

FPAM



Annual Report 2015



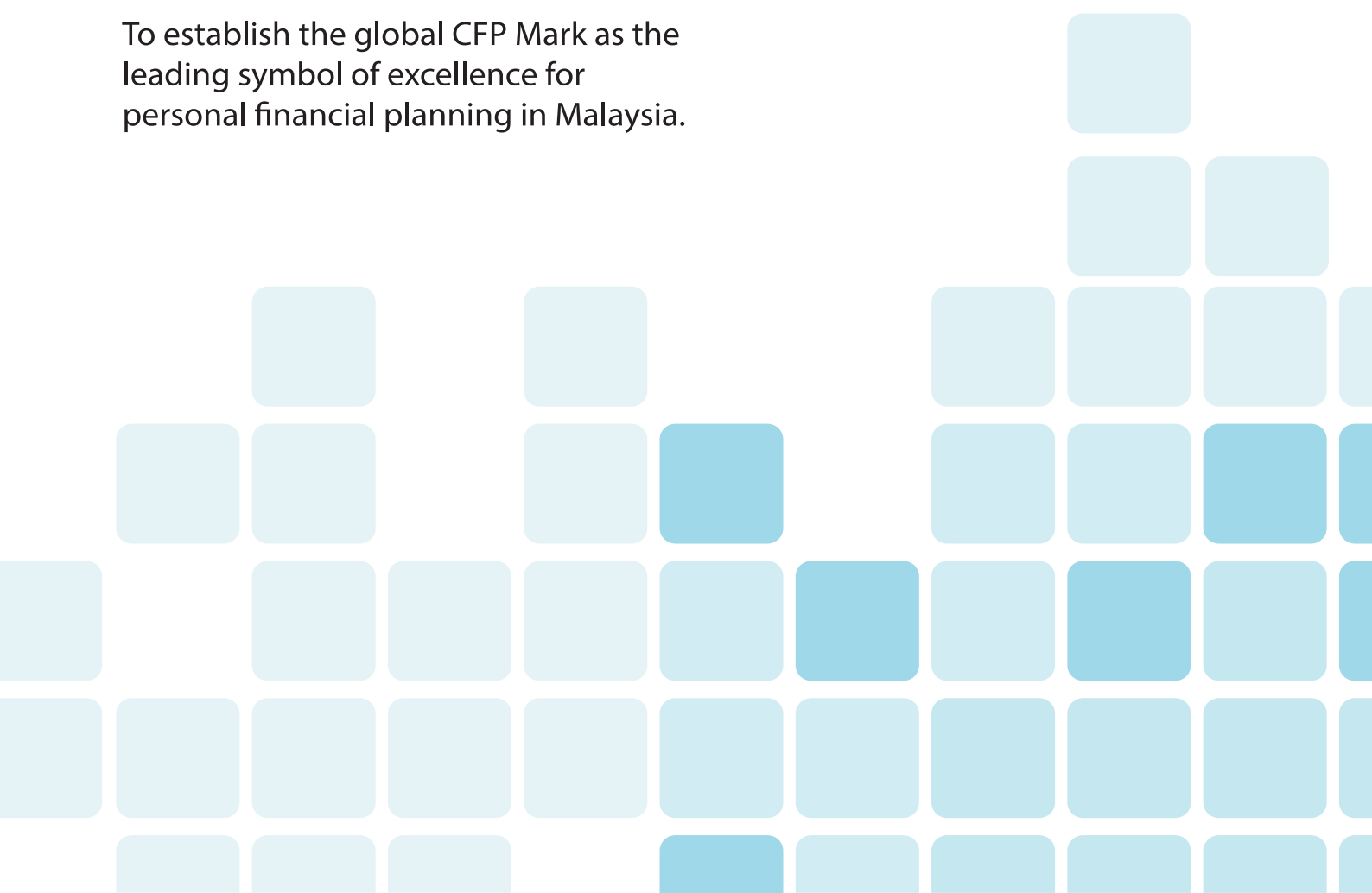


Vision

To establish financial planning as a recognized profession through the promotion of excellence in financial planning for the benefit of all Malaysians.

Mission

To establish the global CFP Mark as the leading symbol of excellence for personal financial planning in Malaysia.





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NOTICE IS HEREBY GIVEN that the 16th Annual General Meeting of the Financial Planning Association of Malaysia (FPAM) will be held at Dewan Berjaya, Bukit Kiara Equestrian & Country Resort, Jalan Bukit Kiara, Off Jalan Damansara, 60000 Kuala Lumpur on Saturday, 25 June 2016 at 11.00 a.m. for the following purposes:

1. To receive the President's Statement and Board of Governor's report on the activities of the Association for the year ending 31 December 2015
2. To receive the audited accounts of the Association for the year ending 31 December 2015
3. To re-appoint Baker Tilly Monteiro Heng as the auditors and to authorize the Board to determine their remuneration
4. To consider and if thought fit, pass the following Resolutions:-

Resolution 4.1

THAT the Constitution of the Association be altered by having six (6) categories of members of the Association:

3.2 There shall be six (6) categories of members of the Association:

- (i) Certified Member - shall be open to all individuals who are:
 - a) Certified Financial Planner (CFP) professionals
 - b) those who hold both Certified Financial Planner (CFP) mark and the Islamic Financial Planner (IFP) Certification.
- (ii) iCertified Member - shall be open to all individuals who are qualified Islamic Financial Planner (IFP) licensee.
- (iii) Associate Member - shall be open to all individuals who are Associate Financial Planner (AFP) licensee
- (iv) Trade Member - shall be open to all students who are pursuing either, the Certified Financial Planner (CFP), AFP or IFP programmes sanctioned by the Association.
- (v) Corporate Member - shall be open to all firms, companies institutions and associations dealing with financial planning services, financial products and/or related services in the financial sectors.
- (vi) Charter Member - shall be open to all firms, companies institutions and associations dealing with financial planning services, financial products and or related services in the financial sectors that are willing to opt for this type of membership.

Resolution 4.2

THAT the Constitution of the Association be altered to include annual subscription fee payable for iCertified members as follows:

Notice of Annual General Meeting (cont'd)

4.1 The annual subscription fee payable shall be as follows:

<u>Type of Membership</u>	<u>Fee payable</u>
<u>Certified Member</u> Annual Subscription	RM250.00 (Ringgit Malaysia Two Hundred and Fifty only)
<u>iCertified Member</u> Annual Subscription	RM200.00 (Ringgit Malaysia Two Hundred only)
<u>Associate Member</u> Annual Subscription	RM150.00 (Ringgit Malaysia One Hundred and Fifty only)
<u>Trade Member</u> Annual Subscription	RM50.00 (Ringgit Malaysia Fifty only)
<u>Corporate Member</u> Annual Subscription	RM1,000.00 (Ringgit Malaysia One Thousand only)
<u>Charter Member</u> Sponsored sum	RM30,000.00 (Ringgit Malaysia Thirty Thousand only)
Annual Subscription	RM2,000.00 (Ringgit Malaysia Two Thousand only)

Resolution 4.3

THAT the Constitution of the Association be altered to amend Clause 7.4 to as follows:

7.4 iCertified Members are allocated two iCertified seats on the Board. Members with dual certification (CFP & IFP) may choose to hold office under the Certified or iCertified allocation.

Resolution 4.4

THAT the Constitution of the Association be altered whereby the former Clause 7.4 is now Clause 7.5.

7.5 Representatives of the public (who need not be Certified Members of the Association) may be invited by the BOG to be members of the BOG. All members of the public so invited shall be on the BOG until the immediate next election of members of the BOG at an annual general meeting but may be re-appointed if so decided by the BOG. A representative of the public shall be an observer and does not have the right to vote at any general meeting of the Association or at any meeting of the BOG.

Notice of Annual General Meeting (cont'd)

Resolution 4.5

THAT the Constitution of the Association be altered to include iCertified members in the composition of the BOG as follows:

8.1 (i) The composition of the BOG shall be as follows: -

	<u>Min</u>	<u>Max</u>
Charter Member Representatives	2	9
Certified Members	2	9
iCertified Members	1	2
Public Representatives	0	4

(iii) The maximum number of members of the BOG shall be twenty four (24). The maximum vacancies need not be filled at all times.

Resolution 4.6

THAT the Constitution of the Association be altered whereby the President and the Deputy President must be held by Certified Members or those with both the CFP and IFP designations due to FPAM being an Affiliate Member of FPSB

8.2 The members of the BOG shall elect amongst themselves persons to hold the following positions on the BOG. The posts of President and Deputy President must be held by Certified Members or those with both the CFP and IFP designations due to FPAM being an Affiliate Member of FPSB

Resolution 4.7

THAT the Constitution of the Association be altered whereby members who retire pursuant thereto may offer themselves for re-election at the next election year.

8.5 A third (1/3) of the Certified/iCertified Members and Charter Members representatives who are members of the BOG shall retire biennially by rotation in the following order:-

- i. longest serving since last elected into the BOG;
- ii. when service periods are the same, retirement will be by poll of the BOG members; and
- iii. in the event that there is a tie in the number of votes polled, the President shall have the casting vote;

AND members who retire pursuant thereto may offer themselves for re-election at the next election year.

Resolution 4.8

THAT all clauses incorporating Certified Members to also include iCertified Members as they appear throughout the Constitution.

5. To transact any other ordinary business for which due notice shall have been given.

By Order of the Board

Paul Khoo Chuin Yuen
Honorary Secretary
Kuala Lumpur
Date: 3 June 2016

Notes:

Only Certified Members of the Association who have fully paid all fees payable in respect of their membership before the date of the Annual General Meeting are entitled to attend and vote at the Annual General Meeting. No proxies are allowed.

