

GAA
HONG KONG



薪火相傳



Education

**Industry Development
Standing Committee (IDSC)**

Marketing & Development

Membership

**Professional Development
Centre (PDC)**

Public Relations

**Annual
Report
2015**

香港人壽保險經理協會
General Agents and
Managers Association
of Hong Kong

香港人壽保險經理協會 (GAMAHK) 簡介

美國GAMA總會成立於一九五一年，於世界各主要城市總共認可了130個當地協會，會員超過一萬人，規模龐大。總會主要服務範圍包括為會員開辦多方面的專業管理訓練課程，提供有關的資料及定期舉辦大型業內會議，邀請世界各地的傑出代表進行演說，與會員分享及交流培訓和管理上的心得。

香港人壽保險經理協會（英文簡稱GAMAHK）於一九九四年自美國引入香港，是目前香港唯一人壽保險經理協會。

本會成立的宗旨是借著訓練課程及工作坊，提升經理們的管理技巧，包括在增員、培訓、督導及激勵各方面。而協會每年都會舉辦研討會，邀請業界及行外有建樹的精英分享心得，交流經驗，藉此把不同公司的文化連成一線，提升保險業的專業地位。

協會訂有多項國際榮譽獎項，以表揚壽險業內有傑出管理成就的經理，而得獎者必須為GAMAHK的會員。每年均有眾多會員獲獎，反映香港壽險經理的管理質素正不斷提升。

本會成立至今，會員人數不斷上升，可見香港壽險經理正積極追求知識及提升管理技巧。本會更於一九九九年被保險業監理處委任為中介人素質保證計劃的督導委員會委員及考試委員會成員，負責為保險中介人考試及持續教育提供意見。

香港人壽保險經理協會 (GAMAHK) 原則聲明

因為壽險業為社會提供了獨特的經濟發展及社會服務，又為社會帶來極大的利益；

因為壽險業乃一種信託性的關係及恆久的服務；

因為壽險業的發展對每一個人都尤為重要；

因為壽險顧問的服務乃構成壽險業與保客聯系的重要橋樑；

因為維持壽險顧問優良專業操守乃極為重要的任務。

所以，我深信我的責任是：

- 以最專業的技巧，嚴格地挑選合資格的壽險顧問及經理。
- 招募有意以壽險業作為專業之新晉，藉以建立一個直屬或分支的銷售架構。
- 以專業的方法及資源給予壽險顧問足夠的訓練及管理，以確保他們能為客戶提供專業意見及高質素的服務，並能於最短時間內踏上成功之路。
- 每年均鼓勵同業參與一些有助於自我發展的研討會，如：GAMA Convention，GAMA DAY或同類型活動。藉此幫助他們在事業發展上不斷更新，以求達至爐火純青、聲名顯赫、獲得最大成就。
- 鼓勵壽險顧問加入及支持香港人壽保險經理協會；參與協會主辦之會議和活動，共同遵行同業守則。
- 以公正、真實又不誇大的事實來招募準壽險顧問及經理，讓他們能自行決定是否加入我的營業區份。
- 敦促任何我想增員的壽險顧問或經理，在決定轉投我的旗下前與他們的現任上司研討他目前的發展狀況。
- 我的基本信念是以領導者的角色支持壽險業的制度。相信當人遭逢死亡、殘疾、年老及有緊急事故時，人壽保險及殘疾保險是對有急需之市民提供金錢及穩定收入的最好保障工具，以免他們陷於經濟困境之中。

總括而言：

我會努力鼓勵同業以我們的專業精神全面實行這些“金科玉律”，使我們的專業地位得以提高，贏取當代社會的敬仰和尊重。

目錄

香港人壽保險經理協會 (GAMAHK) 簡介	封面內頁
香港人壽保險經理協會 (GAMAHK) 原則聲明	封面內頁
會長報告	李慶達先生 1
上屆會長報告	龔偉霖先生 2
副會長報告 (會員事務部)	陳潔恩小姐 3
副會長報告 (市場及拓展部)	周錦樂先生 4
副會長報告 (教育部)	譚健賢先生 5
副會長報告 (公共關係事務部)	姚文輝先生 6
行業發展常務委員會主席報告	林敏英小姐 7
專業發展中心主席報告	張耀光先生 8
榮譽秘書報告	何志強先生 9
榮譽司庫報告	江德力先生 10
董事報告	歐瑞成先生 11
董事報告	陳詠芬小姐 11
董事報告	鄭翠雯小姐 12
董事報告	卓君風先生 12
董事報告	許偉忠先生 13
董事報告	李護寧先生 13
董事報告	盧耀輝先生 14
董事報告	武承君先生 14
董事報告	吳麗芳小姐 15
董事報告	溫潔英小姐 15
活動花絮	16 - 19
2015年董事局成員及榮譽顧問團	20
2015年委員會成員及項目統籌經理	21
附錄 (一) : 2014年周年會員大會會議記錄	22 - 23
附錄 (二) : 2015年董事局會議報告	24 - 25
附錄 (三) : 核數師報告	26 - 43
贊助公司	封底內頁





會長報告

李慶達先生

本人深感榮幸能擔任2015年度「香港人壽保險經理協會」會長。自創會以來，GAMAHK與香港保險業同步發展，並致力提高業內經理的專業和質素。

回顧這一年的會長工作及職務，可謂「豐富充實且具挑戰性」，需要處理的會務及行業事項確是繁多，可喜的是，我們的努力並沒有白費，成功及圓滿地完成了多項工作。我們將繼續秉承協會所定下的方向，為未來業界的發展奠定良好基礎及提升業界達致更專業的水平。

作為行業中唯一的專業經理協會，GAMAHK有責任就任何影響行業的諮詢文件作出回應，並儘力確保決策者能聽到我們的聲音和意見。去年，本會「行業發展常務委員會」主席林敏英小姐更積極就各諮詢文件或行業政制及發展議題作出回應，包括大家也所知甚詳的「成立獨立保險業監管局」、「醫療保障計劃」、「保單持有人保障基金」、「強制性公積金計劃」等；我們深感慶幸能與政府各決策部門一直保持緊密聯繫及溝通，商討種種事宜，確保各政策部門人員聽取了業界的聲音，從而為業界及同業爭取最大的權益。

近年，協會聯同業界成立或參與相關的專業關注小組，幸得大家齊心協力，團結一致，朝向共同目標，維護同業及業界的合法權益：如「香港人壽保險經理協會」(GAMAHK)聯同「香港人壽保險從業員協會」(LUAHK)於2013年組成了「壽險行業規管與發展關注組」英文簡稱(ICG)，關注組有幸邀請LUAHK創會會長陳炎光先生、GAMAHK及LUAHK前會長容永祺先生分別擔任小組召集人及聯席召集人。過去數年，透過他們的領導聯同兩會委員會核心成員深入研究技術細節，充分善用委員會的經驗及知識，透過主動與政府相關決策部門溝通，以達致共識，從而落實業界的立場。藉此，我衷心感謝他們無私的付出，實在值得欣賞及嘉許，祈望行業得以繼續健康發展。

GAMAHK亦一直致力舉辦及協辦各類慈善或義工活動，慈善籃球比賽更是每年重點活動之一，所有比賽收益亦會全數撥捐慈善團體。今年慈善籃球比賽獲各大保險公司積極參與及踴躍捐款，所得的善款更勝往年，隨後全數亦已撥捐「香港撒瑪利亞防止自殺會」作慈善用途。除此以外，本會十分榮幸今年度獲提名參加「商界展關懷」計劃(Caring Company)，希望能為社會出一分力，在推動業界發展之餘亦藉此回饋社會。

