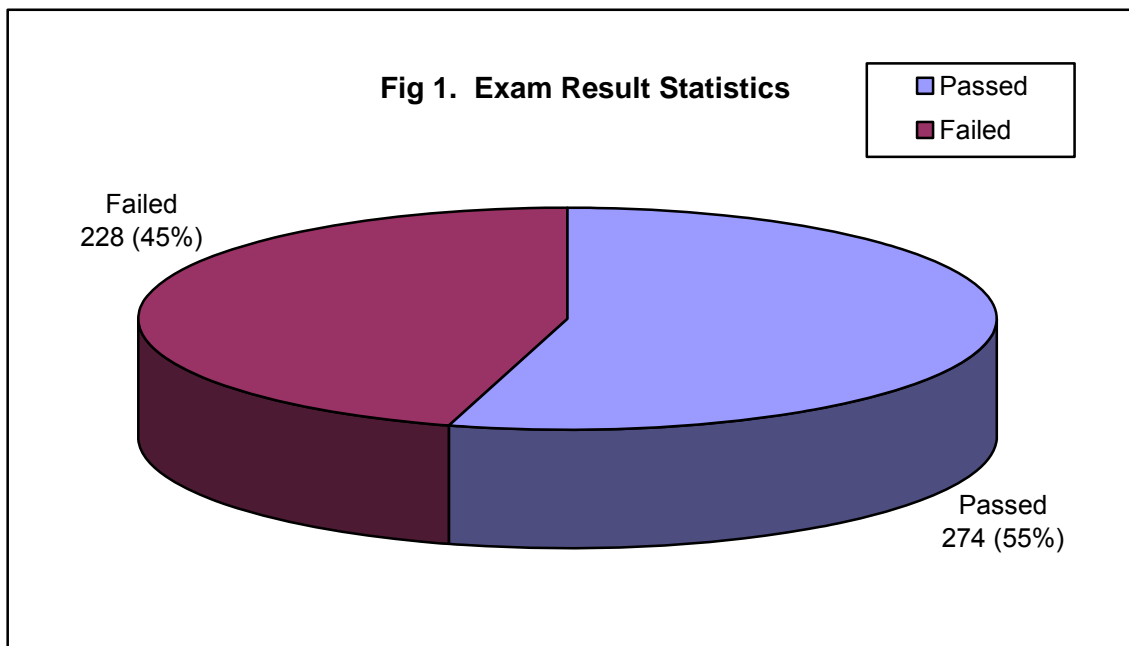
- 1 Pass rate
- 2 Examination information
 - 2.1 Distribution of questions by topic areas
 - 2.2 Distribution of candidates by examination language
- 3 Candidates Profile
 - 3.1 New/Retake
 - 3.2 Path
 - 3.3 Gender
 - 3.4 Age
 - 3.5 Industry
 - 3.6 Years of Experience in Financial Services Industry

1. Pass Rate

502 candidates completed the examination. 274 candidates passed the examination.

Table 1. Examination Result Statistics

| Result | No. of Candidates | % |
|--------------|-------------------|---------------|
| Passed | 274 | 54.58 |
| Failed | 228 | 45.42 |
| Total | 502 | 100.00 |

