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Annual Report 2017

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

GAMA美國總會成立於1951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1994年自美國引入香港，是目前香港唯一人壽保險經理協會。

本會成立宗旨是借着訓練課程及工作坊，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。

協會訂有多項國際性榮譽獎項，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。更於1999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要務的任務。

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先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。

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會長

姚文輝先生

本人深感榮幸擔任「香港人壽保險經理協會」（GAMAHK）會長一職，並感恩各位GAMAHK董事及委員對本人的信任和支持。

今年協會舉辦的主要大型活動包括GAMA Day，有1,800人參與的香港人壽保險經理協會管理研討會及破記錄延開120席的GAMA國際榮譽獎項頒獎典禮，榮耀地錄得史無前例的參與人數並獲得一致好評，引證了GAMAHK在業界的認受性及地位。

今年3月代表GAMAHK出席了美國總會於華盛頓舉辦的「GAMA LAMP」年會，並進一步落實發展中國會員及獎項推動方面的事宜，期望未來的中國國內會員人數有一定數量的增長。此外本人也積極參與各友會於不同地點舉辦的活動；包括在青島舉辦的「中國保險精英圓桌大會」及於台北舉行的「海峽兩岸暨港澳保險業交流與合作會議」等。

在專業提升方面，協會引進了「專業遺囑撰寫員課程」並在健康管理課程方面探討開發中，期望能早日落實提升會員在健康管理方面的專業知識。

在回饋社會方面，今年協會繼續舉辦GAMAHK慈善籃球賽，為「香港撒瑪利亞防止自殺會」作籌款，希望用球賽善款為社會上有需要的人給予援手，將愛心廣傳社群。其次協會也很榮幸成為贊助商以參與支持香港撒瑪利亞防止自殺會所舉辦的「黑夜見黎明」慈善城市定向比賽。另一方面也參與及協辦由「香港人壽保險從業員協會」舉辦的「生命傳愛保單捐贈計劃」及「保協生命傳愛慈善跑2017」。今年GAMAHK持續獲頒「香港社區服務聯會」的「Caring Company」標誌，肯定協會在履行企業公民責任心及關懷社群方面作出的努力。

今年GAMAHK會務提升之下帶動財政收入進一步增加，秉承前會長的使命購置物業的方案，並成立專責小組跟進項目的啟動，預期能在明年落實地點，自置會址將作長遠為業界服務的用途。GAMAHK成立至今已經23年，在各位前會長努力無私付出及各贊助保險公司的支持，GAMAHK才能走到今天，藉以衷心感謝各位。協會無論與政府溝通，協助行業發展，舉辦課程及獎項申請等各方面都得到支持，令GAMAHK在業界上能夠有代表性與政府溝通，代表業界適時與政府及相關部門反映業界意見，為業界及會員爭取最佳利益、保險業繼續在合理的營商環境下發展得更璀璨。

展望未來，GAMAHK將秉承協會理念——薪火相傳，為行業繼續努力付出，從而為行業締造更光輝的前景，並謹祝協會會務蒸蒸日上！

上屆會長

陳潔恩小姐



在過去的一年本人能以上屆會長身份繼續為協會服務，並在各項會議中給予建議及支援，秉承香港人壽保險經理協會（GAMAHK）薪火相傳的理念為業界及協會效力，實在感到十分榮幸。

隨著本年初GN16指引正式執行，保險業監管局（保監局）取代“保監處”規管保險公司，保險從業員登記學歷審查等等，GAMAHK盡心盡力地為業界發聲，努力與政府及有關機構作出溝通，實在是不遺餘力地為業界作出貢獻。

會務方面本年更為豐盛——會員人數突破3,000人，GAMA Day 及香港人壽保險經理協會管理研討會成績驕人，GAMA國際榮譽獎項頒獎典禮的參與人數也突破往年紀錄，成績斐然！

同時GAMAHK亦與時並進，為會員開拓新項目及新課程，提升個人在管理，培訓及增員等各方面的技巧。

在企業責任方面，協會也繼續舉辦一年一度的GAMAHK慈善籃球賽和參與青年企業家發展局舉辦的「商校家長計劃」。

能夠在過去一年與應屆會長及各董事合作並取得成績，在此衷心感謝！

最後祝願各同業百尺竿頭！協會會務蒸蒸日上！



榮譽秘書

卓君風先生

2017年本人十分榮幸加入香港人壽保險經理協會（GAMA HK）董事局並獲委任為榮譽秘書一職，這年的主要工作是帶領協會秘書處履行有關行政實務的使命，並支援及執行董事局的決定，這些工作都關係到會務及各活動能否順利進行，殊為重要。當然單靠個人力量，實無法完成這些任務，過去一年，承蒙全人同心協力作出貢獻，他們這種不辭勞苦、惠及業界的的精神，推動協會不斷發展。

同時本人有幸擔任GAMA國際榮譽獎項頒獎典禮籌委會秘書一職。主要工作是負責籌委會的文書及聯繫事務。頒獎典禮獲得空前成功，實有賴一眾籌委會成員的無私奉獻及通力合作的成果，藉以感謝籌委會主席張應群小姐的悉心指導及無私付出。

我深感榮幸能夠為及業界服務，衷心祈盼GAMA HK繼續以不同的角度，服務業界及會員，為香港保險業再發光發熱。同時藉此感謝會長姚文輝先生的支持，不時提供寶貴意見。此外，深切感謝協會全體全人的努力，為協會及業界服務。

副會長（會員事務部）

張應群小姐



感謝香港人壽保險經理協會（GAMAHK）會長姚文輝先生的邀請與以本人今年出任副會長（會員事務部）一職。會員事務部主旨為業界舉辦年度GAMA國際榮譽獎項頒獎典禮及提供會員服務，以推廣業界管理人員的專業和聯繫。

2017年度本會錄得超過2,300名管理獎項得獎者，7月份的GAMA國際榮譽獎項頒獎典禮被譽為業界經理的奧斯卡獎項，嘉許行業內頂級的管理經理；大會得以圓滿舉辦並2017會員人數增加超過百分之二十實在令人鼓舞。GAMA 國際榮譽獎項及 GAMA 國際會員相信是業界專業之路，GAMAHK必會以此方向為行業持續推動並期待中國會員在不久將來陸續加入。