所謂學海無崖，本會先後舉辦了四場「持續進修學分研討會」，目的是提升各會友於保險知識，更為學員提供10個持續專業培訓學分以滿足續牌之要求。同時本會於三月舉辦了「GAMA Day」，透過公司提名的業界精英及非業界嘉賓的演講，藉以分享他們成功的管理實戰理念，務求為同業作加油站，重新訂立目標。承先啟後，配合本會之教育方針——引進保險業的專業資格，先後開辦「資深財務策劃顧問證書課程(RFC)」及「中國註冊理財規劃師課程」，使同業有效掌握金融理財的基本知識、原理，藉以豐富行業知識及管理才能，獲取專業認證，提升專業地位。

協會每年均會為會員及同業舉辦兩大年度盛事，除了舉辦「GAMA國際榮譽獎項頒獎典禮」外，今年有幸首度與美國GAMA總會合作舉行「GAMA亞太壽險管理研討會2015」(LAMP ASIA 2015)這國際盛事活動，海外業界精英雲集於此，對提升本地同業管理水平將有極大裨益。

今年「GAMA國際榮譽獎項頒獎典禮」獲得同業鼎力支持，座無虛席，著實令人鼓舞。國際榮譽獎項是保險業內最享負盛名的殊榮，藉以嘉許同業的超卓表現及管理的能力。今年協會更首度推出「經理指標大獎」，令業界殊榮更具競爭和代表性。

本人希望藉此機會衷心感謝協會全人及所有董事局成員的鼎力支持及參與，使今年的活動能得以順利舉行及圓滿結束。最後，謹祝協會業務蒸蒸日上，百尺竿頭，更進一步。



上屆會長報告 龔偉霖先生

本人實感榮幸以上屆會長身分繼續出任「香港人壽保險經理協會」(GAMAHK)董事局其中一員，見證了GAMAHK於2015年有突破性的發展，本人深感欣慰。今年，GAMAHK全力支持及協助美國總會在港舉辦「GAMA亞太壽險領袖研討大會2015」(LAMP Asia 2015)，邀請到多位來自美國、泰國、菲律賓、香港及中國內地之星級演講嘉賓與參加者分享及交流不同領域的管理經驗。本人有幸參與此國際盛會，實在獲益良多。

GAMAHK繼續透過與各友會組成的組織，例如「壽險行業規管與發展關注組」(ICG)及「保險及財策從業員大聯盟」(IFPA)，代表所有前綫從業員就行業事務的議題加強與政府對話，讓政府更了解保險業人員的真正需要，為行業發聲。承蒙大家不懈支持，本人去年獲委任為IFPA之召集人為業界服務，並能夠時刻與各位前輩及業界精英並肩作戰，維護業界應有的權益。

近年，政府推出多項影響深遠的政策及措施，包括：成立獨立保險業監管局、與投連壽險產品有關的新指引、保單持有人保障基金、以及建議中的「自願醫保計劃」等等。這些政策對我們的行業均影響深遠，我深信兩大組織能為業界完成更多大任，繼續為我們業界未來謀福祉。

最後，謹代表協會感謝各贊助保險公司的鼎力支持。GAMAHK希望運用協會在業界的力量回饋社會，並推動業界發展並能團結各方，為保險業爭取最大權益，讓業界繼續茁壯成長。藉此機會，祝願協會帶領業界成功向前發展，共同創造更美好的明天！





副會長報告（會員事務部）

陳潔恩小姐

本人能擔任「香港人壽保險經理協會」副會長，並獲委任於會員事務部，實在深感榮幸。本年主要職務是拓展各方面的會員事務及鼓勵積極參與協會所舉辦的各項活動，令會務得以順利發展。

同時，本人也出任「GAMA國際榮譽獎項頒獎典禮」的籌委會主席，協助籌辦一年一度之業界盛事。當晚的主題為「A Night of Winners 勝者為王21」，除有幸獲得各得獎者及嘉賓支持外，參加人數更突破往年，成為歷年之冠！成績實在令人鼓舞，更令本人深感自豪。在籌辦的過程中更令本人獲益良多，深深體會到團隊互助的精神，在此多謝各籌委會成員的支持和付出！

今年協會新增「經理指標大獎」，目的為鼓勵及表揚更多業界中有潛質的經理，嘉許他們在業界中具實力的表現和不斷在背後默默地付出，為行業的薪火相傳而努力培育人才。

最後，謹此再次感謝各董事局成員及協會全人的付出和努力，並祝願會務百尺竿頭，更進一步！



副會長報告（市場及拓展部）

周錦樂先生

欲戴皇冠，必承其重——在「香港人壽保險經理協會」(GAMAHK)和不同部門的人士合作，加上對外與其他協辦機構接觸，縱使需付出額外時間和精力，但確實是難得的寶貴經驗。

今年本人負責的市場及拓展部門於10月舉辦籃球慈善大賽，為業界提供康樂聯誼機會，既有益身心，又可籌募善款回饋社會，別具意義。

GAMAHK成立至今，一直為業界服務，不斷推動業界發展，在協助提升保險同業質素及地位方面擔任相當重要的角色。

業界正穩步向前，祝願大家亦朝著新目標，繼續在專業路途上奮進。

在此衷心感謝各位董事局成員，在過去一年的付出和努力，期望來年各位繼續為業界繼續發亮！





副會長報告（教育部）

譚健賢先生

今年十分榮幸獲委任為「香港人壽保險經理協會」(GAMAHK)副會長，並負責教育部，主要為會員和經理們統籌及研發培訓活動及進修課程，過程使我獲益良多。

在這任職的一年，教育部舉辦了多項不同類型的活動，包括 GAMA DAY、四次的「持續進修學分研討會」及一些短期的經理進修課程等。其中「持續進修學分研討會」內容既實用且豐富，深得同業歡迎及肯定。GAMAHK會致力為同業研發及舉辦更多高質素的教育課程，以提升同業的競爭力。

本人亦有幸獲委派代表協助職業訓練局(MTC)審閱有關保險中介人優質保證計劃的手冊更新，希望透過更新細節能有助新入職同業更易掌握現今不斷革新的行業趨勢。

最後衷心感謝會長李慶達先生，各董事局成員及籌委會成員在過去一年無私的付出。並祝願GAMAHK會務蒸蒸日上，未來能為保險業界作出更多的貢獻！



副會長報告（公共關係事務部）

姚文輝先生

本人有幸今年擔任「香港人壽保險經理協會」(GAMAHK)副會長，並深感榮幸能獲委任負責公共關係事務部。回顧過去一年，本人主要協助及聯絡各嘉賓及要員以配合協會所舉辦之活動，承蒙各董事同心協力作出貢獻，推動協會不斷進步。

今年獲李慶達會長的信賴委以重任成為「GAMA亞太壽險領袖研討大會2015」(LAMP ASIA 2015)主席，與美國總會在港協辦研討會，與會者來自東南亞各地：菲律賓、馬來西亞、泰國、澳門、香港及中國，參與人數超過1,300人，當天大會盛況空前，更獲得各界嘉賓及贊助保險公司鼎力支持，得到業界人士一致好評，令本人深感自豪。

此外，本人更參與由青年企業家發展局主辦的「商校家長計劃」，透過一系列的工作坊讓青少年向不同的商界人士了解行業的運作，同時協助青少年培養企業精神，建立企業精神的思維。

最後，謹再次感謝各董事局成員及協會辦公室全人的努力和付出，衷心期待協會的未來更加美好，為建立更專業的業界，與大家攜手迎風頂浪貢獻力量。





行業發展常務委員會主席報告 林敏英小姐

本人有幸在過去一年繼續擔任「行業發展常務委員會主席」一職，延續為協會及業界服務。回顧這幾年，保險業界正面對大量複雜的行業政策及事宜，正因如此，「行業發展常務委員會」扮演著非常重要的角色，持續及積極地參與行業政制及發展議題，包括業界極為關心的「成立獨立保險業監管局」、「自願醫保計劃」、「指引十六」、「財務需要分析表格」、「強制性公積金計劃」等。我們定期與政府各決策部門保持緊密聯繫及會議溝通，商討相關事宜，確保政策部門人員聽取了業界的聲音，藉此有效地維護業界應有的權益，同時也提升業界的專業及操守水平。