Board of Governors



Seated (L-R):

- 1). Mr Wong Loke Lim (*Honorary Treasurer*)
- 2). Mr Dennis Tan Yik Kuan (*Vice-President*)
- 3). Puan Sharifatul Hanizah Said Ali (*President*)
- 4). Mr Ismitz Matthew De Alwis (*Deputy President*)
- 5). Ms Elena Chuah Ai Ling (*Vice-President*)
- 6). Mr Paul Khoo Chuin Yuen (*Honorary Secretary*)

Standing (L-R)

- 1). Ms Linnet Lee (*CEO*)
- 2). Mr Kong Kim Heng (*Board Member*)
- 3). Ms Say Sok Kwan (*Board Member*)
- 4). Ms Eunice Chan Chun Hei (*Board Member*)
- 5). Mr Wong Boon Choy (*Advisor*)
- 6). Mr Nicholas Chu Chee Kiang (*Board Member*)
- 7). Ms Lor Ai Siew (*Board Member*)
- 8). Mr Steve Teoh Loon Heng (*Board Member*)
- 9). Puan Aida Daud (*Board Member*)

Not in photograph:

- 1). Mr U Chen Hock (*Board Member*)
- 2). Mr David D Mathew (*Board Member*)
- 3). Ms Tang Wee Hen (*Board Member*)

Board Attendance In Year 2015-2016



Board of Governors - Responsible for all policy matters affecting the Association and the profession		26 August 2015	21 November 2015	27 January 2016	30 March 2016	25 May 2016	Total
1	Sharifatul Hanizah Said Ali	●	●	●	●	●	5/5
2	Ismitz Matthew De Alwis	●	●	●	■	●	4/5
3	Dennis Tan Yik Kuan	●	●	■	■	●	3/5
4	Elena Chuah Ai Ling	■	●	●	■	●	3/5
5	Paul Khoo Chuin Yuen	●	●	■	●	●	4/5
6	Wong Loke Lim	●	●	●	●	●	5/5
7	U Chen Hock	■	■	■	●	■	1/5
8	Steve Teoh Loon Heng	●	●	●	●	●	5/5
9	Aida Md Daud	■	●	●	●	■	3/5
10	Lor Ai Siew	●	●	●	■	■	3/5
11	Eunice Chan Chun Hei	●	●	●	●	●	5/5
12	Nicholas Chu Chee Khiang	●	●	●	●	●	5/5
13	Kong Kim Heng	●	●	●	■	●	4/5
14	Say Sok Kwan	●	●	■	●	■	3/5
15	David D Mathew	■	■	■	●	■	1/5
16	Tang Wee Hen	■	■	■	●	●	2/5

● Present ■ Absent

Profiles of Board of Governors



PUAN SHARIFATUL HANIZAH SAID ALI CFP^{CERT}™ *President*

Puan Sharifatul Hanizah Said Ali joined Muamalat Invest Sdn Bhd (MISB) in October 2012 as its Chief Executive Officer. She was appointed as Executive Director of MISB on 17 December 2012 upon obtaining approval from the Securities Commission.

Puan Hanizah has 26 years of experience in the financial services industry. She began her career in the capital markets industry in 1988 with a bank backed broking house prior to joining Permodalan Nasional Berhad ("PNB") in 1991. She held several senior positions in PNB with roles and responsibilities in the Investment, Corporate Services and CEO's office. Her vast experience has spanned both the local institution and brief experiences through various work attachments overseas during her tenure at PNB. She has extensive and diverse experience encompassing the field of investment analysis, portfolio management, equity trading and unit trust business. She is currently a holder of the Securities Commission's Capital Markets Services Representative Licence for fund management, a Fellow of the Financial Services Institute of Australasia and a Certified Financial Planner certificant.

Puan Hanizah also helmed RHB Asset Management Sdn Bhd in 2007 and subsequently as Managing Director of RHB Investment Management Sdn Bhd from January 2008 to July 2012. Assets under management grew from strength to strength, starting at RM4 billion and until July 2012, saw it at RM16 billion.

During her tenure at PNB and RHB, she also served on the boards of both exchange listed and private companies as a nominee for both organisations and is currently also contributing to SIDC and FAA as external facilitator and member contributor for panel of reviewers.

Puan Hanizah has been a member of the Board of Governors of the FPAM since 2010 and was the Honorary Treasurer from 2011 to 2013.



MR ISMITZ MATTHEW, CFP CFP^{CERT}™ *Deputy President*

Mr Ismitz Matthew De Alwis is the Chief Executive Officer for Kenanga Investors Berhad (KIB). He is responsible for the overall asset and investment management business of KIB and its subsidiaries. He started his career as an Investment Analyst with a regional research & advisory firm, where he obtains vast regional exposure in Hong Kong, Philippines, Dubai and Singapore. He brings with him 23 years of experience, multiple expertise and several leadership roles in the fields of financial and investment management both regionally and locally. He joined Kenanga Investors in June 2013 upon the acquisition by Kenanga Investors of ING Investment management business in Malaysia, ING Funds Berhad where he was the Executive Director and country head.

Mr De Alwis has attended the Advanced Business Management Program (ABMP) by International Institute for Management Development (IMD), Lausanne, Switzerland and holds a MBA where he graduated with distinction. In addition, he has a Bachelor Degree (H) in Business Administration and holds two other professional qualifications from the Chartered Institute of Marketing UK (CIM UK), and is a Certified Financial Planner (CFP). He holds a Capital Markets Services Representative's Licence (CMSRL) from the Securities Commission for fund management and investment advice. Mr De Alwis is currently on the board of the Federation of Investment Managers Malaysia (FIMM) and the Board of Governors of Financial Planning Association of Malaysia (FPAM).



MR PAUL KHOO CHUIN YUEN, CFP CFP^{CERT}™ *Honorary Secretary*

Mr Paul Khoo has over 18 years of financial services industry experience and obtained his fund manager representative license while he was in the fund management industry. He joined StandardFA from a local asset management firm, where he was CEO, overseeing Malaysia & Vietnam. He started his fund management career with a global asset management firm and assumed various senior roles before serving as their Chief Marketing Officer.

He is currently sitting on the Board of Governors and is Honorary Secretary of Financial Planning Association of Malaysia. He has served as independent director, audit committee, nomination & remuneration committee of a listed mobile virtual network operating company from 2011 to 2014. He graduated from the University of New Orleans, USA with a Bachelor of Science in Finance majoring in Investment.



MR. WONG LOKE LIM, CFP CFP^{CERT}™ *Honorary Treasurer*

Mr Wong Loke Lim was first elected to the Board of Governors of FPAM in 2007. He has almost thirty years of experience in the banking and finance-related industry. Currently, he is the Managing Director of i-Biz Concept Sdn Bhd, a financial training and management resources provider. He is also a director of TCF Solutions Berhad, a Bursa Malaysia-listed company. Previously, Mr Wong was a general manager at KAF Investment Bank Berhad, an executive director/licensed fund manager representative at Hickham Capital Management Sdn Bhd and the Group Chief Internal Auditor of a KLSE-listed company. He is a Certified Financial Planner, a chartered accountant and a fellow of the Association of Chartered Certified Accountants.

Mr Wong was the Deputy President of FPAM from 2011-2013.

Profiles of Board of Governors (cont'd)



MR DENNIS TAN YIK KUAN, CFP^{CERTM} *Vice President*

As Managing Director of iFAST Capital Sdn Bhd, **Mr Dennis Tan** has over 10 years' experience in the unit trust industry. Mr Tan oversees the iFAST Integrated Wealth Management Platform ("iFAST Platform") business in Malaysia. Launched in October 2008, the iFAST Platform serves Corporate Unit Trust Advisers and financial institutions.

Mr Tan joined iFAST Corp in 2002 as an IT Manager and has been actively involved in the software development for end-user application. In 2004, he climbed the ranks to take on the position of Business Development Manager responsible for the growth of the software division business. In 2006, Mr Tan was promoted to Managing Director of iFAST Service Centre Sdn Bhd and more recently in 2008, he took on the role as the Managing Director of iFAST Capital Sdn Bhd.

Mr Tan is also the Executive Director for iFAST Malaysia Sdn Bhd and also FA Corporate and Compliance Consultancy Sdn Bhd. He is a Computer Science graduate from University Putra Malaysia.

He is a Vice-President of FPAM.



MS ELENA CHUAH AI LING *Board Member*

Ms Elena Chuah Ai Ling currently holds the role of Head of Sales Management, Consumer Sales & Distribution, CIMB Bank Bhd. She has also been a member of the FPAM Board of Governors since 2014.

Through her role in Sales Management, she is responsible for overseeing several key portfolios primarily related to the sales enablement of the branch sales staff across the 293 branches nationwide. Her areas of coverage range from strategic planning, sales tracking, compliance, training, licensing and process reengineering. She also heads the bank's Retail Forex distribution network with 25 Bureau De Change under her purview.

Ms Chuah began her career as a Management Trainee in UOB Bank before joining Citibank. In April 2003, she shifted her career to Southern Bank as part of their Mass Affluent Project Team and within a year was promoted to Area Manager covering Mass Affluent branches of the Northern Region.

Since then, she has undertaken several senior leadership positions including the Head of Preferred Banking Sales Management in January 2010 to her current appointment in 2013.



MR. STEVE TEOH LOON HENG, CFP^{CERTM} *Board Member*

A political science graduate, **Mr Steve Teoh**, CFP, BA (Hons) UK, MMIM, PHF, is the Past President and a Founding Board Member of FPAM. Until 2011, he was a practicing Financial Planner licensed by the Securities Commission of Malaysia.

He was the Chair of the Appeals Committee/Disciplinary Board and was Editor and Editorial Panelist of the 4E Journal for the past 12 years and served as its Advisor. He was a member the Financial Planning Standards Board Communications Advisory Panel (CAP) that supports the CFP brand development and communications activities amongst the 25 global FPSB affiliates.

Amongst the local industry development undertakings, he was the Chair of the Malaysian Financial Planning Industry Consolidation Taskforce, and was a Work Group Member Representative of the industry SRO (Self-Regulatory Organization) initiatives. The undertaking of the Taskforce is a sanctioned initiative by both the Securities Commission and Bank Negara Malaysia to assist in the orderly development of the Malaysian Financial Planning Industry. Mr Teoh also represented FPAM on the Working Group for Financial Planning at the Malaysian Institute of Accountants (MIA).

He was a Licensed Representative of a Wealth Management Consultancy and was the Executive Director of a Securities Commission licensed Asset Management Company.