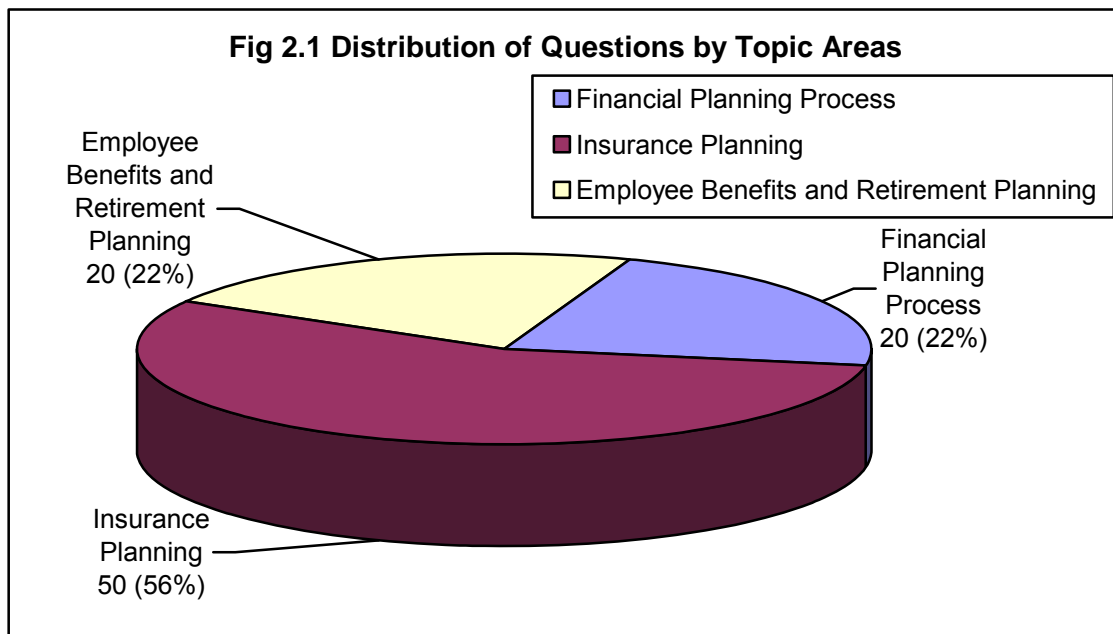


2. Examination Information

The examination questions comprise a wide range of questions from three main subject areas. All questions carry equal points.

Table 2.1. Distribution of Questions by Topic Areas

| Topic Area | No. of Questions | % |
|---|------------------|---------------|
| Financial Planning Process | 20 | 22.22 |
| Insurance Planning | 50 | 55.56 |
| Employee Benefits and Retirement Planning | 20 | 22.22 |
| Total | 90 | 100.00 |

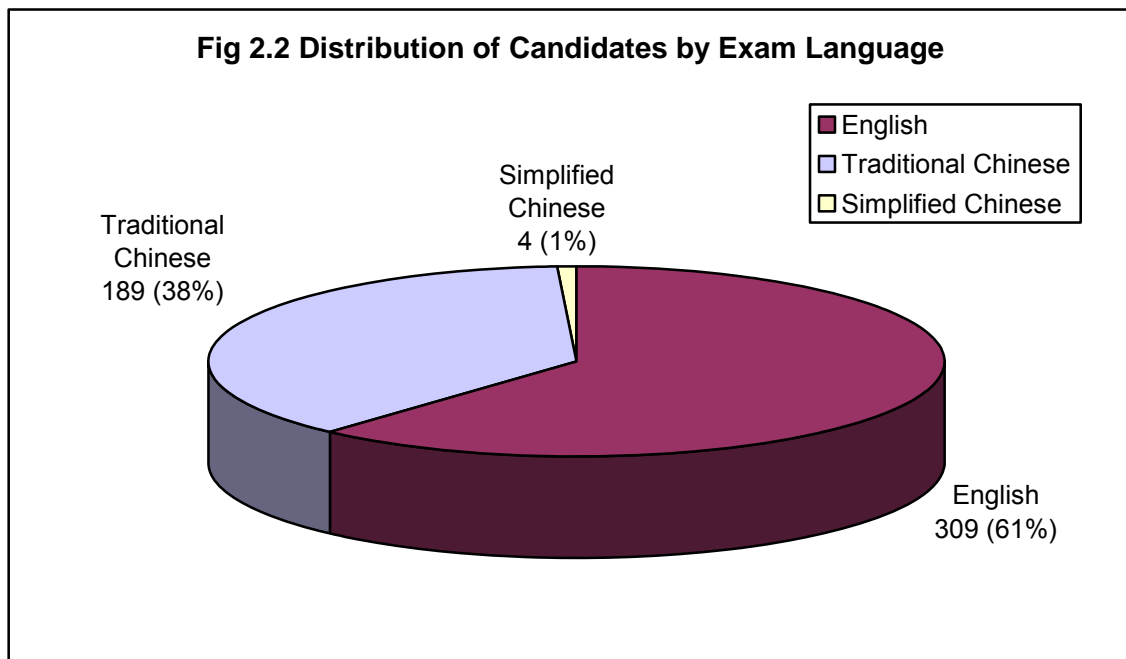


2. Examination Information

Out of the 502 candidates, 309 candidates took the English version, 189 candidates took the Traditional Chinese version and 4 candidates took the Simplified Chinese version of the examination.