協會先後參與業界成立的專業關注小組，有幸大家齊心協力，團結一致，朝向共同目標以維護同業及業界的合法權益為依歸。於2013年8月，「香港人壽保險經理協會」(GAMAHK)聯同LUAHK組成了「壽險行業規管與發展關注組」英文簡稱(ICG)，由兩位業界資深前輩陳炎光先生及容永祺先生分別擔任小組召集人及聯席召集人，充分善用他們的經驗及知識，透過他們的領導聯同委員會成員的努力，在本年初成立「財務需要分析表格」及「客戶保障聲明書」專業關注小組，主動與政府相關決策部門進行會議及溝通，以達致共識，從而落實業界的立場。藉此，衷心感謝他們無私的付出和貢獻。

隨著獨立保監局《條例草案》在2015年中於立法會審議，以及獨立保監局的成立，業界亦將進入另一新階段，預期將為保險業帶來不少改變，但我相信憑著各位對GAMAHK及業界的支持，發揮你們的強大力量定能成功。未來，我們將繼續與當局保持對話和收集各會友意見，以反映業界的關注事項及維護我們應有的權益。最後我衷心祝願協會在未來日子會務蒸蒸日上，會員人強馬壯、團結業界一致，為行業繼續發光發亮。



專業發展中心主席報告

張耀光先生

本人很榮幸能繼續擔任「香港人壽保險經理協會」(GAMAHK)專業發展中心(Professional Development Centre)，簡稱(PDC)主席一職。PDC一直致力以提升會員於行業的專業質素為宗旨，而今年PDC與中國註冊理財規劃師協會代表機構於4月簽署合作協議，引入了「中國註冊理財規劃師課程」。課程開辦至今均大受歡迎，相信課程能讓同業有效掌握中港兩地的金融財策概念及市場未來發展，為同業提升個人及團隊競爭力。

此外，本會與國際認證財務顧問師協會(IARFC)合作超過十年，今年亦為未來兩年簽署合作協議，希望繼續推行更多優質課程，令行業質素提升，協助業界發展。

本人最後藉此機會再次衷心感謝會長李慶達先生的指導及各董事成的無私付出。祝願眾人繼續同心協力，共同攜手推動協會及業界的發展。





榮譽秘書報告
何志強先生

本人今年能獲委任為「香港人壽保險經理協會」秘書一職，心感非常榮幸。在這一年裡，實有賴各董事及各會員支持，令工作順利及圓滿舉行。

此外，本人於年度業界盛會「GAMA亞太壽險領袖研討大會2015」(LAMP ASIA 2015)中擔任籌委會副主席一職，主要負責宣傳及流程。在籌辦的過中也令本人獲益良多，深深體會到團隊互助的精神。

在此感謝籌委會主席姚文輝先生及其他籌委會成員的無私付出。能與多位資深董事合作，本人獲益良多，亦深深感受到GAMAHK給予我濃厚的歸屬感。

最後，希望日後繼續能為GAMAHK和業界服務，並祝願協會會務蒸蒸日上。



榮譽司庫報告 江德力先生

在「香港人壽保險經理協會」(GAMAHK)的大家庭服務已第4年，今年亦是本人第2年出任榮譽司庫一職。在協會工作期間得到會長及各董事的協助及支持，一起以專業、積極、進取的態度為協會及業界服務，令我充分體會GAMAHK的團隊精神，這確是一個不可多得的經驗。

今年GAMAHK兩大盛事已於7月初圓滿舉行。除了「GAMA國際榮譽獎項頒獎典禮2015」外，另一大盛事是與美國總會協辦「GAMA亞太壽險領袖研討大會2015」(LAMP ASIA 2015)。研討大會邀請到來自世界各地如美國、泰國、菲律賓、香港及中國內地的知名講師擔任演講嘉賓，分享他們成功的秘訣並介紹各種實用的管理及銷售技巧，為與會者提供了一個很好的學習平台。

為了協會未來發展，司庫主要維持協會良好的財政狀況，令協會舉辦之各項活動得以順利完成及錄得盈餘，以添置會址為目標。今年的財務報告已由港駿會計師行有限公司核妥，詳細內容可參閱年報內之核數師報告。

除了司庫一職外，本人亦參與了多項行業政制及發展問題討論，如「2014年保險公司（修訂）條例草案」、ILAS產品「投資相連壽險計畫」相關的佣金問題等。草案對業界影響深遠，協會及業界組織代表會定期溝通，加強我們為業界發聲的力度及爭取健康的發展環境。

最後本人謹此衷心感謝各董事局成員及各籌委會會員的無私付出，令協會的會務得以持續發展，並祝願協會會務蒸蒸日上。





董事報告

歐瑞成先生

本人深感榮幸於2015年度出任「香港人壽保險經理協會」董事一職，負責專業發展中心(PDC)為協會及業界服務。

延續協會多年來的服務宗旨，本年度仍致力以提升保險理財策劃的專業質素及推動行業專業發展為主要目標。在認證課程方面，協會與「國際認證財務顧問師協會」(IARFC)二度開辦「資深財務策劃顧問證書課程」；課程有助增強專業知識及獲取國際認證。本年度，協會更推出「中國註冊理財規劃師課程」，這些課程會授以理論及分享實踐方法，令同業獲益不少。

政府於2008年正式推行資歷架構，目的是協助市民確立進修的目標和方向，獲取有質素保證的資歷，並確保這些資歷的質素以及為不同程度的資歷提供銜接階梯。協會現正與專上院校設計合適的課程予同業，協助行業開發《能力標準說明》為本的教材，鼓勵更多培訓機構設計及開辦切合行業需要的培訓課程；發展的教材可廣泛地在業界使用，使進修培訓更切合業界需要，令有意入行的人士受惠。

最後，本人在此衷心感謝各董事局成員的努力和合作，延續薪火相傳的精神，培育更多專業人才邁向更美好的明天。



董事報告

陳詠芬小姐

感謝「香港人壽保險經理協會」(GAMAHK)給予我機會統籌季刊《銳集》。它是協會與會員之間資訊交流的橋樑，在每次討論中，籌委會成員均抱著「力求創新·不斷進步」的理念，希望透過更多資料搜集、討論及分析，將更多更豐富及精彩的內容與業界分享。感謝主席卓君風先生一直堅守這信念，帶領我們籌委會成員堅守崗位及進步，承蒙會長李慶達先生的安排，令我在製作《銳集》的過程中能更深入了解協會工作及行業最新動向，令我獲益良多。在此衷心期望下屆的籌委會一樣薪火相傳，為協會發光發亮。



董事報告

鄭翠雯小姐

2015年，本人深感榮幸能擔任「香港人壽保險經理協會」(GAMA HK)董事一職，並協助處理會員事務部工作。藉此機會衷心感謝會長李慶達先生及會員事務部副會長陳潔恩小姐的帶領，以及各部門董事的信任和支持。

在任期內，我先後參與GAMA HK的多個項目：在「GAMA國際榮譽獎項頒獎典禮2015」的籌委會中，有幸獲委任為副主席，負責整個活動的製作，協調當晚流程。除了可以與業界精英們攜手合作、互相學習外，更有機會認識到行內多位巨星級領袖，見證他們為業界付出而獲獎的成果，實在寶貴。