On the social responsibilities front, Mr Teoh is a founding trustee of the BUDIMAS Charitable Trust, a foundation that caters for underprivileged children in 14 orphanages nationwide. The Foundation is under the distinguish Royal Patronage of Her Majesty, the Raja Permaisuri Agong.



MR U CHEN HOCK, CFP^{CERTM} *Board Member*

Mr U Chen Hock is the Executive Director/Head, Group Retail Banking of RHB Bank Berhad.

He was formerly the CEO/ED of OSK Investment Bank Berhad (OSKIB) before the latter's merger with RHB Investment Bank. Prior to joining OSKIB, he had an illustrious career spanning over 30 years with a global bank during which time, he had assumed numerous positions and responsibilities in Malaysia, Taiwan & Hong Kong in the areas of corporate, commercial and consumer banking.

He is a Board Member of FPAM since 2011. He was the President of FPAM for 1.5 terms between 2005/2008 before leaving Malaysia for his overseas postings.

Profiles of Board of Governors (cont'd)



PUAN AIDA DAUD, CFP^{CERT}™ Board Member

Puan Aida Md Daud is currently the Senior Vice President of Human Capital Management and Development Division of Permodalan Nasional Berhad (PNB). Puan Aida joined PNB in 1981 as an analyst and held various positions in Research and Corporate Services. She was the head of Corporate Services before moving to lead the training and development function in the HR Division in 1998. Since 2012, she heads the division and is responsible for the management and development of human capital of PNB.

She graduated from ITM with a Diploma in Public Administration in 1981. In 1984, she participated in a one-year attachment with JB Were & Sons in Melbourne, Australia where she also completed a certificate course from the Financial Securities Institute of Australasia or Finsia (formerly known as Securities Institute, Australia). She then pursued her Bachelor of Science degree in Business Administration (Finance and Law) from Portland State University, USA and later an MBA from Strathclyde University, Scotland.

She joined Finsia as an Affiliate member in 1998 and became a Senior Associate Member in 2005, and has been a Certified Member of FPAM since 2003.

Puan Aida is a Board Member of FPAM since 2009.



MS LOR AI SIEW, CFP^{CERT}™ Board Member

Ms Lor Ai Siew, BA (Hons), CFP, is the General Manager of Retail Business and Support Department at Public Mutual, overseeing Business Development, Agent Service and Insurance matters. She joined Public Mutual in 1996 and has accumulated more than 20 years of experience in the Malaysian unit trust industry.

Ms Lor is a Board Member of FPAM since 2011 and is currently on the Board of Membership Affairs (BOMA) under the Industry Services Committee.



MS EUNICE CHAN CHUN HEI Board Member

Ms Eunice Chan was appointed as the Head of High Net Worth and Affluent Banking on, Community Financial Services, Malayan Banking Berhad on 1st April 2014. She holds a Bachelor of Commerce and Administration from the Victoria University of Wellington, New Zealand. Her vast experience coupled with diversity of exposure in various client segment make her keenly intuitive leader, and drive the fastest growing customer in the consumer bank today. Under her leadership, the intensely competitive high value client segment continues to outpace industry.

Ms Chan was the Director of Global Securities Services of Maybank and Chief Executive Officer of Maybank Trustee Berhad since 1 Nov 2012. Prior to her appointment, Eunice was the Director of Custodial Services. She joined Maybank Group in 1997 as Head of Business Operations in Mayban Unit Trust Berhad. She has extensive experience in business operations of the Unit Trust and she oversees the fund distribution, network management and operational activities of the company. In 2007, she was appointed as the Head of Business Process Management in Service Level Management and Quality cum Strategic Planning and Performance Management in the Chief Operating Officer's office. In 2009, she was seconded to the Transformation Office to spearhead the PMO of restructuring initiatives of the Bank. Prior to joining Maybank, she was the Share Market Review Analyst for the New Zealand Stock Exchange. Currently, she is also the council member of Maybank Group Women Mentoring Women Council and Committee Chair for Finance/Banking of International Women Federation of Commerce and Industry.



MR KONG KIM HENG, CFP^{CERT}™, IFP™ Board Member

Mr Kong Kim Heng is currently Head of Wealth Management in a local financial institution and has been a member of the Board of Governors of the FPAM since 2015.

Mr Kong has more than 15 years' experience in the financial services industry as well as Malaysian Accounting and Taxation Strategies. He started his career with a medium size audit firm before joining a local unit trust company handling its' unit trust funds' accounting and taxation matters. His vast experience in the financial industry has spanned both conventional and Islamic space when he serves as senior team in a few international and local financial institutions. His main duties involved in developing and growing innovative and differentiated wealth management solutions for retail clients. He was one of the pioneer groups who launched innovative partial capital protected structure products in mid 2000s. At the same time, he was also pioneer group who creates and launches physical gold trading based on Islamic principles for banking industry in 2011.

At the same time, he also founded a full fledge accounting firm as well as a financial training and advisory firm where he sits as non-compensated Advisor.

Mr Kong is a member of Malaysia Institute of Accountants, Associate Member of Chartered Tax Institute Malaysia and MAICSA. He is a CFP CERT TM and IFP TM. He has been interviewed by major newspaper and financial magazines on financial planning as well as taxation issues and strategies.

Profiles of Board of Governors (cont'd)



MR NICHOLAS CHU CHEE KHIANG, CFP^{CERT}™, IFP™ Board Member

Mr Nicholas Chu Chee Kiang is the Managing Director of Max Growth Wealth Education Sdn Bhd, a company providing financial education for the public.

Mr Chu is attached to Phillip Wealth Planner Sdn Bhd as a Licensed Financial Planner (Securities Commission) and a Financial Adviser Representative (Bank Negara Malaysia).

He has written 3 financial planning books entitled; "Learning Financial Planning –The Fundamental", "Retirement Chips" and "Big Life Financial Management"

With his vast experience in financial planning, Mr Chu was appointed as a columnist for the financial section in Nanyang Siang Pau, Sin Chew Jit Poh, China Press, Money Compass, Feminine magazine, etc. He is also a frequent guest speaker on local radio station (AiFM, OneFM) and TV Stations (NTV 7, Bernama TV, 8TV and Astro).

Mr Chu was elected to the Board of Governors of the FPAM in 2015. Prior on this, he was FPAM Melaka Chapter Chairman in from 2011 to 2015.



MS TANG WEE HEN, CFP^{CERT}™ Board Member

Ms. Tang Wee Hen is active in promoting financial planning practice in the local, region and international scene. She is a CFP, a Professional Certified Coach (PCC) credentialed under International Coach Federation (ICF) USA and also a Certified Coach for Marshall Goldsmith Stakeholder Centered Coaching and also a Chartered Accountant (Bachelor of Accounting, Universiti Malaysia),

She was appointed the Deputy President of FPAM (2013-2015) and leads the Practitioner Development Work Group, a member of the Financial Planning Association (FPA USA) Global Committee and Asia Pacific Geographic Focus Group. She is also one of the judges for PlanPlus Global Financial Planning Award (Asia) and Malaysian Financial Planner of the Year Award (MFPYA).

With more than 10 years of experience in the financial advisory industry, she has specialized herself as a Financial Advisor Consultant Coach, helping financial planners/advisors (both individual and corporate) in developing, transitioning and performing in their financial advisory and planning business. She advocates that coaching skill is essential in financial planning process to enhance the relationship between financial planners and clients in achieving their life goals. She also works with licensed financial advisors & planners in providing Financial Coaching services to compliment the financial planning process.

She was the Asia Vice President of PlanPlus Inc, a world class financial planning software and training company based in Canada. She was the Vice President of CIMB Wealth Advisors Financial Care Centre where her role was to set up, manage and develop the Financial Care Centre, one of the pioneer licensed financial planning companies providing comprehensive financial planning services in Malaysia. As a Manager Coach for the Financial Planners, she conducted Sales Performance Coaching Clinics to support the planners and she also provided financial planning tools and processes training and support to the financial planners.

Prior to CIMB, Ms. Tang held various local, regional and international roles with NCR Malaysia, NCR Corporation (USA), IPerintis (affiliated company with Petronas) and British American Tobacco in the areas of finance, accounting, auditing (International Corporate Auditor of NCR in 15 countries), and taxation and project management since 1994.



MS SAY SOK KWAN Board Member

Associate Professor Say Sok Kwan is the Vice-President of Collaboration, Innovation and Entrepreneurship, Tunku Abdul Rahman University College (TARUC). She has more than 25 years of working experience in the education industry.

Ms Say is a Board Member of FPAM since 2011.



MR DAVID DINESH MATHEW Board Member

Mr David Dinesh Mathew is a Partner at Messrs Shook Lin & Bok, one of the largest law firms in Malaysia. It is also the oldest law firm of local origin in the country.

Mr Mathew graduated with a LL.B (Honours) from the University of London in 2002. He was then called to the Bar of England and Wales as a member of the Honourable Society of Gray's Inn in 2003. He went on to obtain a Masters in Law (LL.M) (specialising in Corporate and Commercial Law) at the University of London in 2004. He also holds a Graduate Diploma in Law from City University, London as well as credits in the subjects of U.S. and EU Antitrust and Banking and Finance Law from Cornell University.

The focus of his work is in the areas of General Litigation, Administrative Law and Employment Law. He also acts as counsel for two major Malaysian public utility companies and has experience handling judicial review applications for regulatory bodies as well as for international clients against local authorities. He has further been involved in a number of important human rights cases in Malaysia relating to religious freedom and native title rights.

Outside of legal practice, Mr Mathew taught the final year LL.B subject of Remedies at the University of Malaya from 2008 – 2010. He continues to lecture at the University of Malaya on an ad-hoc basis in practical legal areas such as opinion writing, drafting and trial preparation.

Mr Mathew also conducts training workshops for various organisations and professional bodies in the areas of Anti-Money Laundering and Anti-Terrorism Financing, Competition Law and Employment Law.

President's Statement

On behalf of the Board of Governors, I have the pleasure to present to you the 16th Annual Report and Financial Statements of the Financial Planning Association of Malaysia for the year ended 31 December 2015.

Financial Performance

For the year ended 31 December 2015, the Association achieve a revenue of RM 1,955,111. This represents a 9% drop over the revenue for 2014.