Table 2.2. Distribution of Candidates by Examination Language

| Language | No. of Candidates | % |
|---------------------|-------------------|---------------|
| English | 309 | 61.55 |
| Traditional Chinese | 189 | 37.65 |
| Simplified Chinese | 4 | 0.80 |
| Total | 502 | 100.00 |



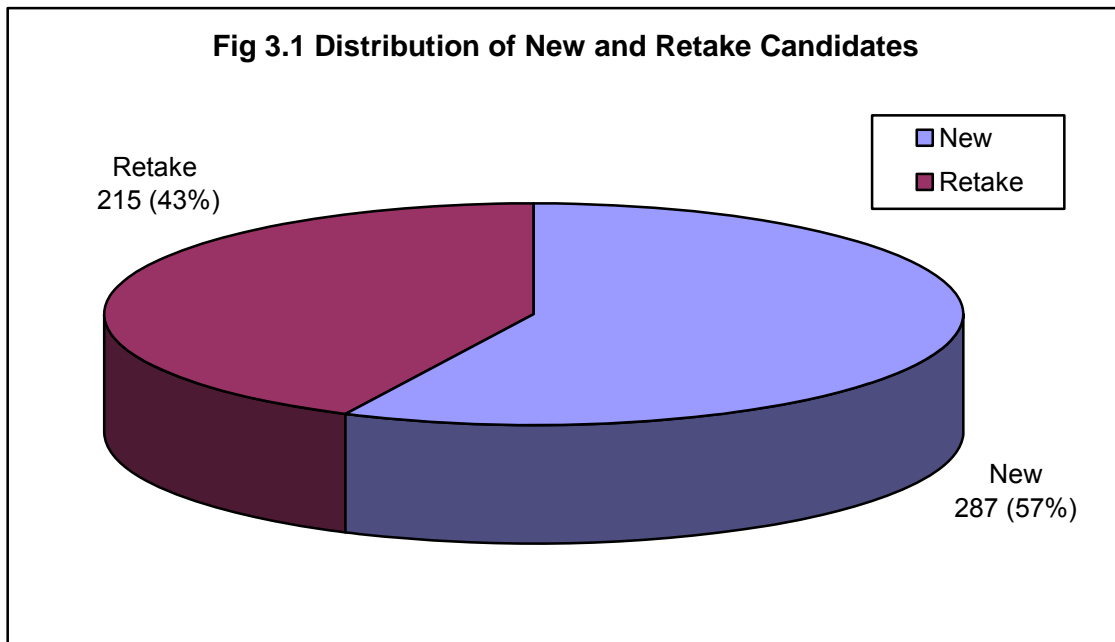
3. Candidates Profile

Out of the 502 candidates, 287 candidates sat the examination the first time and 215 candidates had attempted the examination before.

Table 3.1. Distribution of New and Retake Candidates

| Type | No. of Candidates | % |
|--------------|-------------------|---------------|
| New | 287 | 57.17 |
| Retake | 215 | 42.83 |
| Total | 502 | 100.00 |