此外，今年會員事務部增設了「經理指標大獎」(LBA)，此獎項肯定了同業精英的努力，嘉許及鼓勵人壽保險經理，向著自己定下的業務目標邁進。

最後，期望來年有更多同業精英能抽出寶貴的時間，為業界出一分力，為協會服務，建立更精彩未來。



董事報告

卓君風先生

本人深感榮幸能為「香港人壽保險經理協會」(GAMA HK)籌劃季刊《銳集》及擔任總編輯的工作。《銳集》是一本讓人壽經理交流經驗及心得的雜誌，因透過匯集各精銳團隊的意見而得名。《銳集》追求與時並進及不斷創新，除了在內容上加入大受歡迎的「名人專訪」、「環球金融解碼」、「醫療專訪」等專題外，亦增加了各種休閒及管理的新元素，如：「生活品味」、「管理萬象」、「會員投稿」，務求為讀者帶來更多實用及豐富的資訊。

藉此，本人感謝各籌委會成員的努力及付出，為季刊帶來突破性的改革。祝願GAMA HK來年亦與《銳集》一樣不斷進步，不斷精益求精。





董事報告

許偉忠先生

本人 在過去一年獲委任為董事，主要負責部門為「行業發展常務委員會」(IDSC)，回顧過去幾年，保險業界正面對繁多的政策及法制改革，「行業發展常務委員會」(IDSC)扮演著非常重要的角色：積極參與行業政策及發展議題，包括大家所知的「成立獨立保險業監管局」、「醫療保障計劃」、「投資相連保單的改動」、「強制性公積金計劃」等等。隨著FNA、GN15、GN16的推行，我們定期與政府各決策部門保持緊密聯繫及溝通，商討相關事宜，確保政府聽取了業界的聲音，使草擬的政策符合前線人員的實際需要，從而為業界爭取最大權益，同時亦可提升業界的專業及操守水平。

再者，透過「壽險行業規管與發展關注組」(ICG)的領導及委員會成員的努力下，我們主動與政府相關決策部門進行會議及溝通，以達致共識，從而落實業界的立場，在此非常感謝他們為我們業界的無私奉獻。

我們預期保險業明年將會面對重大的改變，但我相信憑著大家對GAMAHK的支持及鼓勵，可以凝聚大家的力量，使業界更進步。

最後，祝協會未來業務蒸蒸日上，業界團結一致！



董事報告

李護寧先生

十分 榮幸連續第二年擔任「香港人壽保險經理協會」董事，過去一年繼續在繁忙工作中，繼續為社會及保險界行業事務略施綿力，實在樂在其中！

本年度獲委任教育部工作，能夠參與籌辦GAMA DAY管理研討會、持續進修學分研討會及協辦一些管理課程，實在不得不讚嘆業界精英們面對挑戰的正面態度，使保險行業不斷成長及進步！

在未來一年，讓我們攜手共同努力，為業界及香港社會福祉互勉互勵！並祝願協會會務蒸蒸日上！



董事報告

盧耀輝先生

本人很榮幸能擔任今年度「香港人壽保險經理協會」(GAMAHK)董事，主力負責市場及拓展部，過去一年的工作讓我能更深層次以及全面地了解協會的運作，進一步加深對協會的認知，獲益良多。

本人今年能夠參與協會的各項工作，實在眼界大開：各位董事除了專注在自己的工作崗位上，亦無私為協會事務發展作出貢獻、集思廣益、樂於分享，全心全意為業界創新思、做好事，目光遠大。

本人很欣賞GAMAHK之座右銘「任重道遠，薪火相傳」，這是協會的重任。

此外，今年舉辦了「攝影講座分享會」、「慈善籃球比賽」等，各大公司同業精英雲集，積極參與，反應熱烈。

最後，在此祝願協會會務蒸蒸日上，更盡善盡美，為業界發光發亮，更臻完美，精益求精。



董事報告

武承君先生

本人有幸在2015年加入「香港人壽保險經理協會」(GAMAHK)成為董事，過去的一年透過參與GAMAHK所舉辦的活動及培訓課程認識更多的保險業精英，更在他們身上學習到了很多寶貴的工作經驗！

在今日競爭激烈的保險市場，如何有效突圍並取得驕人佳績是每一個保險從業人員或是團隊主管必須面對的問題。GAMAHK在過去一年所有舉辦的活動和課程都以解決這問題為設計方針。為了壽險業的未來以及應對市場的改變，GAMAHK的歷屆會長和董事們都群策群力，為業界作出最大努力和貢獻。

在此，我由衷的感謝每一位曾經教導過我的前輩，可以和你們在一起工作是我的榮幸！

最後，祝協會繁榮強盛，更上一層樓！





董事報告

吳麗芳小姐

本人有幸於2015年擔任「香港人壽保險經理協會」(GAMAHK)董事一職，並獲委任負責教育部，過去一年來服務業界，從而獲益良多；當中更要感謝教育部副會長譚健賢先生，他悉心指導部門工作，與李護寧先生及其他項目經理群策群力，合作無間，順利完成多項工作，在此再三感謝各位讓我了解教學相長的道理。

香港保險業發展迅速，加上中國經濟起飛，對專業保險理財服務需求殷切，為數萬位從事財務策劃的同業，增添了極大商機，但對從事員的質素、操守及專業知識等要求亦相應提高。再加上就有關「獨立保險業監管局」、「與投連壽險產品有關的新規定」等議題，業界需要面對更多「機遇」與「挑戰」，作為教育部門的要員，我們必須倡議提升從業員各方面水準。

過去一年，本人有幸到各大保險公司作年度拜訪、溝通交流，聽取業界聲音與需要，有助我們設計及籌備更合適的課程。除一年一度「GAMA Day」與「持續進修學分研討會」，本會亦度身訂造學分研討課程予專屬保險公司，讓保險公司有系統地安排從業員報讀，藉此裝備自己及加強自身競爭力。

最後，祝願GAMAHK再創輝煌，協助業界發展，會務蒸蒸日上。



董事報告

溫潔英小姐

本人很榮幸能夠連續兩年擔任「香港人壽保險經理協會」(GAMAHK)董事，於2015年，主要負責會員招收部及宣傳協會的重點活動。最令我自豪的是獲委任為「GAMA國際榮譽獎項頒獎典禮」公共關係宣傳一職，負責公關及推廣工作，實令我獲益良多。能為同業們出力，而且可互相學習、借鏡，對我無疑是一份獎勵。

2015年實在是忙碌而充實的一年，當中最備受矚目的非「GAMA國際榮譽獎項頒獎典禮」莫屬，此活動實有賴各董事盡心盡力的安排及付出，才得以順利完成並創下出席人數新紀錄。另外，更值得令人鼓舞的是GAMAHK新會員人數在這一年明顯攀升，希望下一年的人數再創佳績。

GAMAHK對保險業界大時代的來臨，有著不可取替的影響力，我期望GAMAHK能讓我們的專業得以發揮、市場健康發展、融合多樣化人材、多元化的價值觀，從而培育具有挑戰精神的業界人才，幫助他們鍛鍊個人專業知識技能。本會一直為中港提供相互交流平台，獲得業界高度評價，本人亦希望日後能整合平台資源，制造無限商機。

活動花絮

保險公司拜訪



教育課程篇



商校家長計劃



行業事務篇





國際榮譽頒獎典禮





慈善籃球賽



周年晚會2014暨
2015年董事局
就職典禮



Board of Directors 2015 2015年董事局成員



李慶遠先生
Mr. Duncan Lee
會長



龔偉霖先生
Mr. William Kung
上屆會長



陳潔恩小姐
Ms. Kit Chan
副會長
(會員事務部)



周錦樂先生
Mr. Henry Chow
副會長
(市場及拓展部)



譚健賢先生
Mr. Ian Tan
副會長
(教育部)



姚文輝先生
Mr. Colan Yiu
副會長
(公共關係事務部)