謹在此感謝董事局全仁及會員事務部夥伴陳建鴻先生、帥玉芬小姐及黃偉光先生在過去一年度的支持，在嚴謹及高要求的行動力上並肩合作完成會員事務部的工作！

展望未來一年，祝願GAMAHK會務蒸蒸日上，為璀璨輝煌的保險業發展作出貢獻。



專業發展中心主席

張耀光先生

本人深感榮幸能夠繼續連任「香港人壽保險經理協會」(GAMAHK)專業發展中心(PDC)主席一職。現今世界，一日千里，政策不斷在變，因此PDC特此成立以為提升壽險業界的專業水平，使會員及同業與時並進，掌握先機。

今年PDC繼續秉承宗旨，為會員及行業定期開辦多項持續性的專業及管理課程，包括一直深受歡迎的「資深認證財務策劃顧問證書課程」及「中國註冊理財規劃師課程」。此外，本年度PDC更引入「專業遺囑撰寫員課程」，相信能幫助學員加深認識中港遺產分配及掌握遺囑撰寫的知識，能妥善協助客戶進行財務配置，為同業提昇個人及團隊的競爭力。

此外，PDC亦積極拓展新課程，從而希望為每一位學員建立一個可持續發展的營銷團隊，令業界發光熱發亮。

本人藉此機會衷心感謝會長姚文輝先生的支持，以及各董事們的努力及付出。祝願協會不斷向前邁進，與業界攜手共創輝煌。

副會長（教育部）

高家樂先生



本人深感榮幸獲姚文輝會長再度邀請，代表新的工作單位重回香港人壽保險經理協會（GAMAHK），再次擔任董事局成員，並獲委任為副會長（教育部）一職。能夠再次為協會出一分力，為保險業界作一分貢獻，本人亦獲益良多。

2017年，教育部之工作計劃已經大致籌劃完畢，包括每年的學習盛事 GAMA Day 及持續進修學分研討會等等。當中有賴協會秘書處同事的鼎力支持和耐心協助。更有幸是能夠與兩位部門董事陳緯國先生及黃旭俊先生一同合作無間，群策群力方能順利完成各項大小工作。

任內同時獲邀代表業界及GAMAHK加入職業訓練局保險業訓練委員會，致力提升業界專業水平及訂定長遠發展政策。此外也要感謝副會長梁偉倫先生誠邀參與香港人壽保險經理協會管理研討會2017兼任籌委會秘書長一職，能於多方面參與及作出貢獻。

在此，再次多謝各部門的支持及鼓勵，順祝願各同業及各大保險公司業務發展一日千里。同業們自強不息，抱持終身學習的精神，為客戶提供更專業的服務。協會發展亦能與時並進，為業界發展有更大貢獻。



行業發展常務委員會主席

李慶達先生

本人深感榮幸在過去一年以前會長及行業發展常務委員會主席雙重身份，繼續為「香港人壽保險經理協會」(GAMAHK)服務。在7年多日子裡，我很高興能見證到GAMAHK一步步邁向成熟，從而得到政府、保險公司、其他友會及會員的認同。

保險業界近年迅速發展，市民對保險的需求增加，相對引起的紛爭亦不少，隨著保監局的成立，政府對行業的監管愈來愈嚴謹，業界人員面對突如其來的各項指引、政策及法規都難以適從，對於銷售工作更具疑惑及壓力，為解除同業工作上的疑惑及壓力，「行業發展常務委員會」扮演著非常重要的角色。

我們積極地參與行業政制及發展議題：包括「獨立保險業監管局」、「自願醫保計劃」、「財務需要分析表」、「強制性公積金計劃」、「重要資料聲明書——內地人士在港投購人壽險保單」及「保險公司與保險代理訂立合約的程序指示」、國內學歷證明等。我們透過不同的平台向會員更新各項議題的最新發展情況，並且為會員作出提點，避免稍有不慎而有機會觸犯法例；我們更與政府各決策部門保持聯繫及溝通，定期商討相關行業事宜，確保政府能聽取我們的建議從而為業界爭取最高權益和福利，同時提昇業界的專業及操守水平。

「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)在2013年組成「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。小組於過去兩年就不同的議題成立了關注小組，在兩位的帶領及各委員會成員共同努力下，多次與政府相關決策部門進行會議及溝通，從而落實業界立場，本人藉此機會衷心感謝兩位無私付出和貢獻。

保險業在未來的日子裡仍然充滿變數，但我們相信憑著各位對GAMAHK的支持，我們一定會為行業及會員做到更好。最後，再次向各大贊助保險公司的支持示以衷心的謝意，並祝願協會會務蒸蒸日上，繼續為業界發光發熱！

副會長（公共關係事務部）

梁偉倫先生



承蒙會長姚文輝先生的信賴，今年本人有幸出任「香港人壽保險經理協會」（GAMAHK）副會長一職。當中主要配合GAMAHK所舉辦之活動，推動協會發展。至於今年舉辦了的業界盛會「香港人壽保險經理協會管理研討會」，人數創歷年新高，逾1,800多位同業參會，當中內地及澳門參與同業亦大幅提升，大大增加了兩岸四地保險業同業的交流。雖然在籌備當中遇上種種挑戰，但有賴籌委會成員的齊心協力，把問題迎刃而解，此等協作精神發揮無暇。

本人再次衷心感謝各界嘉賓及贊助保險公司鼎力支持，以及籌委會成員的無私付出，才能為業界締造一個專業的交流平台，讓來自香港、中國、澳門等同業能汲取業界資訊，不斷學習，自我增值，從而提升保險業專業地位，實令本人深感自豪。

此外，公共關係事務部繼續參與由青年企業家發展局主辦的「商校家長計劃」，今年活動由本人聯同部門董事李尚仁先生、武承君先生及曾昭鐸先生擔任公司大使，委派到「香海正覺蓮社馬錦燦紀念英文中學」帶領學生從遊戲、講座、公司探訪等不同的工作坊作分析及灌輸社會責任的概念，讓同學們預先接觸社會及商界，預早計劃將來。其中一位同學於徵文比賽項目中榮獲冠軍，文章內容是透過各公司大使的鼓勵從而啟發他的思維，成績令人鼓舞。

最後，本人再次感謝各董事局成員及協會辦公室全人的努力和付出，各董事們繼續攜手合作，確保會務得以持續發展，秉持協會薪火相傳之精神，再為業界發光發熱。



副會長（市場及拓展部）

吳麗芳小姐

過去一年，我在香港人壽保險經理協會（GAMAHK）擔任副會長一職，負責市場及拓展部。我們核心成員包括兩位董事：梁胡燕貞女士、黃德賢先生，以及兩名項目經理：李嘉穎小姐、余世雄先生，我們在融和氣氛下合作，以服務協會及會員作為目標放於第一位，加強業界溝通，推動行業發展等等。