Fig 3.1 Distribution of New and Retake Candidates



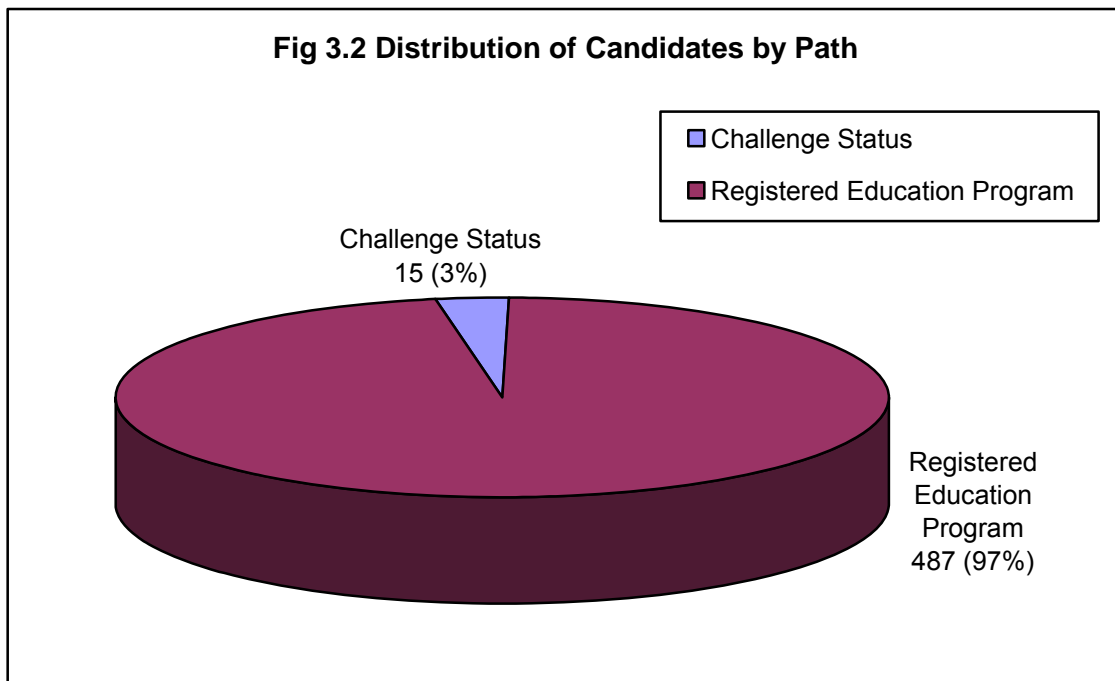
3. Candidates Profile

Out of the 502 candidates, 487 candidates had completed the registered education program. The other 15 were challenge status candidates.

Table 3.2. Distribution of Candidates by Path

| Path | No. of Candidates | % |
|------------------------------|-------------------|---------------|
| Registered Education Program | 487 | 97.01 |
| Challenge Status | 15 | 2.99 |
| Total | 502 | 100.00 |

Fig 3.2 Distribution of Candidates by Path

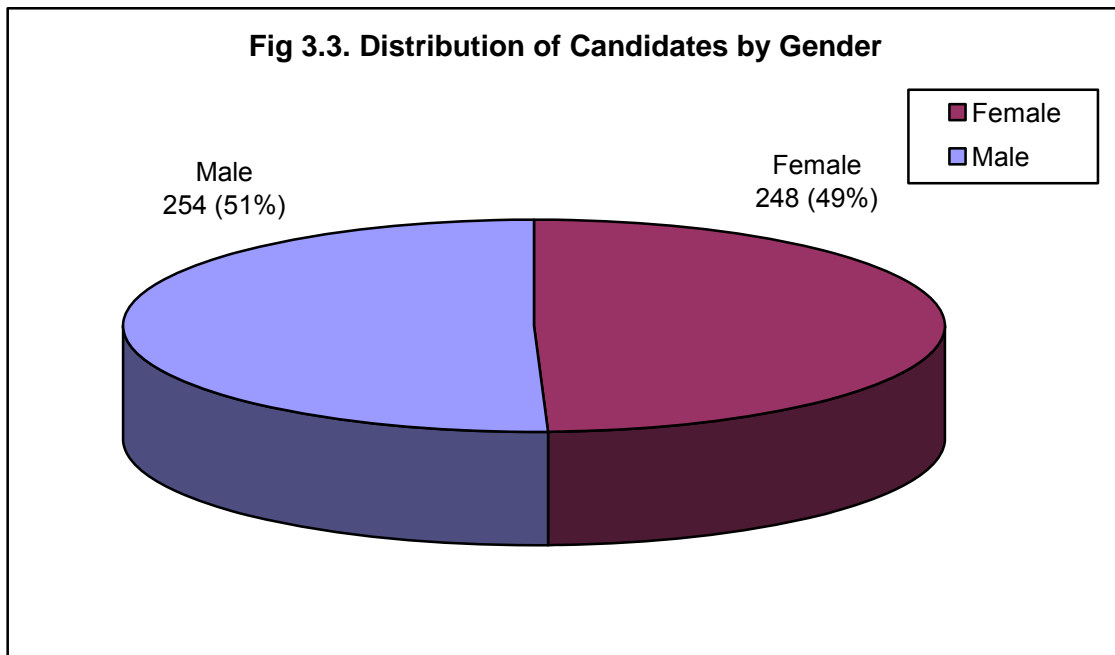


3. Candidates Profile

Out of the 502 candidates, 248 candidates were female and 254 candidates were male.