林敏英小姐
Ms. Lillian Lam
行業發展常務
委員會主席



張耀光先生
Mr. Thomas Cheung
專業發展中心
委員會主席



何志強先生
Mr. Jimmy Ho
榮譽秘書



江德力先生
Mr. Derrick Kong
榮譽司庫



歐瑞成先生
Mr. Tony Au
董事
(專業發展中心)



陳詠芬小姐
Ms. Windy Chan
董事
(特別項目)



陳永豪博士
Dr. Stephen Chan
董事
(市場及拓展部)



鄭翠雯小姐
Ms. Katie Cheng
董事
(會員事務部)



卓君風先生
Mr. Vernon Cheuk
董事
(特別項目)



許達忠先生
Mr. Sammy Hui
董事
(行業發展常務委員會)



李護寧先生
Mr. Rick Lee
董事
(教育部)



盧耀輝先生
Mr. William Lo
董事
(市場及拓展部)



武承君先生
Mr. Jason Mo
董事
(公共關係事務部)



吳麗芳小姐
Ms. Joanie Ng
董事
(教育部)



溫潔英小姐
Ms. Rita Wan
董事
(會員事務部)

Advisory Board 2015 2015年榮譽顧問團



陳智思太平紳士
Mr. Bernard Chan, GBS, JP
協會顧問



陳世強律師
Mr. Hugo Chan
法律顧問



鍾偉雄律師
Mr. Gerard Chung
法律顧問



方炳華律師
Mr. Edmond Fong
法律顧問



廖建華大律師
Mr. Michael Liu
法律顧問



馬詠璋大律師
Ms. Anita Ma
法律顧問



鄧樹培律師
Mr. Simon Tang
法律顧問



黃國康律師
Mr. Simon Wong
法律顧問



溫浩源博士
Dr. Terence Wan
顧問會計師



李冠群先生
Mr. Davey Lee
行業發展常務委員會顧問



王君傑先生
Mr. Jeff Wong
行業發展常務委員會顧問



胡建榮先生
Mr. Kenny Wu
行業發展常務委員會顧問



Committee Member of IDSC 2015 2015行業發展常務委員會委員



陳鳳玲小姐
Ms. Queenie Chan



劉家駒先生
Mr. Apollo Lau



羅永健先生
Mr. Kent Law



莫麗蓉小姐
Ms. Candy Mok



黃文滔先生
Mr. Johnson Wong

Project Manager 2015 2015年項目統籌經理



陳震威先生
Mr. Gavin Chan
項目統籌經理



陳鳳君小姐
Ms. Candy Chan
項目統籌經理



朱嘉明先生
Mr. Eddie Chu
項目統籌經理



關景倫先生
Mr. Allen Kwan
項目統籌經理



鄺永康先生
Mr. Patrick Kwong
項目統籌經理



黎國良先生
Mr. Joe Lai
項目統籌經理



劉珈儀小姐
Ms. Peggy Lau
項目統籌經理



劉淑明小姐
Ms. Sabrina Lau
項目統籌經理



吳卓釗先生
Mr. Louis Ng
項目統籌經理



吳嘉龍先生
Mr. Alex Ng
項目統籌經理



彭偉傑先生
Mr. Liz Pang
項目統籌經理



王燕儀小姐
Ms. Penny Wong
項目統籌經理



黃旭俊先生
Mr. Henry Wong
項目統籌經理



王德賢先生
Mr. Tak Wong
項目統籌經理



胡菁涓先生
Mr. Ed Wu
項目統籌經理



葉嘉寶小姐
Ms. Rosita Yip
項目統籌經理





MINUTES OF ANNUAL GENERAL MEETING (AGM)

Held on Thursday, 18th December 2014

At time 1830

S425, HKCEC, 1 Expo Drive, Wanchai, Hong Kong

Chairman : President Mr. Kung Wai Lam William took the chair.

1. Motion : Meeting Call to Order
The Secretary declared the meeting is called to order at 1835 hours with adequate quorum.
2. Motion : "Adoption of Agenda"
Proposer : Colan Yiu
Secunder : Jimmy Ho
Motion is carried unanimously.
3. Motion : "To approve the minutes of the AGM held on 18th December 2013"
Proposer : Colan Yiu
Secunder : Davey Lee
Motion is carried unanimously.
4. Motion : "Adoption of reports of Board of Directors for the period for the year ending 31st December 2014"
Proposer : William Kung
Secunder : Kevin Ko
Motion is carried unanimously.
5. Motion : "Adoption of accounts for the year ending 31st March 2014 (from 1st April 2013 to 31st March 2014)"
Proposer : William Kung
Secunder : Duncan Lee
Motion is carried unanimously.
6. Motion : "Election of the President, the Vice Presidents, the Hon. Secretary, the Hon. Treasurer, and other Directors for the year 2015"

Mr. William Kung is appointed as Election Chairman.

The Chairman invited Past President Ms. Betty Lam as Scrutineer and Mr. Alan Wong as Votes counter.

The Chairman announced that the total voting strength was 83 established including proxy. The Chairman reported the decisions could be established upon a simple majority of 42 votes. Alan proposed to adopt the whole of such candidates en bloc.

President	: Mr. Lee Hing Kwai Duncan	
Immediate Past President	: Mr. Kung Wai Lam William	
Vice President	: Ms. Chan Kit Yan Kit	
	Mr. Chow Kam Lok Henry	
	Mr. Tan Chien Hsien Ian	
	Mr. Yiu Man Fai Colan	
Hon. Secretary	: Mr. Ho Chi Keung Jimmy	
Hon. Treasurer	: Mr. Kong Derrick Anthony	
Director (Chairman of IDSC)	: Ms. Lam Man Ying Lillian	
Director (Chairman of PDC)	: Mr. Cheung Yiu Kwong Thomas	
Directors	: Ms. Chan Wing Fan Windy	(appointed on 1 Jan 2015)
	: Dr. Chan Wing Ho Stephen	
	: Ms. Cheng Chui Man Katie	
	: Mr. Cheuk Kwan Fung Vernon	
	: Mr. Hui Wai Chung Sammy	(appointed on 1 Jan 2015)
	: Mr. Lee Wu Ling Rick	
	: Mr. Lo Yiu Fai William	(appointed on 1 Jan 2015)
	: Mr. Mo Shing Kwan Jason	(appointed on 1 Jan 2015)
	: Ms. Ng Lai Fong Joanie	(appointed on 1 Jan 2015)
	: Ms. Wan Kit Ying Rita	
	: Mr. Yeung Lit Cheung Billy	





MINUTES OF ANNUAL GENERAL MEETING (AGM) - CONT'D

Held on Thursday, 18th December 2014

At time 1830

S425, HKCEC, 1 Expo Drive, Wanchai, Hong Kong

Expiration of office period 2014:

Ms. Ho Ka Ki Eunis	(resigned on 31 Dec 2014)
Mr. Ko Ka Lok Kevin	(resigned on 31 Dec 2014)
Mr. Kung Yiu Lam Andy	(resigned on 31 Dec 2014)
Mr. Leung Wai Lun Alan	(resigned on 31 Dec 2014)
Mr. Lo Ying Hon Chris	(resigned on 31 Dec 2014)
Mr. Lui Kun Wah	(resigned on 31 Dec 2014)
Mr. Wong Fu Wah Louis	(resigned on 31 Dec 2014)

The expiration of office period for current Hon. Secretary, Mr. Colan Yiu Man Fai is on 31 Dec 2014 and Mr. Ho Chi Keung Jimmy is appointed to be Hon. Secretary on 1 Jan 2015.

Ms. Betty Lam reported the result was 83 for and 0 against and 0 invalid votes. Hence, Ms. Betty Lam reported the above candidates were elected as the members of the Board of Directors for year 2015 and she declared with the approval from Mr. William Kung that the office was elected with 83 votes agreed.

Motion : "To destroy all votes instantly"
Proposer : William Kung
Secunder : Lillian Lam
Motion is carried unanimously.