GAMAHK定期發行季刊『銳集』送給會員閱讀，每期內容包括：名人專訪，外國管理學精要文章，行業發展專題，環球金融解碼分析，品味生活，醫療專訪，以及協會會內資訊等。除此之外，每年的GAMAHK慈善籃球賽，除了加強同業之間交流溝通，鼓勵運動提升健康訊息之外，亦將所得參賽款項扣除必要開支後，全數捐贈予慈善機構，今年受惠機構是「香港撒瑪利亞防止自殺會」，將運動與慈善合併一起，甚有意義！

感謝以上幾位核心成員，我們合作無間，當中分工不分權，『金無足赤、人無完人』，當我們各自發揮自己所能，滿有責任並主動參與及提出意見，最後，責任與目標相對應，完成所有項目。

我們與教育部、會員事務部以及公共關係事務部等各部門分工合作，在會長姚文輝先生帶領下，協會發揮出色，猶如見彩虹令人欣喜。還有，值得一讚的是協會一眾同事們，於協會總經理帶領下，在我們背後跟進、處理一切大小事務，有賴他們全力支持，令我們無後顧之憂，車到山前必有路，前線後勤盡心盡力讓協會一直向前走，沒有鼓掌也要飛翔，感謝！

沒有完美的個人、只有完美的團隊！預祝未來的日子GAMAHK更上一層樓，蒸蒸日上！

榮譽司庫

譚健賢先生



二零一七年對香港人壽保險經理協會（GAMAHK）而言是非常滿意的一年，無論會員增長還是協會舉辦活動及課程之迴響都向好，亦加強了協會信心能繼續致力提供更多研討會及培訓課程，讓同業有更全面實力以迎戰變化萬千的新世代。

年內，GAMAHK亮點活動為「GAMA國際榮譽獎項頒獎典禮」主題「群星匯聚 • 共創輝煌」，今年獎項申請人數超過2,300人而頒獎典禮出席人數超過1,400人，充分反映同業對協會的投入及重視。此外，今年GAMA總會認可授權頒發新增獎項Hall of Honor目的為加許曾榮獲20年或以上之最高管理成就獎的業界精英，亦因此將頒獎典禮熱鬧氣氛推至更高。

GAMAHK另一亮點「香港人壽保險經理協會管理研討會」主題為「叱吒風雲變 • 實力盡展現」逾1,800位參會者出席了為期兩天的研討會，分享各星級嘉賓的經驗、管理技巧及成功要訣，讓參會者可與時並進，積極回應社會不斷轉變的需求，竭力提升業界質素，自我增值以裝備自己彰顯實力迎戰未來。

經過這一年的努力，GAMAHK的業務整體維持穩定和良好，本年度財務報告已由協會之核數師港駿會計師行有限公司核妥，並已獲董事局審批，詳細內容可參閱年報內之核數師報告。

本人再次感謝會長姚文輝先生、各董事局成員及全體員工過去一年對協會付出的竭誠努力及寶貴貢獻，亦對各位會員多年以來的支持表示感謝。期盼協會來年同樣能夠取得豐碩美滿的成果。



董事

陳緯國先生

十分 感謝今年獲委任為香港人壽保險經理協會（GAMAHK）董事，藉此機會能負責教育部，主要為會員和經理們統籌及研發培訓活動以及進修課程，過程確實令我獲益良多。

在任一年，我們舉辦了多項不同活動，包括 GAMA Day、持續進修學分研討會及團隊心理輔導證書課程等等，內容豐富亦深得同業歡迎及肯定。

在此，本人日後定必繼續為GAMAHK和業界服務，並祝願協會不斷進步、有更精彩未來。



董事

龔偉霖先生

本人 深感榮幸擔任2017香港人壽保險經理協會（GAMAHK）董事一職，一年過去，協會在各個範疇皆取得理想成果。香港保險業發展迅速，GAMAHK會繼續透過各個與友會組成的組織，例如ICG及IFPA，代表所有前線從業員，就行業事務的議題，與政府對話，以不同的角度服務會員及社會大眾，為保險業界發光發亮。未來，我們將會面對更多複雜的業界政策事宜，但我深信憑著各位對GAMAHK的支持，我們定能持續提升協會地位及業界的專業水平。

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。

最後，再次感謝各保險公司全力支持GAMAHK，希望運用協會在業界的力量回饋社會並推動業界的同時亦能團結業界，為保險業爭取最大權益。

董事

林敏英小姐



本人深感榮幸本年以前會長及行業發展常務委員會委員身份，繼續為香港人壽保險經理協會（GAMA HK）服務。回顧GAMA HK多年來的發展，看著協會不斷進步，由行業協會變身為行業代表，得到政府、保險公司、友會及同業們的認同，多年間刻下一個及一個里程碑，深感高興。

對保險業來說，2017年將會是另一個充滿挑戰的年頭，6月26日保監局正式投入運作。協會將繼續與新保監局緊密合作，以確保業界得以持續發展。此外我們也積極地參與行業政制及發展議題：包括「加強保險中介人登記的審核要求」、「自願醫保計劃」、「保險經紀／代理人的操守指引」等等。我們更與政府各決策部門保持聯繫及溝通，定期商討相關行業事宜，確保政府能聽取我們的建議從而為業界爭取最高權益和福利，同時提昇業界的專業及操守水平。

自2013年GAMA HK聯同LUAHK組成了「壽險行業規管與發展關注組」（英文簡稱ICG），今年繼續由業界兩位資深前輩陳炎光先生及容永祺先生帶領兩會委員，繼續為業界發聲，以反映業界之意見。另GAMA HK亦派出行業委員會多位成員，出席政府多個新組成的Task Force，了解政府未來的政策，為未來業界的發展作準備，例如吸納優質人才，金融科技發展等。

保險業在未來的日子裡仍然充滿變數，但我們相信憑著各位對GAMA HK的支持，我們一定會為行業及會員做到更好。最後，再次衷心感謝各大贊助保險公司對協會的支持及愛戴，使協會活動能圓滿舉辦，刻下美好的篇章。本人祝願協會會務蒸蒸日上，為行業締造光輝及璀璨的前景！