During this period, in the face of GST challenges, drop in our currency by over 20% and oil prices, we manage to record a surplus of RM109,295.

In line with reduced surplus and we managed to also reduce expenditure and at the same time increase activities during the course of the year to heightened visibility and carry out engagement activities for members' benefits. We strengthened human capital with a new and an experienced Senior Manager for Industry Communications & Events. With the increased resources and visibility efforts ramped up, we also saw an increase of activities. A quick snapshot comparison; 2014 Annual Report recorded 33 CE Courses, 2 Networking Nights, 5 General Meetings, 6 Public Financial Literacy Talks, 3 Tea Talks and 3 Seminars. For 2015, we recorded 21 CE Courses, 4 Networking Nights, 5 General Meetings, 8 Public Financial Literacy Talks, and 9 Tea Talks.

For 2016, we will further strengthen and focus our initiatives on activities in 3 key areas, membership growth, self-sustainability and visibility which are the Association's basis for existence.

Membership growth and exams saw a reduction in candidates for Module 1 and increase in candidates for Module 2, 3 and 4. 2015 is the transition year for the Modules compression exercise. This resulted in the 6-Module candidates taking advantage of the window period to complete their certification in a shorter time.

The Secretariat also started work to implement the Membership Management Automation system which is targeted to be completed by mid 2017.

As an Association, efficient cost management will surely be an area of spotlight and one optimal avenue is to establish more industry collaborations as a means to optimize resources available to undertake innovative programs to promote the importance of the financial planning profession. As such the Inaugural Annual Financial Planner Signature Conference, co-organized with all regulator-recognized financial planning associations was mooted after the 2014 SC Dialogue Session.



Meanwhile, as we focus on expansion of membership and scope of activities, resources will also be allocated towards increasing marketing and branding activities to promote the CFP mark and the Association to create greater awareness within the industry and to the general public.

Membership

Notwithstanding the efforts above, the number of current certified members saw an increase 2,484 to 2,697 individuals, by 213 or 8.5%. The various attributable reasons have been returning of terminated members who changed jobs which now require the certification as well as members who saw the range of activities which has been revived and this renewed their interest. Globally saw a flat growth of CFP professionals, 2.7% for 2014 vs 2.3% for 2015. Nevertheless Malaysia still hold its 9th ranking among the 26 affiliates in terms of total CFP professionals worldwide. This is still ahead of many other developed countries.

In that upward trend, we are pleased to record that the Association maintained its charter members and corporate members. Potential areas for the industry continue to come from the demand for more Licensed Financial Planners.

CFP Professionals in Financial Planning, Financial Advice, Wealth and Management, who can offer good financial planning advice, as well as tied-agents who are skilled in need-based selling, continue to be an asset to any financial services organization, in order to better serve our 16 million working Malaysians.

It is noteworthy that we have members who are currently involved in the distribution of financial products or employed in the financial services sector which is important as they are able to practice ethical product advice, wealth management, and consultative selling, which puts their clients' needs first. These members usually acquire the qualification either through sponsorship by their company or through their own interest in acquiring the knowledge. They are keen to obtain the CFP designation and learn how to serve their clients better.



The Association continues to strengthen the relevance of the CFP designation for all professionals in the financial industry. Consumers value ethical professionals who place their interests first, and are competent in providing professional and personalized financial services. FPAM, through its collaboration with Financial Planning Standards Board (FPSB), the international owner of the CFP mark outside of the United States, will continue to focus on how the CFP designation can improve members' competency, skills and knowledge to increase their prestige and recognition, in their respective industry segments.

As FPSB maintain its affiliate membership to 26 countries this year, so does our cross-border recognition of the CFP mark in these affiliate countries, hence the recognition of the CFP mark and its certification program as global excellence in financial planning. Currently FPAM sits on FPSB Council of Chief Executive to contribute and obtain strategies from other territories on how to stay relevant and grow.

FPAM continues to grow membership by introducing the certification program to those about to enter the employment market to meet our needs for more financial planners. This is in addition to those who are already employed in the industry and register for the program to equip themselves with knowledge with a view to develop their career further. We believe that the program provides opportunities for new entrants to the work place with more employment options and the advantage of added knowledge in fields related to the financial services sector. To this end, we have existing Memorandum of Understanding with selected institutions of higher learning in Malaysia to promote the certification program. For 2015, we have concluded discussions with 2 universities and Federation of Investment Managers Malaysia (FiMM) for selected Module exemptions for their students and members respectively, to complete the CFP certification programme.

Stakeholders Engagement

The Association has increased its engagement with key stakeholders in 2015 through a series of activities. It continued to participate in the Dialogue Session with Securities Commission in regards to increasing the number of Licensed Financial Planners.

CE Courses

Continuing education continues to be an integral aspect of a professional certification program. This is especially so for members who carry the CFP mark to keep themselves constantly updated on the latest developments in the industry.

For the year ended 31 December 2015, FPAM organized a total of 21 courses nationwide for its members encompassing a range of relevant topics which is beneficial to its members in all sectors of the financial services industry. Almost all of these courses are recognized by SIDC for CPE points and by FiMM for CPD points.

FPAM continue with joint-collaborations with various bodies for related industry courses to give our members a wider scope of programmes.

Chapters

We are also very encouraged and appreciative of the support from the Chapters and this is evidenced by FPAM's Chapters' active organization of various programs for their members in 2015. We also support the Chapters by subsidizing their CE courses and networking activities. We maintain 5 Chapters located in Penang, Ipoh, Malacca, Sabah and Sarawak. Together the Chapters organised 29 activities in their respective states.

The success of our Chapters is due in large part to their committee members who are dedicated to organizing activities so that their members can keep abreast of the latest developments in their industry, maintain their CE points requirement for membership renewal and provide opportunities for networking. We thank them for their continual passion and volunteer spirit.

Acknowledgement

I would like to thank each and every one of my fellow Board members for their support and contribution to the Association in terms of time, knowledge and expertise, which has helped me to continue carrying out my responsibilities.

The Board of Governors continue to plan strategies on the Association's direction and operations as well as put in place a series of targets and action plans. These plans would serve as the road map for the future BOG and Secretariat to ensure that the Association is able to overcome challenges and remain on course to serve the industry and its members well.

On behalf of the Board of Governors, I would also like to express my appreciation to the Secretariat of FPAM for their contribution in the management of the Association.

Last but not least, I wish to thank all of our members; Individuals, Charter and Corporate, for your unwavering commitment and support of FPAM and its activities. We will continue to work together towards our passion and vision of helping more Malaysians become more financially-savvy to achieve their life goals and growing the financial planning profession in the financial industry.

Wishing all another productive and blessed year in their financial journey ahead.

Sharifatul Hanizah Said Ali, CFP^{CERT}™
President

Calendar of Events

for the Year 2015

Continuing Education (CE) courses

This year a total of 21 courses with fees were organised nationwide. Of these courses, 13 were organised by FPAM in the Klang Valley and the balance by the local Chapters in their respective regions. All courses were accredited with SIDC with 10 CPE points. Courses were held on weekends as well as weekdays.

FPAM will like to record its appreciation and thanks to all the Chapters for contributing their services in making these courses a success.

FPAM CALENDAR OF EVENTS FOR THE YEAR 2015

January 17

Seminar : **Looking Beyond Financial Statements – Investor’s Perspective**

Instructor : Mr. James Oh

Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

January 29

Thursday : **Strategies for the Equities & Fixed Income Market**

Speakers : Mr. Danny Wong, Mr. Edward Toh

Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL



February 12

Event : **FPAM 15th Anniversary Luncheon Talk**

Venue : Sime Darby Convention Centre, KL



February 12

Event : **Malaysia Financial Planner of the Year Award 2015 Official Lunching Ceremony**

Venue : Sime Darby Convention Centre, KL



February 14

Seminar : **GST – Preparing Malaysians for the Full Impact of GST**

Instructor : Mr. KP Bose Dasan

Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL



March 14

Seminar : **Family Controlled PLC – Succession Planning Challenges**

Instructor : Mr. Alvin Yap

Venue : Kelab Golf Perkhidmatan Awam, Bukit Kiara, KL

March 18

Seminar : **Company Analysis: The Strategic Position**

Instructor : Dr. Ch'ng Huck Khoon

Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

March 26

Thursday : **Understanding Medical Tea Talk Reports for Insurance**

Speakers : Dato' Dr. Rajbans Singh & Ms. Teo Mei Chin

Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL



March 28

Seminar : **Using the Core-Satellite Approach in Portfolio Asset Allocation**

Instructor : Mr. Sani Hamid

Venue : Symphony Suites Hotel, Ipoh Perak

Calendar of Events (cont'd)

for the Year 2015

April 15

Event : **IBFIM & FPAM Memorandum of Agreement (MOA) Signing Ceremony**
Venue : The Majestic Hotel, KL



April 18

Seminar : **Financial Ratios: Pointers to Progress, Profitability and Prosperity**
Instructor : Mr. James Oh
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

April 25

Seminar : **Implementation of GST and Accounting for GST**
Instructor : Ms. Wee Eng Ching
Venue : Lot33, Prangin Mall Convention Hall, Penang

April 30

Thursday Tea Talk : **Preparing Concurrently for GST & Income Tax Compliance**
Speaker : Mr. Wee Hun Been
Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL



May 14

Seminar : **Financial Planning and Value Investing**
Instructor : Mr. Stanley Loh
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

May 28

Thursday Tea Talk : **System and Tools to Kickstart Your Financial Planning Practise**
Speakers : Mr. Yap Ming Hui
Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL

June 17

Event : **Malaysia Financial Planner of the Year Award 2015 Recognition Ceremony**
Venue : Securities Commission, KL



June 20

Seminar : **Wealth Maximization through Tax Planning**
Instructor : Mr. KP Bose Dasan
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

June 20

Event : **Penang Chapter General Meeting**
Venue : Deluxious Hotel Spa & Restaurant

June 27

Seminar : **Looking Beyond Financial Statements – Investor's Perspective**
Instructor : Mr. James Oh
Venue : The Palace Hotel Kota Kinabalu, Sabah

June 13 & 14

Event : CFP Certification Examinations
Venue : Kuala Lumpur, Penang, Johor, Sabah & Sarawak