7. Motion : "It was resolved that FTW & Partners CPA Limited and hereby appointed as Auditor of the Association for the year 2015.

Proposer : Thomas Cheung
Secunder : Jimmy Ho
Motion is carried unanimously.

8. Motion : "Appointment of Mr. Hugo Chan, Mr. Gerard Chung, Mr. Edmond Fong, Mr. Michael Liu, Ms. Anita Ma, Mr. Simon Tang, and Mr. Simon Wong as our Hon. Legal Advisors for the year 2015"

Proposer : Sammy Hui
Secunder : Johnson Wong
Motion is carried unanimously.

9. Motion : "Appointment of Mr. Bernard Chan, JP as Hon. Advisor for the year 2015"

Proposer : Jimmy Ho
Secunder : Lillian Lam
Motion is carried unanimously.

10. Motion : "Appointment of Dr. Terence Wan as Hon. Accountant for the year 2015"

Proposer : Kenny Chow
Secunder : Thomas Cheung
Motion is carried unanimously.

11. There being no further business, the meeting was adjourned at 1908 hours.

Kung Wai Lam William
Chairman

Yiu Man Fai Colan
Hon. Secretary



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Directors' Report
For the year ended 31 March 2015

The directors present their annual report and the audited financial statements for the year ended 31 March 2015.

Principal activities

The principal activities of the Association continue to be organising lectures and holding conferences to provide training to its members in order to maintain a high standard of service to the public.

Results and appropriations

The results for the year ended 31 March 2015 and the state of affairs of the Association are set out on page 28 to 43.

Property, plant and equipment

Particulars of changes in property, plant and equipment are set out in note 8 to the financial statements.

Directors

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

LEE Hing Kwai	President
KUNG Wai Lam	Immediate Past President
CHAN Kit Yan	Vice President
CHOW Kam Lok	Vice President
TAN Chien Hsien, Ian	Vice President
YIU Man Fai	Vice President
HO Chi Keung	Secretary (Appointed on 1 January 2015)
KONG Derrick Anthony	
LAM Man Ying, Lillian	
CHEUNG Yiu Kwong	
CHEUK Kwan Fung	
CHAN Wing Ho	
CHENG Chui Man	
LEE Wu Ling	
WAN Kit Ying, Rita	
AU Shui Shing, Tony	Appointed on 1 March 2015
CHAN Wing Fan	Appointed on 1 January 2015
HUI Wai Chung, Sammy	Appointed on 1 January 2015
LO Yiu Fai	Appointed on 1 January 2015
MO Shing Kwan	Appointed on 1 January 2015
NG Lai Fong	Appointed on 1 January 2015



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Directors' Report (CONTINUED)
For the year ended 31 March 2015

Directors (cont'd)

HO Ka Ki	Resigned on 31 December 2014
KO Ka Lok	Resigned on 31 December 2014
KUNG Yiu Lam	Resigned on 31 December 2014
LEUNG Wai Lun	Resigned on 31 December 2014
LO Ying Hon	Resigned on 31 December 2014
LUI Kun Wah	Resigned on 31 December 2014
WONG Fu Wah	Resigned on 31 December 2014
YEUNG Lit Cheung	Resigned on 29 June 2015

In accordance with Clause 10 of the Association's Articles of Association, all directors shall continue to hold office in the ensuing year.

Directors' interests in contracts

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

Management contracts

The Association has not entered into any contract whereby the management and administration of the whole or any substantial part of the Association's business have been undertaken by a party other than the Association's directors or employees.

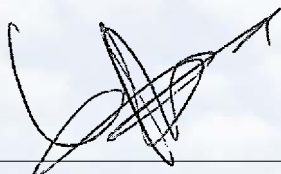
Business review

The Company falls within reporting exemption for the financial year. Accordingly, the Company is exempted from preparing a business review.

Auditor

The financial statements have been audited by Messrs. FTW & Partners CPA Limited who retire and, being eligible offer themselves for re-appointment.

On behalf of the Board



Chairperson
LEE Hing Kwai

Hong Kong, 17 SEP 2015





INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

(incorporated in Hong Kong and limited by guarantee)

We have audited the financial statements of General Agents and Managers Association of Hong Kong Limited (the "Association") set out on pages 28 to 43, which comprise the statement of financial position as at 31 March 2015, and the statement of profit or loss and other comprehensive income, and 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 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. This report is made solely to you, as a body, in accordance with sections 405 to 407 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.





INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

(incorporated in Hong Kong and limited by guarantee)

Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the Association as at 31 March 2015, and of its financial performance and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

FTW & Partners CPA Limited
Certified Public Accountants
Hong Kong, 17 SEP 2015

HO Cheung Kong
Practising Certificate Number: P5214



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Statement of Profit or Loss and Other Comprehensive Income
For the year ended 31 March 2015

	Note	2015 HK\$	2014 HK\$
Income	3	7,813,362	6,555,039
Direct costs		(4,263,624)	(3,176,132)
Net income from activities		3,549,738	3,378,907
Other revenue	3	174,898	237,122
Administrative expenses		(2,540,532)	(2,689,173)
Surplus before taxation	4	1,184,104	926,856
Taxation	6	-	-
Surplus for the year		1,184,104	926,856
Other comprehensive income for the year		-	-
Total comprehensive income for the year		1,184,104	926,856

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

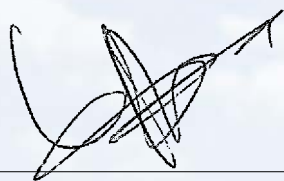


GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Statement of Financial Position
As at 31 March 2015

	Note	2015 HK\$	2014 HK\$
Non-current assets			
Property, plant and equipment	8	246,354	394,254
Deferred tax assets	7	63,888	63,888
		310,242	458,142
Current assets			
Account and other receivables	9	1,130,195	864,223
Tax recoverable		34,213	34,213
Fixed deposits	10	3,109,273	3,143,728
Cash and bank balances		5,469,650	4,107,062
		9,743,331	8,149,226
Current liabilities			
Account and other payables		2,441,108	2,160,007
Net current assets		7,302,223	5,989,219
Total assets less current liabilities		7,612,465	6,447,361
Non-current liabilities			
Provision for long service payments		76,300	95,300
		76,300	95,300
Net assets		7,536,165	6,352,061
Financed by			
Accumulated surplus		7,536,165	6,352,061

The financial statements were approved by the Board on 17 SEP 2015 and signed on its behalf by:



Director
LEE Hing Kwai



Director
LAM Man Ying, Lillian

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



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Statement of Changes in Funds
For the year ended 31 March 2015

	Accumulated surplus HK\$
Balance at 1 April 2013	5,425,205
Total comprehensive income for the year	926,856
Balance at 31 March 2014	6,352,061
Total comprehensive income for the year	1,184,104
Balance at 31 March 2015	7,536,165

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





GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Statement of Cash Flows
For the year ended 31 March 2015

	Note	2015 HK\$	2014 HK\$
Cash flows from operating activities			
Surplus before tax		1,184,104	926,856
Depreciation		157,459	157,973
Bank interest income		(30,821)	(50,467)
Provision for long service payments		(19,000)	20,800
		1,291,742	1,055,162
Increase in account and other receivables		(265,972)	(66,558)
Increase/(decrease) in account and other payables		281,101	(179,170)
Cash generated from operations		1,306,871	809,434
Net cash from operating activities		1,306,871	809,434
Cash flows from investing activities			
Payment for acquisition of property, plant and equipment		(9,559)	(149,236)
Interest received		30,821	50,467
Net cash from/(used in) investing activities		21,262	(98,769)
Net increase in cash and cash equivalents		1,328,133	710,665
Cash and cash equivalents at beginning of the year		7,250,790	6,540,125
Cash and cash equivalents at end of the year		8,578,923	7,250,790
Analysis of the balances of cash and cash equivalents			
Fixed deposits	10	3,109,273	3,143,728
Cash and bank balances		5,469,650	4,107,062
		8,578,923	7,250,790

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



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015



1. General information

General Agents and Managers Association of Hong Kong Limited is an association limited by guarantee and incorporated in Hong Kong. Its registered office is located at Suites 1705-1706, 17/F., Two Chinachem Exchange Square, 338 King's Road, North Point, Hong Kong. The principal activities of the Association are organising lectures and holding conferences to provide training to its members in order to maintain a high standard of service to the public.