Table 3.3. Distribution of Candidates by Gender

| Gender | No. of Candidates | % |
|--------------|-------------------|---------------|
| Female | 248 | 49.40 |
| Male | 254 | 50.60 |
| Total | 502 | 100.00 |

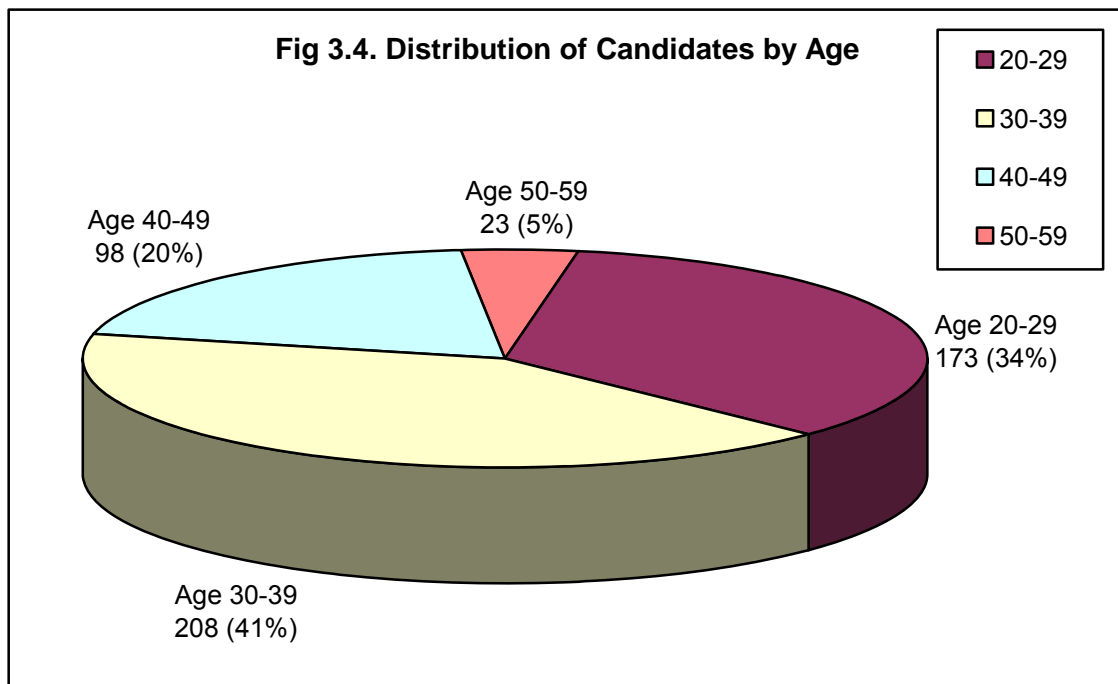


3. Candidates Profile

Out of the 502 candidates, 34% were in the age range of 20-29, 41% were in the age range of 30-39, and 25% were 40 years old or above.

Table 3.4. Distribution of Candidates by Age

| Age | No. of Candidates | % |
|--------------|-------------------|---------------|
| <20 | 0 | 0.00 |
| 20-29 | 173 | 34.46 |
| 30-39 | 208 | 41.44 |
| 40-49 | 98 | 19.52 |
| 50-59 | 23 | 4.58 |
| ≥60 | 0 | 0.00 |
| Total | 502 | 100.00 |