董事

劉家駒先生



香港人壽保險經理協會（GAMA HK）在香港保險業界內擔當了一個很重要的角色，協會不斷的為業界提供培訓、諮詢、服務和協助，以至與各大保險公司和相關的政府機關溝通，每年亦舉辦GAMA國際榮譽獎項頒獎典禮及香港人壽保險經理協會管理研討會，為業界貢獻良多。

作為GAMA HK前會長的我，今年再投入GAMA HK的董事局，實在感到責任重大和非常光榮。今年我擔任了GAMA國際榮譽獎項頒獎典禮的顧問，亦參與了香港人壽保險經理協會管理研討會的籌辦，今年兩個活動都取得很好的成績及回報，恭賀活動的籌委會成員及主席。

在上述兩個活動舉辦完成後，下半年開始參與考慮協會策劃購買會址物業一事，現在亦進行得如火如荼，希望在不久的日子裡，GAMA HK真的能順利購下一所理想的物業，令協會發展更上一層樓，繼續為業界貢獻。

最後，在此謹祝GAMA HK未來發展更見光輝，各保險同業在工作上的發展事事順利。



董事

李尚仁先生

本人深感榮幸被提名及委任為香港人壽保險經理協會（GAMAHK）董事一職，負責公共關係事務部。作為GAMAHK的一份子，能夠與協會各成員一起推動會務發展，實在感到高興。

2017年，公共關係事務部之工作計劃已經籌劃完工。首次為協會效力，本人對此抱有盡心盡力的態度，希望可以付出自己的能力去服務業界，亦同時努力學習，學習前輩的經驗，努力保持協會過往之質素。

回顧過去一年，在會長姚文輝先生及副會長（公共關係事務部）梁偉倫先生的帶領下，能夠有幸參與不同工作計劃，最令本人感受到興奮就是一年一度的GAMAHK盛事——香港人壽保險經理協會管理研討會。研討會可以提供良好平台給中港同業互相交流心得及學習，此外，參加由青年企業家發展局主辦的「商校家長計劃」，可以用自身經歷鼓勵現在高中學生，指導他們有關企業精神的知識。而其中一名學生更在計劃中的徵文比賽獲得了金獎，實在非常鼓舞。

在此，多謝各部門支持及鼓勵，各人的真情流露成為協會繼續成功的動力，亦是各大保險公司為何這麼多年支持之確據。祝願各同業及各大保險公司業務蒸蒸日上，並祝願協會聲譽日隆，會務邁向更輝煌！



董事

梁胡燕貞女士

成為香港人壽保險經理協會（GAMAHK）會員已超過20年，一直很享受GAMAHK安排的服務及活動。今年獲委任為協會董事負責市場及拓展部，服務協會會員是另一種新的體驗及挑戰。

過去一年，由副會長（市場及拓展部）吳麗芳小姐帶領部門完成2017年的工作及服務，當中包括每季的季刊「銳集」及GAMAHK慈善籃球賽等等。在每次的工作會議內，均見到部門董事及一眾工作委員盡心盡力，為各項活動籌組花盡心思。

引証作為GAMAHK會員的20年可以享受協會優質服務是有一群熱心的董事帶領著協會運作，我亦不敢怠慢。總括而言，這一年的工作令我對協會更加有歸屬感，並且非常佩服一眾董事的無私付出，群策群力，為會務而努力。

董事

武承君先生



本人非常榮幸再次擔任香港人壽保險經理協會（GAMAHK）成為董事，主要負責推行公共關係事務部的工作。透過GAMAHK這個平台，由另一個角度看到壽險業所經歷的巨大變革。

當下團隊主管需面對多項機遇和挑戰，如客戶對保險經理們的專業要求越來越高；再加上政府推出各項壽險業新法規；公司間的激烈市場競爭和從業人員大幅增加等。GAMAHK一方面通過推動一系列的業界活動和培訓課程去幫助同業面對變化，適應變化；另一方面也不斷和政府溝通，這些任務總是相當艱巨，但協會責無旁貸，我們旨為壽險業爭取最大權益。期望壽險業的未來持續發展。

感謝過去一年會長姚文輝先生和各位董事在工作上對我的幫助和支持，群策群力，合作無間，為壽險業盡最大努力和貢獻！最後，本人衷心祝願GAMAHK繁榮強盛，發展更上一層樓！

董事

帥玉芬小姐



本人深感榮幸被提名及委任為香港人壽保險經理協會（GAMAHK）董事（會員事務部）一職，作為香港人壽保險經理協會的一份子，能夠與協會各成員一起推動會務發展，實在感到高興。

2017年會員事務部之工作計劃已經籌劃完成，首次為GAMAHK效力，本人對此抱有期望，但亦見擔憂，祈望能付出自己的經驗及學識，透過會員事務部令到每位同業受惠，得到及突破自己的界限。擔憂是怕影響協會過往保持之質素。

回顧過去一年，在會長姚文輝先生帶領下，能夠參與會員事務部內務工作，亦能在一年一度「GAMA國際榮譽獎項頒獎典禮」中參與不同工作崗位，學習策劃，聯繫業界，當中一切學習實在終身受用。

本年乃初次提升進入董事局，實為初階，一定有很多不足之處。因此如能在未來日子，能再有機會繼續在會內貢獻，也義不容辭。

在此，多謝各部門支持及鼓勵，各人的真情流露成為協會繼續成功的動力，亦是各大保險公司為何這麼多年支持之確據。祝願各同業及各大保險公司業務蒸蒸日上，並祝願協會會聲譽日隆，會務邁向更輝煌！



董事

曾昭鐸先生

本人深感榮幸再次邀請出任香港人壽保險經理協會（GAMAHK）董事一職，主要負責推行公共關係事務部的工作。

本人身兼「香港人壽保險經理協會管理研討會」副主席一職，因應市場及業界挑戰不斷，大會以「叱吒風雲變 實力盡展現」為研討會主題，於6月15-16日一連兩天假座香港會議展覽中心舉行，是屆研討會共邀請了21位業內及業外的演講嘉賓作出非常精彩及令人回味的演講內容，研討會在各委員共同努力籌劃下，成績非常美滿，逾1,800多位與會者參與，當中內地及澳門參與同業亦大幅提升，大大增加了兩岸四地保險業同業的交流。