June 27

Seminar : **Investing in Alternative Investments (A.I)**
Instructor : Mr. Chris Gan
Venue : Symphony Suites Hotel Ipoh, Perak

June 27

Event : **15th Annual General Meeting**
Venue : Bukit Kiara Equestrian Resort, Kuala Lumpur

June 27

Event : **Excellence and Merit Award Ceremony for CFP**
Venue : Bukit Kiara Equestrian Resort, Kuala Lumpur

June 27

Event : **Annual Chapters Meeting**
Venue : Areca Capital Office, Phileo Damansara I, PJ



July 29

Seminar : **Value Investing in Quality Bursa Malaysia Share**
Instructor : Mr. Martin Wong
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, Kuala Lumpur

August 12

Seminar : **System & Tools for You to Kickstart Your Financial Planning Practice Immediately**
Instructor : Mr. Yap Ming Hui
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

August 20

Thursday Tea Talk : **Introduction to Financial Markets**
Speakers : Pn. Wan Intan, Mr. John Law & Mr. Kurtiik Shah
Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL

Calendar of Events (cont'd)

for the Year 2015

August 22

Seminar : **Financial Ratios: Pointers to Progress, Profitability and Prosperity**
Speaker : Mr. James Oh
Venue : Four Points by Sheraton Kuching, Sarawak

August 22

Seminar : **Estate Planning and the Benefits of Private Trust**
Speaker : Ms. Nur Sabrina Soon
Venue : Marvelux Hotel, Melaka

September 12

Seminar : **Family Controlled PLC – Succession Planning Challenges**
Instructor : Ms. Nur Sabrina Soon
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

September 12

Seminar : **Comprehensive Financial Planning construction**
Instructor : Mr. Thum Kheng Pong
Venue : Symphony Suites Hotel, Ipoh Perak

October 8

Thursday : **Getting to Know Listed Derivatives**
Tea Talk
Speakers : Ms. Eunice Choo
Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL



October 15

Thursday : **Introduction to Financial Markets**
Tea Talk
Speakers : Mr. John Law & Mr. Kurtiik Shah
Venue : Evergreen Laurel Hotel, Penang

October 22

Seminar : **Looking Beyond Financial Statements – Investor's Perspective (II)**
Instructor : Mr. James Oh
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

November 5

Thursday : **Harnessing the Sun – Basic on Solar PV Investment**
Tea Talk
Speakers : Mr. Skip Ng
Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL

November 7

Seminar : **Investment Strategy and Asset Allocation in the Age of Zero Marginal Cost and Droidonomics**
Instructor : Mr. Phua Lee Kerk
Venue : The Palace Hotel Kota Kinabalu, Sabah

November 14

Seminar : **The Anti-Money Laundering, Anti-Terrorism Financing & Proceeds of Unlawful Activities Act 2001 – Your Role & Responsibilities**
Instructor : Madam Koid Swee Lian
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

November 26

Thursday : **The 2015 Perfect Storm, 2016 Strategies & Absolute Return Funds**
Tea Talk
Speakers : Mr Yap Rueh Yinn & Mr Ivan Chee
Venue : Dewan Perdana, Bukit Kiara Equestrian Resort, KL

December 10

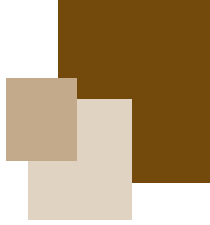
Seminar : **Evaluate Your Client Insurance Policies**
Instructor : Ms. Irene Lee
Venue : Dewan Berjaya, Bukit Kiara Equestrian Resort, KL

December 12 & 13

Event : **CFP Certification Examinations**
Venue : Kuala Lumpur, Penang, Johor, Sabah & Sarawak

Report of the Board of Governors

for the Year Ended 31 December 2015



The Board of Governors have pleasure in submitting their report and audited financial statement of the Association for the financial year ended 31 December 2015.

Principal Activities

The Association's principal activities are to conduct its affair with the primary purpose of educating the public on the benefits of financial planning and to conduct certification courses and examinations leading to CFP certification. There has been no significant change in the nature of these activities during the financial year.

1 Financial Results

Operating surplus for the year **RM109,295**

In the opinion of the Board, the results of the operations of the Association during the financial year were not substantially affected by any item, transaction or events of a material and unusual nature.

Reserves and Provisions

There were no material transfer to or from reserve or provision during the financial year Other than those disclosed in the financial statements.

2.0 Education and Examination

2.1 Updates for 2015

Updated Exemption List for the CFP Certification Program

Module 1 - FiMM members who have passed the CUTE and PRS examinations

Active members of the Federation of Investment Managers Malaysia (FiMM) who have passed either the Computerised Unit Trust Examinations (CUTE) or the Private Retirement Scheme examinations (PRS) and are degree holders are now eligible for exemption from Module 1 of the CFP certification examinations.

Module 1 and 2 – RFP and Shariah RFP Holders

Effective 2015, Registered Financial Planner (RFP) and Shariah RFP holders are now eligible for exemption from Module 1 and Module 2 of the CFP certification examinations. Likewise, RFP holders are also required to have a Bachelor degree to be eligible for the exemptions.

Challenge Status – IFP Holders

Holders of the Islamic Financial Planner (IFP) designation will be eligible to apply for Challenge Status effective 2015. Applicants are required have a Bachelor degree and also 3 years of relevant experience. All other conditions related to Challenge Status will also apply.

Appointment of New Education Providers

FPAM is pleased to announce the appointment of new education providers outside of the Klang Valley in 2015.

FPAM's existing education providers had been able to serve students in the Klang Valley but not in the smaller towns. The smaller number of students had often made it not economically feasible to start classes. As a result of this, many students in the smaller towns were not able to register for the program.

Report of the Board of Governors (cont'd)

for the Year Ended 31 December 2015

Cognizant of this, the Board has approved the appointment of education providers for Perak, Melaka, Sabah and Sarawak. The appointments would be a good opportunity to promote the CFP mark and certification program as well as grow the number of Certified members outside of the Klang Valley.

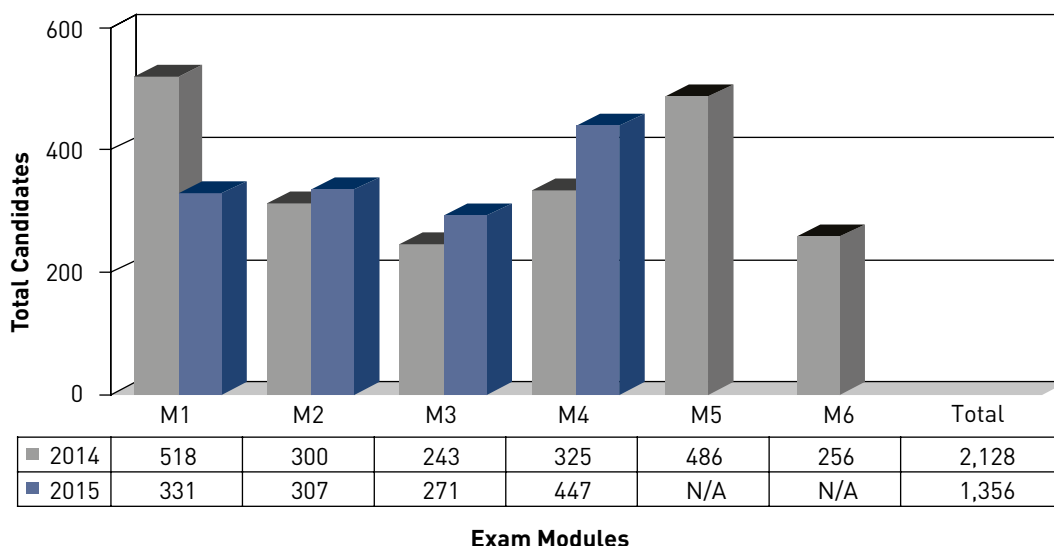
The new education providers are Max Growth Wealth Education Sdn Bhd in Melaka, Iras Ekuiti Sdn Bhd in Perak, Practical Wealth Sdn Bhd in Sabah and Vanguard Dot Biz in Sarawak.

2.2 Enrollment Trend

A total of 1,356 candidates registered for the certification examinations in 2015 compared to 2,128 in 2014, recording a decrease of 36%.

The sharp decrease in examination registrations for 2015 is a result of the restructuring of the program from 6 modules to 4 modules. New registrations for Module 1 also decreased by 56% as a result of the current economic situation and cost compression activities by companies resulting in less sponsorship for new employees.

Comparison of Candidates by Exam Modules 2015 vs 2014



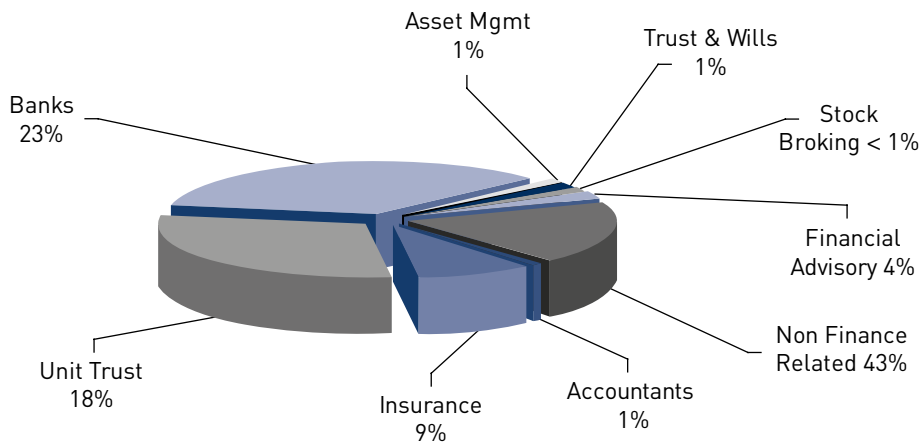
An analysis of registrations by industry for 2015 highlighted an increase in registrations from the banking and non-finance related industry and decrease in the unit trust and insurance sectors. The increase in registrations from the banking sector is likely due to many banks expanding their wealth management divisions which has created a demand for managers who are professional, ethical and able to serve the needs of more sophisticated consumers.