2. Significant accounting policies

2.1. Statement of compliance

The financial statements have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs"), which collective term includes all applicable individual HKFRSs, Hong Kong Accounting Standards ("HKASs") 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. A summary of the significant accounting policies adopted by the Association is set out below.

The HKICPA has issued certain new and revised HKFRSs that are first effective or available for early adoption for the current accounting period of the Association. Information on any changes in accounting policies resulting from initial application of these developments to the extent that they are relevant to the Association for the current and prior accounting periods reflected in these financial statements is provided in note 2.3.

2.2. Basis of preparation of financial statements

The measurement basis used in the preparation of the financial statements is the historical cost basis, except for certain financial assets which have been measured at fair value.

The preparation of financial statements in conformity with HKFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of the HKFRS that have significant effect on the financial statements and major sources of estimation uncertainty are discussed in note 15.





GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015

2. Significant accounting policies (cont'd)

2.3. The impact of new/revised HKFRSs

The HKICPA has issued several amendments to HKFRSs that are first effective for the current accounting period of the Association. Of these, the following developments are relevant to the Association's financial statements:

Amendments to HKAS 32, Offsetting financial assets and financial liabilities

Amendments to HKAS 36, Recoverable amount disclosures for non-financial assets

HK(IFRIC) 21, Levies

The application of the new and revised HKFRSs had no material impact on the reported results and financial position of the Association for the current and/or prior accounting periods. Accordingly, no prior period adjustment has been required.

Up to the date of issue these financial statements, the HKICPA has issued a number of amendments, new standards and interpretations which are not yet effective for the year ended 31 March 2015 and which have not been adopted in these financial statements.

The Association is in the process of making an assessment of what the impact of these amendments, new standards and new interpretations is expected to be in the period of initial application. So far it has concluded that the adoption of them is unlikely to have a significant impact on the Association's results of operations and financial position.

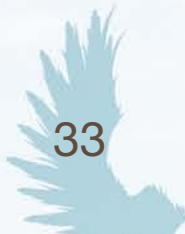
2.4. Reporting currency

The financial statements are presented in Hong Kong Dollar ("HK\$") which is the Association's functional and presentation currency.

2.5. Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and any impairment loss. The cost of an asset comprises its purchase price and any directly attributable costs of bringing the asset to its present working condition and location for its intended use. Expenditure incurred after the assets have been put into operation, such as repairs and maintenance and overhaul costs, is normally charged to profit or loss in the period in which it is incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future benefits expected to be obtained from the use of the assets, the expenditure is capitalised as an additional cost to the assets.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Gain or loss on derecognition of the asset, calculated on the difference between the net disposal proceeds and the carrying amount of the item, is included in profit or loss in the period the item is derecognised.



2. Significant accounting policies (cont'd)

2.5. Property, plant and equipment (cont'd)

Depreciation is provided at rates calculated to write off the cost less residual value of each asset over its expected useful lives, as follows:

Leasehold improvements	- 20% straight line
Office equipment	- 20% straight line

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each end of reporting period.

Any asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

2.6. Impairment losses on tangible and intangible assets other than goodwill

At the end of the reporting period, the Association reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss, if any. When it is not possible to estimate the recoverable amount of an individual asset, the Association estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Recoverable amount is the higher of fair value less costs to sell and value in use. 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 for which the estimates of future cash flows have not been adjusted.

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 a cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised as income immediately.





GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015

2. Significant accounting policies (cont'd)

2.7. Operating leases

Leases where substantially all the rewards and risks of ownership of assets remain with the leasing company are accounted for as operating leases. Rentals applicable to such operating leases are charged to profit or loss on a straight line basis over the lease term.

2.8. Account and other receivables

Account and other receivables are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of account receivables is established when there is objective evidence that the Association will not be able to collect all amounts due according to the original terms of the receivables.

2.9. Account and other payables

Account and other payables are recognised initially at the transaction price and subsequently measured at amortised cost using the effective interest method.

2.10. Taxation

Income tax expense represents the sum of the current tax payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in profit or loss because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Association's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at the end of the reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Association expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities. Deferred tax is recognised in profit or loss, except when it relates to items that are recognised in other comprehensive income or directly in equity, in which case, the deferred tax is also recognised in other comprehensive income or directly in equity respectively.





2. Significant accounting policies (cont'd)

2.11. Employee benefits

Salaries, annual bonuses and other staff costs are accrued in the year in which the associated services are rendered by employees of the Association. Where payment or settlement is deferred and the effect would be material, provisions are made for the estimated liability as a result of services rendered by employees up to the end of the reporting period.

The Association joined a Mandatory Provident Fund (“MPF”) scheme for its employees in Hong Kong. The assets of the MPF scheme are held separately from those of the Association in independently administered funds. Under the rules of the MPF scheme, the employer and its employees are each required to make contributions to the scheme at rate specified in the rules. Contributions to the defined contribution pension scheme are recognised as an expense in profit or loss as incurred.

2.12. Revenue recognition

Revenue is recognised when it is probable the economic benefits will flow to the Association and when the revenue can be measured reliably, on the following bases:

- (a) Revenue from members' subscription is recognised upon receipts;
- (b) Revenue from events organising is recognised upon completion of the events;
- (c) Rental income under operating lease is recognised on a straight-line basis over the term of the relevant lease; and
- (d) Interest income is recognised on a time-proportion basis using the effective interest method;

2.13. Related parties

- (a) A person, or a close member of that person's family, is related to the Association if that person:
 - (i) has control or joint control over the Association;
 - (ii) has significant influence over the Association; or
 - (iii) is a member of the key management personnel of the Association or the Association's parent.
- (b) An entity is related to the Association if any of the following conditions applies:
 - (i) The entity and the Association are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
 - (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
 - (iii) Both entities are joint ventures of the same third party.
 - (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
 - (v) The entity is a post-employment benefit plan for the benefit of employees of either the Association or an entity related to the Association.
 - (vi) The entity is controlled or jointly controlled by a person identified in (a).
 - (vii) A person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

Close members of the family of a person are those family members who may be expected to influence, or be influenced by, that person in their dealings with the entity.





2. Significant accounting policies (cont'd)

2.14. Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and in hand, demand deposits with banks and other financial institutions, and short term, highly liquid investment that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition. Bank overdrafts that are repayable on demand and form an integral part of the Association's cash management are also included as a component of cash and cash equivalents for the purpose of the statement of cash flows.

2.15. Provisions and contingent liabilities

Provisions are recognised for liabilities of uncertain timing or amount when the Association has a legal or constructive obligation arising as a result of a past event, which will probably result in an outflow of economic benefits that can be reasonably estimated.

Where it is not probable that an outflow of economic benefits will be required, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefits is remote. Possible obligations, the existence of which will only be confirmed by the occurrence or non-occurrence of one or more future events, are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.





GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015

3. Income and other revenue

Income of the Association for the year represents membership subscription, enrollment fee for organised functions and sponsor income.