此外，協會委派3位公司大使參加了由青年企業家發展局所舉辦的「商校家長計劃」，此計劃目的是通過大使的悉心教導，協助培養建立積極和正面的年青人企業精神，讓他們能在投入社會前接觸商業世界預早認識商界的架構及運作，為他們樹立了良好的榜樣，為保險業界輸出非常正面的訊息。

最後，本人衷心感謝會長姚文輝先生、副會長梁偉倫先生及各籌委會成員無私的付出，共同努力，各項公共關係事務工作得以順利推行，並取得完美的成果，這正正彰顯了團隊協作的巨大力量！祝願未來的日子協會得到同業們的支持，令香港的保險業更臻完美，振興業界。



董事

王德賢先生

在2017年能參與香港人壽保險經理協會（GAMAHK）董事一職本人感到非常榮幸，過去一年來服務業界獲益良多；回顧過去的確令我獲得更多突破性的體驗。今年，負責市場及拓展部，協助GAMAHK在保險業界展示不同的面貌，讓更多同業了解協會的營運方針以及加強會員與協會的溝通渠道。

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。

最後，感謝各董事局及籌委會成員協助付出的努力，並祝願協會來年業務蒸蒸日上，更上一層樓。

董事

黃偉光先生



本人有幸成為香港人壽保險經理協會（GAMA HK）董事局成員一份子，2017年獲委派在會員事務部，此部門工作主要是招募新會員，其間新加入協會的人數增長了百分之二十，實在是令人鼓舞。除此以外，本人同時兼任GAMA國際榮譽獎項頒獎典禮籌委會副主席，此乃業界年度盛會。今年逾2,300位獲獎精英，而有1,400多位獲獎精英們更撥冗出席是晚盛會，出席率較去年多了百分之四十，再次感謝同業們的支持。今年新增設的 Hall of Honor (HOH) 為 GAMA 總會認可授權頒發之首屆殿堂級業界殊榮，藉以嘉許及認可榮獲20年或以上之最高管理成就獎（MAA）的業界精英領袖，再一次肯定了前輩們在行業所作出的貢獻。

這次頒獎典禮的成功，實有賴各單位同業的盡心盡力，無分彼此，務求盡善盡美。我們本著以審慎理財，量入為出的原則下錄得盈餘，為協會帶來穩健的財政預算。過去一年，本人感到非常開心能與其他同業透過協會工作，從互相認識到互相學習，取長補短。在團隊營運中也得到了啟示。

展望未來，我期望GAMA HK的會員及獲獎人數均持續上升，發揮協會代表業界領導的角色。最後，本人衷心感謝各單位的合作及支持，共同為協會發展更上一層樓。

董事

黃旭俊先生



轉瞬間，在香港人壽保險經理協會（GAMA HK）負責教育部已經3年了，在2017年很高興順利舉辦GAMA Day、持續進修學分研討會和團隊心理輔導證書課程。在此十分感謝同業的踴躍支持，亦多謝GAMA HK會長與教育部各成員的幫忙，同心協力，為會員提供上述各課程。

2017年是一個極具挑戰的一年，見證保險業監管局的成立，業界更趨專業。而GAMA HK教育部亦將會繼續提供更多元化及專業的課程給各會員。

衷心祝願GAMA HK會務蒸蒸日上。

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



管理研討會



國際榮譽獎項頒獎典禮



慈善籃球賽



周年晚宴2016 暨 2017年董事局就職典禮



2017年董事局成員 Board of Directors 2017



姚文輝先生
Mr. Colan Yiu
會長



陳潔恩小姐
Ms. Kit Chan
上屆會長



卓君風先生
Mr. Vernon Cheuk
榮譽秘書



張應群小姐
Ms. Winky Cheung
副會長
(會員事務部)



張耀光先生
Mr. Thomas Cheung
專業發展中心
委員會主席



高家樂先生
Mr. Kevin Ko
副會長
(教育部)



李慶達先生
Mr. Duncan Lee
行業發展
常務委員會主席



梁偉倫先生
Mr. Alan Leung
副會長
(公共關係事務部)



吳麗芳小姐
Ms. Joanie Ng
副會長
(市場及拓展部)



譚健賢先生
Mr. Ian Tan
榮譽司庫



陳建鴻先生
Mr. Jacky Chan
董事
(會員事務部)



陳緯國先生
Mr. Wilson Chan
董事
(教育部)



朱順全先生
Mr. Daniel Chu
董事
(公共關係事務部)



龔偉霖先生
Mr. William Kung
董事
(特別項目)



林敏英小姐
Ms. Lillian Lam
董事
(行業發展常務委員會)



劉家駒先生
Mr. Apollo Lau
董事
(專業發展中心)



李尚仁先生
Mr. Lester Lee
董事
(公共關係事務部)



梁胡燕貞女士
Mrs. Trica Leung
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)



帥玉芬小姐
Ms. Iris Shui
董事
(會員事務部)



曾昭鐸先生
Mr. Douglas Tsang
董事
(公共關係事務部)



王德賢先生
Mr. Tak Wong
董事
(市場及拓展部)



黃偉光先生
Mr. Willis Wong
董事
(會員事務部)



黃旭俊先生
Mr. Henry Wong
董事
(教育部)

2017年榮譽顧問團 Advisory Board 2017



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



鄧澍培律師
Mr. Simon Tang
法律顧問



黃國康律師
Mr. Simon Wong
法律顧問



容海恩律師
Ms. Eunice Yung
法律顧問



溫浩源博士
Dr. Terence Wan
顧問會計師

2017年行業發展常務委員會成員 Committee Members of IDSC 2017



李慶達先生
Mr. Duncan Lee
委員會主席



林敏英小姐
Ms. Lillian Lam
委員會副主席



李冠群先生
Mr. Davey Lee
委員會顧問



王君傑先生
Mr. Jeff Wong
委員會顧問



胡建榮先生
Mr. Kenny Wu
委員會顧問



陳潔恩小姐
Ms. Kit Chan
委員會委員



高家樂先生
Mr. Kevin Ko
委員會委員



龔偉霖先生
Mr. William Kung
委員會委員



郭春光先生
Mr. Albert Kwok
委員會委員



梁偉倫先生
Mr. Alan Leung
委員會委員



吳麗芳小姐
Ms. Joanie Ng
委員會委員



譚健賢先生
Mr. Ian Tan
委員會委員



黃國麟先生
Mr. Alan Wong
委員會委員



姚文輝先生
Mr. Colan Yiu
委員會委員

鳴謝 Acknowledgement

2017年項目統籌經理

陳桂蘭小姐
鄭永康先生
羅兆強先生
李嘉詠小姐
吳卓釗先生
余世雄先生

Project Managers 2017 (排名以英文姓氏序)