The increased registrations from students in turn contributed to the increase from non-finance related industries.

In 2014, registrations from the non-finance related sector totaled 31%, in 2015 it increased to 43%.



Analysis of Exam Candidates by Industry for 2015



3.0 Membership

3.1 Individual Members

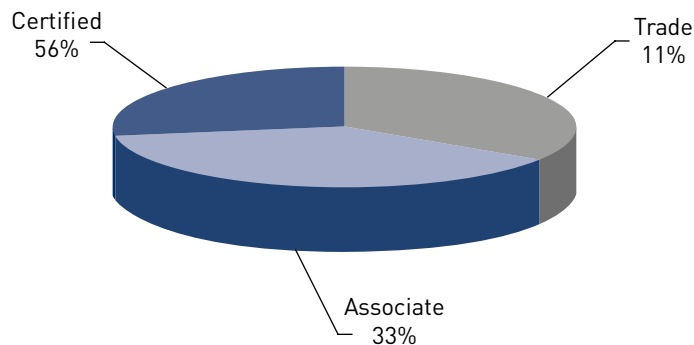
3.1.1 Membership by Category

The total number of members who have completed or are undergoing CFP certification program as at 31 December 2015 stands at 4,817. For the year ended 2015, only members who paid their dues in 2015 are recognized as members.

The increase in new members and renewals for Certified members for 2015 contributed mainly to the increase in membership. This is the result of extra concerted efforts in encouraging members to renew their memberships and also better perception of the value of the CFP mark by members.

The increase in Associate members is a result of the implementation of a deadline for upgrade to Associate status after completing Module 1. Previously, members tend to delay the upgrade to Associate status after passing Module 1 as there was no deadline to do so. The implementation of a deadline has encouraged them to upgrade and proceed to the next modules without further delay.

Membership as at 31 December 2015



Report of the Board of Governors (cont'd)

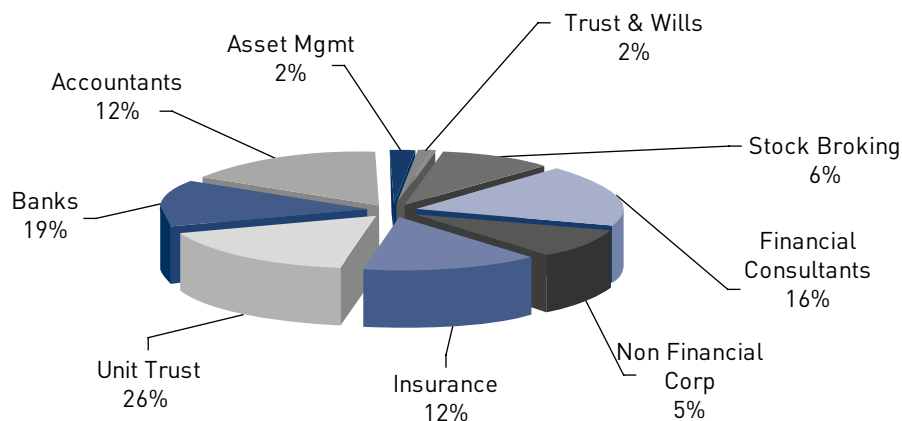
for the Year Ended 31 December 2015

3.1.2 CFP Professionals by Industry

An analysis of the 2,697 Certified members as at 31 December 2015 by industry indicates that the largest groups of Certified members are those working in the unit trust, banking and financial consultancy and advisory sectors. Members working in the unit trust industry and banks form the largest groups, each accounting for 26% and 19% respectively.

Members working in these sectors are often required to provide advice to their clients. Their advice needs to be credible, timely and relevant. To ensure that they meet those criterion, they are required to have a recognized professional qualification which provides them with the knowledge required to do their job.

CFP Professionals By Industry as at 31 December 2015

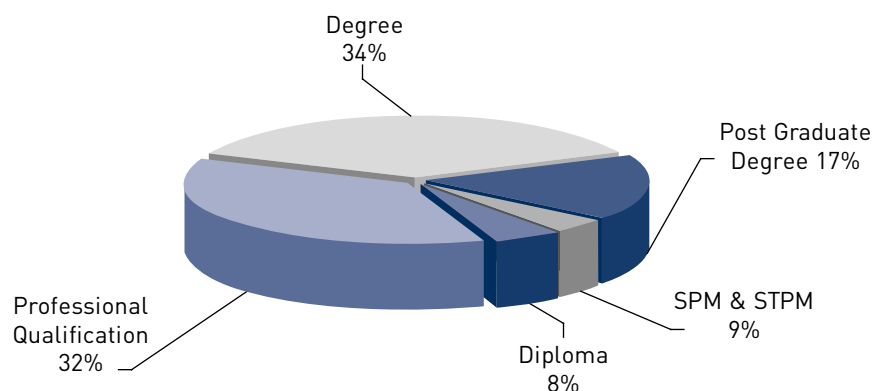


3.1.3 CFP Professionals by Qualification

The CFP designation continues to be sought after by professionals. This is due to the recognition accorded to it worldwide and by local regulatory bodies.

Over 83% of Certified members possess at least a degree and for those working in the financial services industry, the qualification is the one which is relevant to their career and able to provide opportunities for career enhancement and growth. The prerequisite of a Bachelor's degree has also added to the prestige of the program.

CFP Professionals By Qualifications as at 31 December 2015



Report of the Board of Governors (cont'd)

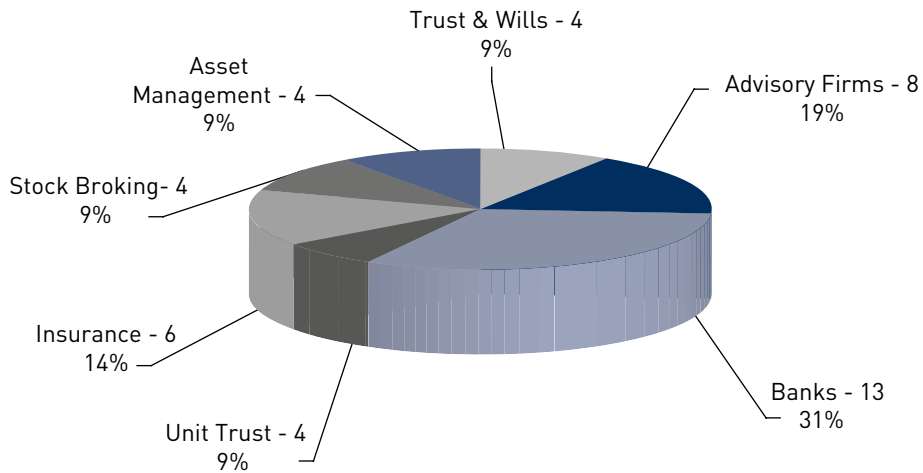
for the Year Ended 31 December 2014



3.2 Charter and Corporate Members

FPAM now has a total of 43 Charter and Corporate members drawn from a wide cross section of the financial sector with almost all of the major sectors being represented.

Charter & Corporate Members as at 31 December 2015



Report of the Board of Governors (cont'd)

for the Year Ended 31 December 2015

5.0 The 4E Journal

4E Journal, the official publication of FPAM continues to remain as an important journal for stakeholders in the financial planning profession and those who wish to keep abreast of the latest industry news and views.

For 2015, the publication was increased to 4 issues to offer features and updates from previous year's 3 issues.



Report of the Board of Governors (cont'd)

for the Year Ended 31 December 2015

6.0 Chapter

Ipoh

March 28

Seminar : **Using the Core-Satellite Approach in Portfolio Asset Allocation**
 Instructor : Mr. Sani Hamid
 Venue : Symphony Suites Hotel, Ipoh



June 10

Event : **Financial Planning Talk**
 Instructor : Ms Evonne Chen
 Venue : Quest University, Ipoh



June 27

Seminar : **Investing in Alternative Investments (A.I)**
 Instructor : Mr. Chris Gan
 Venue : Symphony Suites Hotel, Ipoh



September 12

Seminar : **Comprehensive Financial Planning construction**
 Instructor : Mr. Thum Kheng Pong
 Venue : Symphony Suites Hotel, Ipoh



November 5

Event : **UTAR Career Enhancement Day**
 Instructor : Evonne Chen
 Venue : UTAR Kampar

Malacca

March 27

Event : **Melaka Chapter General Meeting**
 Venue : Swiss Garden Hotel & Residences



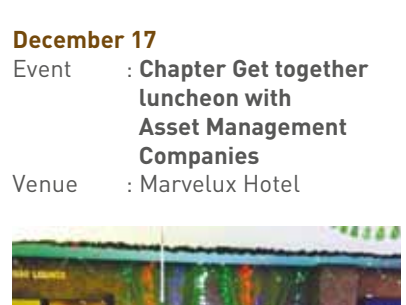
March 27

Seminar : **Current, Future, Past of Global Market & Timely Wise Investment Strategies**
 Instructor : David Ng
 Venue : Swiss Garden Hotel & Residences



August 22

Seminar : **Estate Planning and the Benefits of Private Trust**
 Instructor : Ms. Nur Sabrina Soon
 Venue : Marvelux Hotel



December 17

Event : **Chapter Get together luncheon with Asset Management Companies**
 Venue : Marvelux Hotel



Report of the Board of Governors (cont'd)

for the Year Ended 31 December 2015

Penang

April 25

Seminar : **Implementation of GST and Accounting for GST**
Instructor : Ms. Wee Eng Ching
Venue : Lot33, Prangin Mall Convention Hall

June 20

Event : **Penang Chapter General Meeting**
Venue : Deluxious Hotel Spa & Restaurant

October 15

Event : **Thursday Tea Talk: Introduction to Financial Markets**
Speakers : Mr. John Law & Mr. Kurtiik Shah
Venue : Evergreen Laurel Hotel, Penang

Sabah

June 27

Seminar : **Looking Beyond Financial Statements – Investor's Perspective**
Instructor : Mr. James Oh
Venue : The Palace Hotel, Kota Kinabalu

November 7

Seminar : **Investment Strategy and Asset Allocation in the Age of Zero Marginal Cost and Droidonomics**
Instructor : Mr. Phua Lee Kerk
Venue : The Palace Hotel Kota Kinabalu

Sarawak

August 22

Seminar : **Financial Ratios: Pointers to Progress, Profitability and Prosperity**
Instructor : Mr. James Oh
Venue : Four Points Hotel Kuching

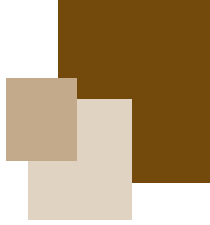


December 13

Sarawak Chapter Networking Night
Evening Talk : **GST & Income Tax Planning for Financial Planners**
Instructor : Mr. Wee Hun Been
Venue : Abell Boutique Hotel Kuching



Statement by The Board of Governors



We, **SHARIFATUL HANIZAH SAID ALI** and **WONG LOKE LIM**, on behalf of the Board of Governors of Financial Planning Association of Malaysia, do hereby state that in the opinion of the board of governors, the financial statements are properly drawn up in accordance with the Private Entity Reporting Standards so as to give a true and fair view of the financial position of the Association as at 31 December 2015 and of the financial performance and cash flows of the Association for the financial year then ended.