Income

	2015 HK\$	2014 HK\$
Membership subscription	1,700,563	1,117,565
Enrollment fee for organised functions	4,696,799	3,903,474
Sponsor income	1,416,000	1,534,000
	7,813,362	6,555,039

Other revenue

Exchange gains	-	51,698
Interest income	30,821	50,467
Provision of long services payments	19,000	-
Sundry income	1,412	3,562
Venue income	123,665	131,395
	174,898	237,122

Total revenue

	7,988,260	6,792,161
--	-----------	-----------

4. Surplus before tax

Surplus before tax is stated after charging:

	2015 HK\$	2014 HK\$
Auditor's remuneration	32,100	31,000
Staff costs		
- Wages and salaries	1,314,134	1,329,222
- Mandatory provident fund	57,626	56,931
Operating lease rentals		
- Land and buildings	376,035	488,160
	376,035	488,160

and after crediting:

Exchange gains	-	51,698
Interest income	30,821	50,467
Provision of long services payments	19,000	-
Venue income	123,665	131,395
	123,665	131,395





GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015

5. Directors' remuneration

None of the directors received any remuneration in respect of their services rendered for the year (2014 : Nil).

6. Taxation

The Association is exempted from the liability to Hong Kong Profits Tax under Section 24(1), (3) of the Inland Revenue Ordinance. The Association did not derive any assessable income during the year (2014 : Nil).

Deferred tax are set out in note 7 to the financial statements.

Reconciliation between tax expense and accounting surplus at applicable tax rates

	2015 HK\$	2014 HK\$
Surplus before tax	1,184,104	926,856
Tax at the applicable tax rate of 16.5%	195,377	152,931
Tax effect of non-taxable revenue	(1,318,062)	(1,120,706)
Tax effect of non-deductible expenses	1,122,685	967,775
Tax expenses	-	-

7. Deferred tax assets

The components of deferred tax assets recognised and movements thereon:

	Tax losses HK\$	Accelerated tax depreciation HK\$	Total HK\$
At 31 March 2013 and 31 March 2015	10,910	52,978	63,888
		2015 HK\$	2014 HK\$
Deferred tax assets		63,888	63,888



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015

8. Property, plant and equipment

	Leasehold improvements HK\$	Office equipment HK\$	Total HK\$
Cost			
At 1.4.2013	315,027	942,283	1,257,310
Additions	-	149,236	149,236
At 31.3.2014	315,027	1,091,519	1,406,546
Accumulated depreciation			
At 1.4.2013	126,010	728,309	854,319
Charge for the year	63,006	94,967	157,973
At 31.3.2014	189,016	823,276	1,012,292
Net carrying amount			
At 31.3.2014	126,011	268,243	394,254
Cost			
At 1.4.2014	315,027	1,091,519	1,406,546
Additions	-	9,559	9,559
At 31.3.2015	315,027	1,101,078	1,416,105
Accumulated depreciation			
At 1.4.2014	189,016	823,276	1,012,292
Charge for the year	63,005	94,454	157,459
At 31.3.2015	252,021	917,730	1,169,751
Net carrying amount			
At 31.3.2015	63,006	183,348	246,354

9. Account and other receivables

	2015 HK\$	2014 HK\$
Accounts receivable	92,760	90,140
Other receivables	95,380	-
Rental and utilities deposits	181,630	168,070
Prepayments	760,425	606,013
	1,130,195	864,223



GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2015

10. Fixed deposits

Fixed deposits earn interest at floating rate based on daily bank deposit rate from 0.01% to 0.6% per annum. The carrying amount of fixed deposits approximate to their fair value.

11. Commitments under operating leases

At the reporting date, the Association's total future minimum lease charges payable under non-cancellable operating leases were as follows:

	2015 HK\$	2014 HK\$
Land and buildings		
- Not later than one year	542,400	276,886
- Later than one year and not later than five years	895,252	-
	<u>1,437,652</u>	<u>276,886</u>

12. Related party transactions

The Association received income in the ordinary course of business, such as membership subscription and enrollment fee from the Board of directors or parties related to them.

13. Status of Association

The Association is limited by guarantee. Pursuant to Memorandum 7 of the Association, every member of the Association undertakes to contribute to the assets of the Association in the event of its being wound up while such person is a member, or within one year after he ceased to be a member, for payment of the debts and liabilities of the Association contracted before he ceases to be a member and of the costs, charges, and expenses of winding-up, and for the adjustment of the rights of the contributories among themselves, such amount as may be required not exceeding HK\$10.

14. Financial risk management

14.1 Financial risk and fund risk factors

The Association's activities expose it to a variety of financial risks: foreign exchange risk, credit risk and liquidity risk and cash flow interest rate risk. The Association's overall risk management programme focuses on the unpredictability of financial markets and seek to minimise potential adverse effects on the Association's financial performance.

(a). Foreign exchange risk

Foreign exchange risk arises when future commercial transactions, recognised assets and liabilities are denominated in a currency that not the Association's functional currency. In the opinion of the directors, the Association has no significant foreign exchange risk as all of the transactions are denominated in Hong Kong dollars.

14. Financial risk management (cont'd)

14.1 Financial risk and fuud risk factors (cont'd)

(b). Credit risk

The Association's credit risk is primarily from the collection of subscription fee and function income and deposits placed with banks. The Association manages such credit risk by demanding advance payment for members' subscription fees. The Association also has a monitoring procedure to follow up the overdue debts and it will make specific provision for those balances which cannot be recovered. The Association does not obtain collateral from members. The directors are of the opinion that Association does not have significant credit risk.

The credit risk on bank deposits placed in banks is limited because the banks are authorised financial institutions with high credit rating.

Other than concentration of credit risk on liquid funds which are deposited with banks with high credit rating, the Association does not have any other significant concentration of credit risk.

(c). Liquidity risk

The liquidity of the Association is managed and monitored by maintaining sufficient cash balances. Accordingly, the directors are of the opinion that the Association does not have significant liquidity risk.

The Association's financial liabilities, representing the accrual charges described in note 14.4, all mature within 1 year.

(d). Cash flow and fair value interest rate risks

Apart from the bank balances which carry interest at market rates, the Association has no other significant interest-bearing assets and liabilities. The interest income derived therefrom is relatively insignificant to the Association's operations; therefore, its income and operating cash flows are substantially independent of changes in market interest rates. The directors are of the opinion that the Association does not have significant cash flow and fair value interest rate risk and no sensitivity analysis is performed.

14.2 Financial risk management

The Association's objectives when managing funds are to safeguard the Association's ability to continue as a going concern in order to carry out its principal activities and to provide service to its members.

14.3 Fair value estimation

The carrying values less impairment provision of receivables and payables are a reasonable approximation of 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 Association for similar financial instruments, unless the effect of discounting will be immaterial.

14.4 Financial instruments by category

The Association's financial instrument include the following:

	2015 HK\$	2014 HK\$
Financial assets		
Accounts receivable	92,760	90,140
Other receivables	95,380	-
Rental and utilities deposits	181,630	168,070
Fixed deposits (note 10)	3,109,273	3,143,728
Cash at bank and in hand	5,469,650	4,107,062
	<u>8,948,693</u>	<u>7,509,000</u>
Financial liabilities		
Account and other payables	2,441,108	2,160,007

15. Critical accounting estimates and judgements

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Association makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

(a). Estimation of depreciation of property, plant and equipment

The Association determines the estimated useful lives and related depreciation charges for property, plant and equipment. Management will revise the depreciation charges where useful lives are different from those previously estimated.

(b). Estimation of impairment of account receivable

Impairment provision is made against accounts receivable to the extent that they are considered to be doubtful on analysis of debtor's credit risk, ageing profile, management's past experience and best knowledge.



贊助公司：





香港北角英皇道 338 號
華懋交易廣場二期 17 樓 1705-6 室
Suites 1705-6, 17th Floor, Two Chinachem Exchange Square,
338 King's Road, North Point, Hong Kong

電話 Tel : (852) 2893 9699
傳真 Fax : (852) 2832 9822
網址 Website : <http://www.gama.com.hk>
電郵 Email : info@gama.com.hk