Ms. Chan Kwai Lan Jessie
Mr. Kwong Wing Hong Patrick
Mr. Law Siu Keung Kent
Ms. Lee Ka Wing Katherine
Mr. Ng Cheuk Chiu Louis
Mr. Yu Sai Hung Peter

MINUTES OF ANNUAL GENERAL MEETING (AGM)

Held on Friday, 18th November 2016

At time 1807

Monaco Room, Basement 1, Regal Hong Kong Hotel, 88 Yee Wo Street, Causeway Bay, Hong Kong

- Chairman : President Ms. Chan Kit Yan Kit took the chair.
- Motion : Meeting Call to Order
The President Ms. Chan Kit Yan Kit declared the meeting was called to order at 1807 hours with adequate quorum.
 - Motion : “Adoption of Agenda”
Proposer : Kit Chan
Seconder : William Kung
Motion was carried unanimously.
 - Motion : “To approve the minutes of the AGM held on 27th November 2015”
Proposer : Kit Chan
Seconder : William King
Motion was carried unanimously.
 - Motion : “Adoption of reports of Board of Directors for the year ending 31st March 2016”
Proposer : Katie Cheng
Seconder : Joanie Ng
Motion was carried unanimously.
 - Motion : “Adoption of accounts for the year ending 31st March 2016 (from 1st April 2015 to 31st March 2016)”
Proposer : Rick Lee
Seconder : Neil Sy
Motion was carried unanimously.
 - Motion : “Election of the President, the Vice Presidents, the Hon. Secretary, the Hon. Treasurer and other Directors for the year 2017”

Mr. Alan Leung appointed Ms. Kit Chan as Election Chairman.

Ms. Kit Chan invited Past President Ms. Betty Lam as Scrutineer and Mr. Albert Kwok as Votes counter.

President	: Mr. Yiu Man Fai Colan
Immediate Past President	: Ms. Chan Kit Yan Kit
Vice President	: Ms. Cheung Ying Kwan Winky
	: Mr. Ko Ka Lok Kevin
	: Mr. Leung Wai Lun Alan
	: Ms. Ng Lai Fong Joanie
Chairman of IDSC	: Mr. Lee Hing Kwai Duncan
Chairman of PDC	: Mr. Cheung Yiu Kwong Thomas
Hon. Secretary	: Mr. Cheuk Kwan Fung Vernon
Hon. Treasurer	: Mr. Tan Chien Hsien Ian
Directors	: Mr. Chan King Hung Jacky
	: Mr. Chan Wai Kwok Wilson
	: Mr. Chu Shun Chuen Daniel
	: Mr. Kung Wai Lam William
	: Ms. Lam Man Ying Lillian
	: Mr. Lau Ka Kui Apollo
	: Mr. Lee Sheung Yan Lester
	: Mr. Mo Shing Kwan Jason
	: Ms. Shui Yuk Fan Iris
	: Mr. Tsang Chiu Dork Douglas
	: Mr. Wong Tak Yin Tak
	: Mr. Wong Wai Kwong Willis
	: Mr. Wong Yuk Chun Henry
	: Mrs. Leung Woo Yin Ching Trica

MINUTES OF ANNUAL GENERAL MEETING (AGM)

Held on Friday, 18th November 2016

At time 1807

Monaco Room, Basement 1, Regal Hong Kong Hotel, 88 Yee Wo Street, Causeway Bay, Hong Kong

Expiration of office period till to 31st December 2016:

Mr. Au Shui Shing Tony	(resigned on 31 Dec 2016)
Ms. Chan Wing Fan Windy	(resigned on 31 Dec 2016)
Ms. Cheng Chui Man Katie	(resigned on 31 Dec 2016)
Mr. Lee Wu Ling Rick	(resigned on 31 Dec 2016)
Mr. Sher Kam Tim Timson	(resigned on 31 Dec 2016)
Mr. Sy Ka Yee Neil	(resigned on 31 Dec 2016)
Ms. Wan Kit Ying Rita	(resigned on 31 Dec 2016)

The expiration of office period for current Hon. Secretary, Mr. Leung Wai Lun Alan would be on 31st Dec 2016 and Mr. Cheuk Kwan Fung Vernon was appointed to be Hon. Secretary on 1st Jan 2017.

Ms. Betty Lam announced that the total voting strength was 109 with 0 against and 1 invalid votes. Ms. Kit Chan reported the decisions could be established by a majority in number of 55 votes and proposed to adopt the whole of such candidates en bloc. She also proposed to destroy all votes instantly.

7. Motion : "It was resolved that FTW & Partners CPA Limited and hereby appointed as Auditor of the Association for the year 2017.
Proposer : Alan Leung
Secunder : William Kung
Motion was carried unanimously.
8. Motion : "Appointment of Mr. Hugo Chan, Mr. Gerard Chung, Mr. Edmond Fong, Mr. Michael Liu, Ms. Anita Ma, Mr. Simon Tang, Mr. Simon Wong and Ms. Eunice Yung as our Hon. Legal Advisors for the year 2017"
Proposer : Alan Leung
Secunder : Thomas Cheung
Motion was carried unanimously.
9. Motion : "Appointment of Mr. Bernard Chan, GBS, JP as Hon. Advisor for the year 2017"
Proposer : Alan Leung
Secunder : Katie Cheng
Motion was carried unanimously.
10. Motion : "Appointment of Dr. Terence Wan as Hon. Accountant for the year 2017"
Proposer : Alan Leung
Secunder : Joanie Ng
Motion was carried unanimously.
11. There being no further business, the meeting was adjourned at 1823 hours.


Chan Kit Yan Kit
Chairman


Leung Wai Lun Alan
Hon. Secretary

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Directors' Report
For the year ended 31 March 2017

The directors present their annual report and the audited financial statements for the year ended 31 March 2017.

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 2017 and the state of affairs of the Association are set out on page 29 to 43.

Property, plant and equipment

Particulars of changes in property, plant and equipment are set out in note 9 to the financial statements.