On behalf of the Board of Governors,

.....
SHARIFATUL HANIZAH SAID ALI
President

.....
WONG LOKE LIM
Treasurer

Kuala Lumpur

Date:



Independent Auditor's Report

To The Board of Governors of Financial Planning Association of Malaysia

Report on the financial statements

We have audited the financial statements of Financial Planning Association of Malaysia, which comprise the balance sheet as at 31 December 2015 of the Association, and the statement of income and expenditure, statement of changes in accumulated funds and cash flows statement of the Association for the financial year then ended, and a summary of significant accounting policies and other explanatory information, as set out on pages 1 to 15.

Board of Governors' Responsibility for the Financial Statements

The Board of Governors of the Association is responsible for the preparation of financial statements so as to give a true and fair view in accordance with the Private Entity Reporting Standards. The Board of Governors is also responsible for such internal controls as the Board of Governors determines are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with approved standards on auditing in Malaysia. 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 our judgement, including the assessment of risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal controls relevant to the Association's preparation of 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 Association's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Association, 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 financial position of the Association as at 31 December 2015 and of its financial performance and cash flows for the financial year then ended in accordance with the Private Entity Reporting Standards.

Other Matters

1. The financial statements of the Association for the financial year ended 31 December 2014 were audited by another firm of chartered accountants whose report dated 20 May 2015 expressed an unmodified opinion on those financial statements.
2. This report is made solely to the members of the Association and for no other purpose. We do not assume responsibility to any other person for the contents of this report.

Baker Tilly Monteiro Heng
No. AF 0117
Chartered Accountants

Heng Fu Joe
No. 2966/11/16(J)
Chartered Accountant

Kuala Lumpur
Date:

Balance Sheet

As at 31 December 2015

	Note	2015 RM	2014 RM
Non-current asset			
Property and equipment	3	49,228	41,313
Current assets			
Trade receivables	4	84,140	117,720
Other receivables, deposits and prepayments	5	143,326	74,977
Cash and cash equivalents	6	3,165,666	3,330,827
		3,393,132	3,523,524
Current liabilities			
Other payables and accruals	7	1,000,967	1,093,163
Grants	8	442,198	453,253
Advance membership fees	9	193,036	350,825
Provision for taxation		700	3,700
		1,636,901	1,900,941
Net current assets		1,756,231	1,622,583
		1,805,459	1,663,896
Represented by:			
Accumulated funds		1,659,459	1,550,164
Non-current liabilities			
Sponsorship deposits received from charter members		146,000	104,500
Deferred tax liabilities	10	-	9,232
		146,000	113,732
		1,805,459	1,663,896

The accompanying notes form an integral part of these financial statements.

Statement of Income and Expenditure

For the financial year ended 31 December 2015

	Note	2015 RM	2014 RM
Income			
Membership fees		1,390,532	1,291,569
Sponsorship income		20,500	30,500
(Deficit)/surplus from conference		(4,612)	10,948
Surplus from continuing education courses	11	52,236	105,780
Surplus from examination	12	359,269	629,207
Surplus from manual project		37,649	6,812
Interest income		61,634	59,301
Other income		38,303	14,949
		<hr/>	<hr/>
		1,955,511	2,149,066
Less : Expenditure			
Auditors' remuneration		16,915	18,000
Chapter development expenses		17,536	43,234
Depreciation of property and equipment		22,964	12,653
Financial Planning Standard Board and Board meeting expenses		53,334	43,833
Licence fee		379,249	299,571
Marketing and promotional expenses		23,368	80,975
Membership development expenses		6,521	7,290
Other expenses	13	318,058	510,974
Rental expenses		60,294	60,144
Staff cost			
- salaries and bonus		837,778	824,954
- defined contribution plan		122,431	121,903
		<hr/>	<hr/>
		1,858,448	2,023,531
Surplus Before Taxation			
		97,063	125,535
Taxation	14	12,232	(9,932)
		<hr/>	<hr/>
Surplus After Taxation			
		109,295	115,603

The accompanying notes form an integral part of these financial statements.

Statement of Changes in Accumulated Funds

For the year ended 31 December 2015



	Accumulated Funds RM	Total RM
At 1 January 2014	1,434,561	1,434,561
Surplus for the financial year	115,603	115,603
At 31 December 2014	1,550,164	1,550,164
Surplus for the financial year	109,295	109,295
At 31 December 2015	1,659,459	1,659,459

The accompanying notes form an integral part of these financial statements.

Cash Flows Statement

For the financial year ended 31 December 2015

	Note	2015 RM	2014 RM
Cash Flows From Operating Activities			
Surplus before taxation		97,063	125,535
Adjustments for:			
Depreciation of property and equipment		22,964	12,653
Interest income		(61,634)	(59,301)
		58,393	78,887
Changes in working capital:			
Increase in receivables		(34,769)	(42,038)
(Decrease)/Increase in payables		(92,196)	92,592
Utilisation of grant		(11,055)	(132,375)
Decreased in advance membership fees		(157,789)	(7,045)
Increase in sponsorship deposits received from charter members		41,500	41,500
		(195,916)	31,521
Net cash flows (used in)/from operating activities			
Cash Flows From Investing Activities			
Purchase of property, plant and equipment		(30,879)	(29,016)
Interest received		61,634	59,301
		30,755	30,285
Net cash flows from investing activities			
Net change in cash and cash equivalents			
		(165,161)	61,806
Cash and cash equivalents at the beginning of the year			
		3,330,827	3,269,021
Cash and cash equivalents at the end of the year			
	6	3,165,666	3,330,827

The accompanying notes form an integral part of these financial statements.

Notes to the financial statements



1. GENERAL INFORMATION

The Financial Planning Association of Malaysia (“the Association”) was established pursuant to the Societies Act, 1966 on 13 December 1999.

The Association is a non-profitable organisation with a mission to educate the public on the process and benefits of financial planning and to raise the standards of competency and ethical practice of qualified financial planners in Malaysia.

The registered office and principal place of business of the Association is located at Unit 305, Block A Pusat Dagangan Phileo Damansara 1, Jalan 16/11 Off Jalan Damansara, 46350 Petaling Jaya, Selangor Darul Ehsan.

The financial statements are expressed in Ringgit Malaysia (“RM”).

The financial statements were authorised for issue by the Board of Governors of the Association in accordance with their resolution dated

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a) Basis of Preparation

The financial statements of the Association have been prepared under the historical cost convention, unless otherwise indicated in the accounting policies set out below and comply with the Private Entity Reporting Standards in Malaysia.

(b) Property and equipment

Property and equipment are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the items. Subsequent costs are included in the asset’s carrying amount or recognised as separate assets, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Association and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised.

Property and equipment are depreciated on a straight line basis to write off the cost of the assets to their residual values over their estimated useful lives, summarised as below:

Computer equipment and software	3 years
Furniture and fittings	5 years
Office equipment	5 years
Renovation	5 years

Gains or losses on disposals are determined by comparing proceeds with carrying amounts and are included in the statement of income and expenditure.

At each reporting date, the Association assesses whether there is any indication of impairment. Where an indication of impairment exists, the carrying amount of the asset is assessed and written down immediately to its recoverable amount.

Repairs and maintenance are charged to the statement of income and expenditure during the period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is probable that future economic benefits in excess of the originally assessed standard of performance of the existing asset will flow to the Association. Major renovations are depreciated over the remaining useful life of the related asset.

Notes to the financial statements (cont'd)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(c) Impairment of financial assets

To determine whether there is objective evidence that an impairment loss on the financial assets has been incurred, the Association considers factors such as the probability of insolvency or significant financial difficulties of the debtor and default or significant delay in payments.

If any such evidence exists, the amount of impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The impairment loss is recognised in profit or loss. The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets.

If in subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed to the extent that the carrying amount of the asset does not exceed its amortised cost at the reversal date. The amount of reversal is recognised in profit or loss.

(d) Impairment of non-financial assets

The Association assess at each reporting date whether there is an indication that an asset maybe impaired. If there is such indication or when annual impairment testing for an asset is required, the Association estimate the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit ("CGU")'s fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, recent market transactions are taken into account, if available. In no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

For other non-financial assets, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Association estimates the asset's or CGU's recoverable amount.

As previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceeds the carrying amount that would have been determined, net of depreciation or amortisation, had no impairment loss been recognised for the asset in prior years. Such reversal recognised in the profit or loss, unless the asset is measured at revalued amount, in which case the reversal is treated as revaluation increase.

(e) Receivables

Receivables are carried at anticipated realised value. An estimate is made for doubtful debts based on review of all outstanding amounts as at financial year end. Bad debts are written off during the financial year in which they are identified.

(f) Revenue recognition

Annual membership fees are recognised as income over the membership period when non uncertainty as to its collectability exists.



2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(f) Revenue recognition (cont'd)

Sponsorship deposits received from charter members are recognised as income evenly over a period of ten years.

Other income such as surplus from conference, examination and continuing education courses are recognised on an accrual basis.

Interest income is recognised on time proportion basis that reflects the effective yield of the asset.