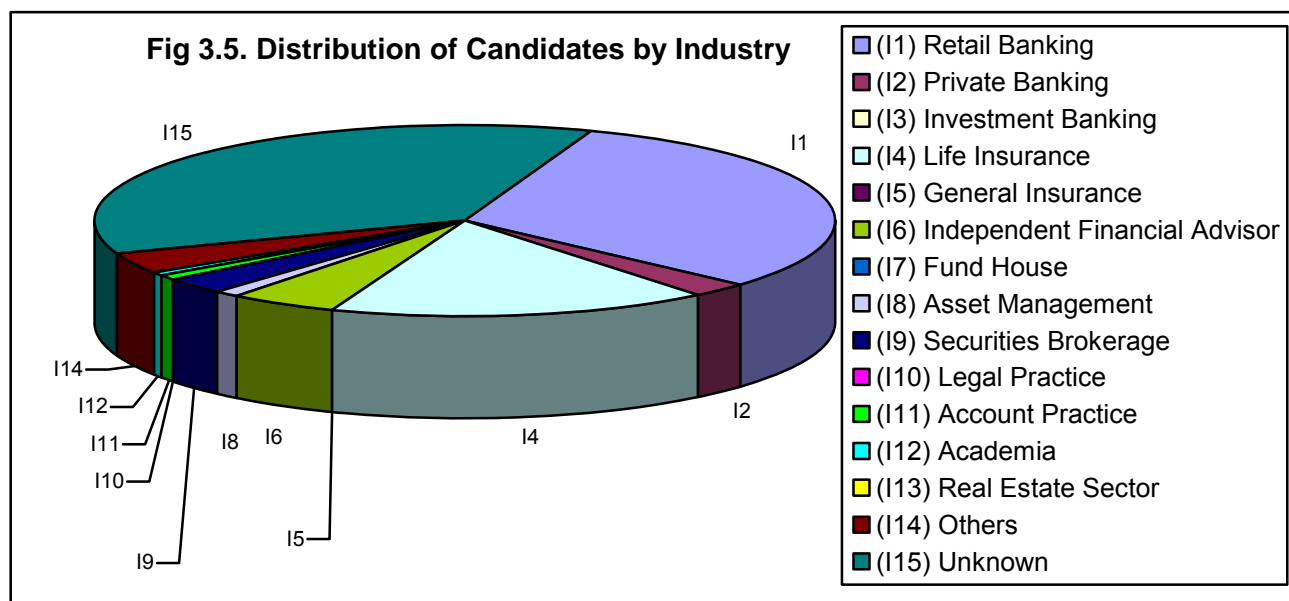


3. Candidates Profile

The 502 candidates came from many different industries and the majority came from retail banking.

Table 3.5. Distribution of Candidates by Industry

| Industry | No. of Candidates | % |
|------------------------------------|-------------------|---------------|
| (I1) Retail Banking | 156 | 31.08 |
| (I2) Private Banking | 13 | 2.59 |
| (I3) Investment Banking | 0 | 0.00 |
| (I4) Life Insurance | 83 | 16.53 |
| (I5) General Insurance | 1 | 0.20 |
| (I6) Independent Financial Advisor | 23 | 4.58 |
| (I7) Fund House | 0 | 0.00 |
| (I8) Asset Management | 5 | 1.00 |
| (I9) Securities Brokerage | 14 | 2.79 |
| (I10) Legal Practice | 1 | 0.20 |
| (I11) Account Practice | 4 | 0.80 |
| (I12) Academia | 2 | 0.40 |
| (I13) Real Estate Sector | 0 | 0.00 |
| (I14) Others | 19 | 3.78 |
| (I15) Unknown | 181 | 36.05 |
| Total | 502 | 100.00 |



3. Candidates Profile

Out of the 502 candidates, 48% had less than 6 years of experience in the financial services industry while about 24% had more than 10 years of experience.

Table 3.6. Distribution of Candidates by Years of Experience in Financial Services Industry

| Years of Experience in Financial Services Industry | No. of Candidates | % |
|--|-------------------|---------------|
| 0 | 1 | 0.20 |
| 1-5 | 239 | 47.61 |
| 6-10 | 114 | 22.71 |
| 11-15 | 67 | 13.34 |
| 16-20 | 34 | 6.77 |
| 21-25 | 12 | 2.39 |
| 26-30 | 5 | 1.00 |
| >30 | 1 | 0.20 |
| unknown | 29 | 5.78 |
| Total | 502 | 100.00 |