Directors

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

YIU Man Fai	President
CHAN Kit Yan	Immediate Past President
KO Ka Lok	Vice President (Appointed on 1 January 2017)
NG Lai Fong	Vice President
CHEUNG Ying Kwan, Winky	Vice President (Appointed on 1 January 2017)
LEUNG Wai Lun	Vice President
LEE Hing Kwai	
CHEUNG Yiu Kwong	
TAN Chien Hsien Ian	
KUNG Wai Lam	
MO Shing Kwan	
CHAN Wilson Wai Kwok	
WONG Tak Yin	
WONG Yuk Chun	
CHENG Chui Man	Resigned on 31 December 2016
LEE Wu Ling	Resigned on 31 December 2016
WAN Kit Ying Rita	Resigned on 31 December 2016
CHAN Wing Fan	Resigned on 31 December 2016
AU Shui Shing Tony	Resigned on 31 December 2016
SHER Kam Tim	Resigned on 19 November 2016
SY Ka Yee Neil	Resigned on 31 December 2016
LAM Man Ying, Lillian	Appointed on 1 January 2017
WONG Wai Kwong	Appointed on 1 January 2017
TSANG Chiu Dork	Appointed on 1 January 2017
CHAN Kin Hung	Appointed on 1 January 2017
CHU Shun Chuen	Appointed on 1 January 2017
LEE Sheung Yan	Appointed on 1 January 2017
LEUNG WOO Yin Ching	Appointed on 1 January 2017
SHUI Yuk Fan, Iris	Appointed on 1 January 2017
LAU Ka Kui	Appointed on 1 January 2017
CHEUK Kwan Fung	Appointed on 1 January 2017, Secretary (Appointed on 1 January 2017)

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

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Directors' Report
For the year ended 31 March 2017

Permitted indemnity provision

Article 25 of the Company's Articles provides that every director, other servant of the Association shall be indemnified by the Association against, and it shall be the duty of the Board out of the funds of the Association to pay, all costs, losses and expenses which any such director or employee may incur or become liable for by reason of any contract entered into, or act or deed done by him as such director or employee or in the discharge of his duties subject to Section 468 and 469 of the Ordinance; and the amount for which such indemnity is provided shall immediately attach as a lien on the property of the Association and have priority as between the members over all other claims. This permitted indemnity provision is in force during the financial year and at the time of approval of this report.

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.

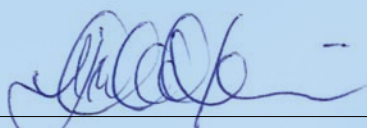
Business review

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



YIU Man Fai
Chairperson

Hong Kong, 10 October 2017

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

We have audited the financial statements of General Agents and Managers Association of Hong Kong Limited (the "Association") set out on pages 29 to 43 which comprise the statement of financial position as at 31 March 2017, and the statement of profit or loss and other comprehensive income, statement of changes in funds and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements give a true and fair view of the financial position of the Association as at 31 March 2017, and of its financial performance and its cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA").

Basis of opinion

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSA") issued by the HKICPA. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Association in accordance with the HKICPA's Code of Ethics for Professional Accountants ("the Code"), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other information

The directors are responsible for the other information. The other information comprises the information included in the directors' report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the directors for the financial statements

The directors are responsible for the preparation of the financial statements that give a true and fair view in accordance with the HKFRSs issued by the HKICPA 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.

In preparing the financial statements, the directors are responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Association or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. This report is made solely to you, as a body, and for no other purpose. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSA will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with HKSA, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

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)

- Obtain an understanding of internal control relevant to the audit 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 control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



FTW & Partners CPA Limited
Certified Public Accountants
Hong Kong, 10 October 2017

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 2017

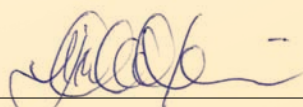
	Note	2017 HK\$	2016 HK\$
Revenue	3	11,010,897	8,345,456
Direct costs		(5,021,720)	(3,589,761)
Net income from activities		5,989,177	4,755,695
Other income	3	175,222	241,587
Other net loss	4	(162,660)	(142,939)
Administrative expenses		(3,345,260)	(3,181,868)
Surplus before taxation	5	2,656,479	1,672,475
Taxation	7	-	-
Surplus for the year		2,656,479	1,672,475
Other comprehensive income for the year		-	-
Total comprehensive income for the year		2,656,479	1,672,475

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

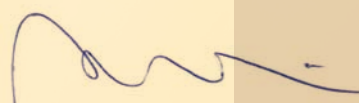
Statement of Financial Position
As at 31 March 2017

	Note	2017 HK\$	2016 HK\$
Non-current assets			
Property, plant and equipment	9	278,514	289,423
Deferred tax assets	8	63,888	63,888
		342,402	353,311
Current assets			
Account and other receivables	10	1,304,674	931,858
Tax recoverable		34,213	34,213
Fixed deposits	11	3,966,182	4,280,032
Cash and bank balances		11,427,661	6,930,948
		16,732,730	12,177,051
Current liabilities			
Account and other payables		5,117,282	3,237,967
Net current assets		11,615,448	8,939,084
Total assets less current liabilities		11,957,850	9,292,395
Non-current liabilities			
Provision for long service payments		92,731	83,755
		92,731	83,755
Net assets		11,865,119	9,208,640
Financed by			
Accumulated surplus		11,865,119	9,208,640

The financial statements were approved by the Board on 10 October 2017
and signed on its behalf by:



YIU Man Fai
Director



TAN Chien Hsien lan
Director

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Statement of Changes in Funds
For the year ended 31 March 2017

Accumulated
surplus
HK\$

Balance at 1 April 2015

Total comprehensive income for the year

Balance at 31 March 2016

Total comprehensive income for the year

Balance at 31 March 2017

7,536,165

1,672,475

9,208,640

2,656,479

11,865,119

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Statement of Cash Flows
For the year ended 31 March 2017

	Note	2017 HK\$	2016 HK\$
Cash flows from operating activities			
Surplus before tax		2,656,479	1,672,475
Depreciation		141,579	190,776
Bank interest income		(26,048)	(76,321)
Provision for long service payments		8,976	7,455
		2,780,986	1,794,385
(Increase)/decrease in account and other receivables		(372,816)	198,337
Increase in account and other payables		1,879,315	796,859
Cash generated from operations		4,287,485	2,789,581
Net cash from operating activities		4,287,485	2,789,581
Cash flows from investing activities			
Payment for acquisition of property, plant and equipment		(130,670)	(233,845)
Interest received		26,048	76,321
Net cash used in investing activities		(104,622)	(157,524)
Net increase in cash and cash equivalents		4,182,863	2,632,057
Cash and cash equivalents at beginning of the year		11,210,980	8,578,923
Cash and cash equivalents at end of the year		15,393,843	11,210,980
Analysis of the balances of cash and cash equivalents			
Fixed deposits	11	3,966,182	4,280,032
Cash and bank balances		11,427,661	6,930,948
		15,393,843	11,210,980

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2017

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 16.