(g) Income taxes

Current tax expense is determined according to the tax laws of the jurisdiction in which the Association operates and include all taxes based upon the taxable surplus.

Deferred tax is recognised in full, using the liability method, on temporary differences arising between the amount attributed to assets and liabilities for tax purposes and their carrying amounts in the financial statements. However, deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of transaction affects neither accounting nor taxable profit and loss.

Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the deductible temporary differences or unused tax losses can be utilised.

Deferred tax is determined using tax rates (and tax laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred tax asset is realised or deferred tax liability is settled.

(h) Employee benefits

Short-term employee benefits

Wages, salaries, bonuses, paid annual leave and non-monetary benefits are accrued in the year in which the associated services are rendered by employees of the Association.

Defined contribution plan

A defined contribution plan is a pension plan under which the Association pays fixed contributions to the national pension scheme, Employees' Provident Fund ("EPF"). The Association's contribution to defined contribution plans are charged to the statement of income and expenditure in the financial year to which they relate. Once the contributions have been paid, the Association has no further payment obligations.

(i) Cash and cash equivalents

Cash and cash equivalents comprise cash, bank balances and deposits held with licensed banks, that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

(j) Grants

Grants from the government are recognised at their fair values where there is a reasonable assurance that the grants will be received and the Association will comply with all the attached conditions.

Government grants relating to income are deferred and recognised in the statement of income and expenditure over the period necessary to match them with the costs they are intended to compensate.

Notes to the financial statements (cont'd)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(k) Foreign currency conversion and translation

Transactions in foreign currencies are converted into Ringgit Malaysia at rates of exchange ruling at the transaction date. Monetary assets and liabilities in foreign currencies at the balance sheet date are translated into Ringgit Malaysia at rates of exchange ruling at that date. All exchange differences arising from the settlement of foreign currency transactions and from the translation of foreign currency monetary assets and liabilities are included in the income statement.

The principal closing exchange rates for every unit of foreign currency to Ringgit Malaysia used in the translation of foreign currency amounts are as follows:

	2015 RM	2014 RM
Foreign currencies		
US Dollar	4.29	3.50

3. PROPERTY AND EQUIPMENT

	Office equipment RM	Renovation RM	Furniture and fittings RM	Computer equipment and software RM	Total RM
2015					
Cost					
At 1 January 2015	58,485	15,590	54,312	346,802	475,189
Additions	350	-	-	30,529	30,879
At 31 December 2015	58,835	15,590	54,312	377,331	506,068
Accumulated Depreciation					
At 1 January 2015	48,496	8,129	50,878	326,373	433,876
Charge for the year	2,797	2,558	1,384	16,225	22,964
At 31 December 2015	51,293	10,687	52,262	342,598	456,840
Net Book Value at 31 December 2015	7,542	4,903	2,050	34,733	49,228



3. PROPERTY AND EQUIPMENT (CONT'D)

	Office equipment RM	Renovation RM	Furniture and fittings RM	Computer equipment and software RM	Total RM
2014					
Cost					
At 1 January 2014	51,218	15,590	54,312	325,053	446,173
Additions	7,267	-	-	21,749	29,016
At 31 December 2014	58,485	15,590	54,312	346,802	475,189
Accumulated Depreciation					
At 1 January 2014	45,663	5,571	49,633	320,356	421,223
Charge for the year	2,833	2,558	1,245	6,017	12,653
At 31 December 2014	48,496	8,129	50,878	326,373	433,876
Net Book Value at 31 December 2014	9,989	7,461	3,434	20,429	41,313

4. TRADE RECEIVABLES

	2015 RM	2014 RM
Trade receivables	110,020	142,600
Less: Allowance for impairment	(25,880)	(24,880)
	84,140	117,720

Receivables that are impaired

Trade receivables that are impaired at the reporting date and the reconciliation of movement in the impairment of trade receivables is as follow:

	2015 RM	2014 RM
At 1 January	24,880	4,030
Charge for the financial year	10,000	20,850
Written off	(9,000)	-
At 31 December	25,880	24,880

Notes to the financial statements (cont'd)

5. OTHER RECEIVABLES, DEPOSITS AND PREPAYMENTS

	2015 RM	2014 RM
Other receivables	37,430	37,430
Deposits	24,348	21,319
Prepayments	81,548	16,228
	<u>143,326</u>	<u>74,977</u>

6. CASH AND CASH EQUIVALENTS

	2015 RM	2014 RM
Fixed deposits with licensed banks	2,189,009	1,643,058
Short term deposits with a licensed bank	350,000	-
Cash at bank and on hand	626,657	1,687,769
Cash and cash equivalents	<u>3,165,666</u>	<u>3,330,827</u>

Included in the cash and cash equivalents is the grant received (net of expenses claimed) from Capital Market Development Fund ("CMDF") to date amounting to RM442,198/- (2014: RM453,253/-).

The fixed deposits of the Association have maturity period range from 1 month to 12 months (2014: 1 month to 12 months). The interest rate per annum as at the reporting date is 3.00% to 3.38% (2014: 3.00% to 3.27%).

7. OTHER PAYABLES AND ACCRUALS

	2015 RM	2014 RM
Other payables	346,470	386,094
Accruals	654,497	707,069
	<u>1,000,967</u>	<u>1,093,163</u>

8. GRANTS

This is the grant awarded by Capital Market Development Fund ("CMDF") to the Association and Islamic Banking and Finance Institute Malaysia Sdn. Bhd. ("IBFIM") in relation to development and implementation of the certification programme for Islamic Financial Planners.

The balance represents the total amount received from CMDF for the Association and IBFIM to date, less accumulated eligible expenses claimed by the Association and IBFIM. The amount drawn down was based on milestones achieved based on the broad guidelines agreed with CMDF.

**8. GRANTS (CONT'D)**

	2015 RM	2014 RM
At 1 January	453,253	585,628
Utilisation of grant	(11,055)	(132,375)
At 31 December	<u>442,198</u>	<u>453,253</u>

9. ADVANCE MEMBERSHIP FEES

	2015 RM	2014 RM
Trade membership fees	50	149
Associate membership fees	10,755	5,730
Certified membership fees	182,231	344,946
	<u>193,036</u>	<u>350,825</u>

Advance membership fees represent annual fees paid by members that relate to the unexpired periods of the membership.

10. DEFERRED TAX LIABILITIES

	2015 RM	2014 RM
At 1 January	9,232	-
Recognised in income statement	(9,232)	9,232
At 31 December	<u>-</u>	<u>9,232</u>

11. SURPLUS FROM CONTINUING EDUCATION COURSES

	2015 RM	2014 RM
Continuing education course income	111,941	174,640
Seminar package expenses	(25,606)	(23,123)
Other expenses	(34,099)	(45,737)
	<u>52,236</u>	<u>105,780</u>

Notes to the financial statements (cont'd)

12. SURPLUS FROM EXAMINATION

	2015 RM	2014 RM
Examination fee income	459,648	627,625
Expenses incurred in relation to examination	(111,434)	(130,793)
Grant income	11,055	132,375
	<u>359,269</u>	<u>629,207</u>

The grant income relates to the drawn down during the year by the Association and Islamic Banking and Finance Institute Malaysia Sdn. Bhd. ("IBFIM") for the Islamic Financial Planners certification programme as disclosed in Note 8.

13. OTHER EXPENSES

	Note	2015 RM	2014 RM
4E Journal expenses		51,370	44,280
Annual General Meeting expenses		12,605	13,503
Bank and credit card charges		21,287	21,267
Electricity and utilities		10,927	12,485
Impairment of trade receivables	4	10,000	20,850
General expenses		11,624	14,417
Allowance for Board of Governors and Committee Members		11,800	5,000
Insurance		8,758	8,220
Maintenance of premises and computers		14,776	34,677
Maintenance of website		20,510	10,013
Postage and courier		8,160	9,053
Printing and stationeries		11,183	19,584
Balance carried forward		<u>193,000</u>	<u>213,349</u>

	Note	2015 RM	2014 RM
Balance brought forward		193,000	213,349
Professional fees		8,100	50,780
Rental of photocopier		8,232	7,055
Staff training, recruitment and welfare		14,928	24,274
Telecommunication		14,783	19,587
Travelling		30,037	30,268
Withholding tax		37,923	33,286
Islamic Financial Planners expenses	8	11,055	132,375
		<u>318,058</u>	<u>510,974</u>



14. TAXATION

	2015 RM	2014 RM
Income tax expense		
- current year	-	3,000
- overprovision in prior year	(3,000)	(2,300)
	<u>(3,000)</u>	<u>700</u>
Deferred income tax		
- current year	-	9,232
- overprovision in prior year	(9,232)	-
	<u>(12,232)</u>	<u>9,932</u>

The chargeable income of the Association is taxed at a scaled rate under Schedule 1 of the Income Tax Act, 1967 and current taxation for the current financial year is provided based on the Income Tax (Exemption) (No. 19) Order 2005, whereby statutory income derived from members' subscription fees is exempted.

A reconciliation of income tax expense on surplus of income over expenditure before taxation with the applicable statutory income tax rate is as follow:

	2015 RM	2014 RM
Surplus before taxation	<u>97,063</u>	<u>125,535</u>
Tax at applicable tax rate of 25% (2014: 25%)	24,266	31,384
Tax effects arising from		
- non-deductible expenses	-	4,252
- non-taxable income	(3,809)	(7,903)
- effect on changes in income tax rate	-	(15,501)
- deferred tax assets not recognised in the financial statements	(20,457)	-
- overprovision in prior years	(12,232)	(2,300)
Tax expense for the financial year	<u>(12,232)</u>	<u>9,932</u>

The deferred tax assets have not been recognised for the following item:

	2015 RM	2014 RM
Temporary differences	(11,295)	(20,261)
Unutilised tax losses	199,450	293,653
	<u>188,155</u>	<u>273,392</u>
Potential deferred tax assets not recognised at 24% (2014: 24%)	<u>45,157</u>	<u>65,614</u>



Notes to the financial statements (cont'd)

15. COMPARATIVE FIGURE

The comparative figure of the Association for the financial year ended 31 December 2014 have been audited by other firm of chartered accountants other than Messrs Baker Tilly Monteiro Heng.

FPAM



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