2. Significant accounting policies (cont'd)

2.3. The impact of new/revised HKFRSs

The HKICPA has issued a number of new HKFRSs and 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:

Amendment to HKFRS 10, HKFRS 12 and HKAS 28 (2011)	Investment Entities - Applying the Consolidation Exception
Amendment to HKFRS 11	Accounting for Acquisitions of Interests in Joint Operations
HKFRS 14	Regulatory Deferred Account
Amendment to HKAS 1	Disclosure Initiative
Amendment to HKAS 16 and HKAS 38	Clarification of Acceptable Methods of Depreciation and Amortisation
Amendment to HKAS 16 and HKAS 41	Agriculture: Bearer Plants
Amendment to HKAS 27 (2011)	Equity Method in Separate Financial Statements
Annual Improvements to HKFRSs 2012-2014 cycle	Amendments to a number of FRSs

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 2017 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. However, it is not practicable to provide a reasonable estimate of the financial effect until the directors of the Association completed a detailed review.

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.

2.7. Operating leases

Leases where substantially all the rewards and risks of ownership of assets remain with the leasing Association 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. Significant accounting policies (cont'd)**2.10. Income tax**

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.

2.11. 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. Significant accounting policies (cont'd)

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.

2.14. 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 2017

3. Revenue and other income

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. Turnover consists of revenues from principal activities. Revenue and other income recognised during the year are as follows:

	2017	2016
	HK\$	HK\$
Revenue		
Membership subscription	2,780,880	2,235,180
Enrollment fee for organised functions	6,932,017	4,694,276
Sponsor income	1,298,000	1,416,000
	11,010,897	8,345,456
Other income		
Interest income	26,048	76,321
Sundry income	5,199	20,906
Venue income	143,975	144,360
	175,222	241,587
	11,186,119	8,587,043

4. Other net loss

	2017	2016
	HK\$	HK\$
Provision of long services payments	8,976	7,455
Exchange loss	153,684	135,484
	162,660	142,939

5. Surplus before tax

	2017	2016
	HK\$	HK\$
Surplus before tax is stated after charging:		
Auditor's remuneration	34,550	33,750
Staff costs		
- Wages and salaries	1,780,529	1,487,801
- Mandatory provident fund	72,857	63,335
Operating lease rentals		
- Land and buildings	542,400	542,400
	542,400	542,400

6. Directors' remuneration

None of the directors received any remuneration in respect of their services rendered for the year (2016: Nil).

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2017

7. 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 (2016: Nil).

Deferred tax are set out in note 8 to the financial statements.

Reconciliation between tax expense and accounting surplus at applicable tax rates

	2017 HK\$	2016 HK\$
Surplus before tax	2,656,479	1,672,475
Tax at the applicable tax rate of 16.5%	438,319	275,958
Tax effect of non-taxable revenue	(1,845,709)	(1,416,862)
Tax effect of non-deductible expenses	1,407,390	1,140,904
Tax expenses	-	-

8. 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 2016 and 31 March 2017	10,910	52,978	63,888
		2017 HK\$	2016 HK\$
Deferred tax assets		63,888	63,888
9. Property, plant and equipment			
	Leasehold improvements HK\$	Office equipment HK\$	Total HK\$
Cost			
At 1.4.2015	315,027	1,101,078	1,416,105
Additions	149,450	84,395	233,845
At 31.3.2016	464,477	1,185,473	1,649,950
Accumulated depreciation			
At 1.4.2015	252,021	917,730	1,169,751
Charge for the year	92,895	97,881	190,776
At 31.3.2016	344,916	1,015,611	1,360,527
Net carrying amount			
At 31.3.2016	119,561	169,862	289,423

GENERAL AGENTS AND MANAGERS ASSOCIATION OF HONG KONG LIMITED

Notes to Financial Statements
For the year ended 31 March 2017

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

	Leasehold improvements HK\$	Office equipment HK\$	Total HK\$
Cost			
At 1.4.2016	464,477	1,185,473	1,649,950
Additions	-	130,670	130,670
At 31.3.2017	464,477	1,316,143	1,780,620
Accumulated depreciation			
At 1.4.2016	344,916	1,015,611	1,360,527
Charge for the year	29,890	111,689	141,579
At 31.3.2017	374,806	1,127,300	1,502,106
Net carrying amount			
At 31.3.2017	89,671	188,843	278,514

10. Account and other receivables

	2017 HK\$	2016 HK\$
Accounts receivable	417,415	-
Rental and utilities deposits	181,630	181,630
Prepayments	705,629	750,228
	1,304,674	931,858

11. Fixed deposits

Fixed deposits earn interest at floating rates based on daily bank deposit rates from 0.1% to 0.7% per annum. The carrying amounts of fixed deposits approximated to their fair values.

12. Commitments under operating leases

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

	2017 HK\$	2016 HK\$
Land and buildings		
- Not later than one year	352,852	542,400
- Later than one year and not later than five years	-	352,852
	352,852	895,252

13. 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.

14. 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.

15. Financial risk management

15.1 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.

(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.

15. Financial risk management (cont'd)

15.1 Financial risk and fund risk factors (cont'd)

(c). Liquidity risk (cont'd)

The Association's financial liabilities, representing the accrual charges described in note 15.4, 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.

15.2 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.

15.3 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.

15.4 Financial instruments by category

The Association's financial instruments include the following:

	2017	2016
	HK\$	HK\$
Financial assets		
Accounts receivable	417,415	-
Rental and utilities deposits	181,630	181,630
Fixed deposits (note 11)	3,966,182	4,280,032
Cash at bank and in hand	11,427,661	6,930,948
	15,992,888	11,392,610
Financial liabilities		
Account and other payables	5,117,282	3,237,967

16. 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:

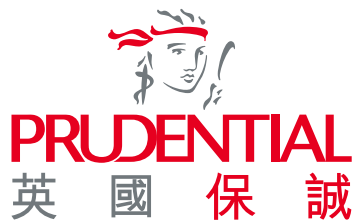
(a). Estimation of depreciation of property, plant and equipment

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





香港人壽保險經理協會
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