

China Development Steering Committee (CDSC)

Education

Industry Development Standing Committee (IDSC)

Marketing & Development (M&D)

Membership

Professional Development Centre (PDC)

Public Relations (PR)

GAA
HONG KONG



薪火相傳

Annual Report
2024

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

目錄

香港人壽保險經理協會 (GAMAHK)

關於我們

執行董事報告

- 會長
- 上屆會長
- 第一副會長 (公共關係事務部)
- 第二副會長 (會員事務部)
- 第三副會長 (教育部)
- 第四副會長 (市場及拓展部)
- 行業發展常務委員會主席
- 專業發展中心主席
- 中國常務發展委員會主席
- 榮譽司庫
- 榮譽秘書

董事局組織架構

- 董事局成員
- 榮譽顧問團及項目統籌經理

GAMAHK 活動花絮

- 創會 30 周年誌慶
- 行業發展及培訓
- 國際峰會及獎項
- 回饋社會

香港人壽保險經理協會慈善基金 (GAMAHK Foundation)

關於我們

- 主席報告

黃永棣先生

管理委員會架構 (2024-2025)

榮譽顧問團及年度受惠機構

GAMAHK Foundation 活動花絮

附錄

- (一): 2023 年香港人壽保險經理協會有限公司周年會員大會會議紀錄
- (二): 2024 年香港人壽保險經理協會有限公司董事局會議報告
- (三): 香港人壽保險經理協會有限公司核數師報告
- (四): 2023 年香港人壽保險經理協會慈善基金有限公司周年會員大會會議紀錄
- (五): 2024 年香港人壽保險經理協會慈善基金有限公司管理委員會會議報告
- (六): 香港人壽保險經理協會慈善基金有限公司核數師報告

年度贊助公司

封底內頁



香港人壽保險經理協會 (GAMA HK)

簡介

香港人壽保險經理協會（下稱「協會」或「GAMA HK」）於一九九四年成立，乃本港目前唯一代表人壽保險經理的專業組織。協會的成立宗旨是藉著培訓課程及工作坊，提升經理們在招募、培訓、督導及激勵下線等各方面的專業管理水平，多年來致力推動人壽保險業界加強專業培訓，推廣並鼓勵業界取得受官方認可的國際榮譽獎項及專業資格，在貢獻業界方面不遺餘力，獲得廣泛認同及肯定。

協會透過舉辦大型研討會邀請業界及其他行業精英分享寶貴的成功經驗，為同業及保險公司提供分享和融合發展理念的平台，務求共同提升保險業的專業水平和地位。成立至今，協會會員人數不斷上升，可見香港壽險經理正積極追求知識及提升管理技巧；協會的多個國際榮譽獎項，專為表揚每年取得傑出成就的業內經理菁英而設，每年獲獎會員人數眾多，足證香港壽險經理的管理質素正不斷提升。

協會秉持為會員以至業界尋求最大利益的原則，一直積極擔任本港保險業與各重要持份者之間的溝通橋樑，並為業界帶來更大的裨益：

- 1999 年：獲保險業監理處委任為中介人素質保證計劃督導委員會、工作委員會委員及考試委員會成員，為保險中介人考試及持續教育提供意見
- 2017 年：獲邀參與保險業監管局未來專責小組，探索保險業未來的發展機遇
- 2021 年：獲邀加入僱員再培訓局「保險及金融業行業諮詢網絡」委員會，反映行業的就業前景和培訓需要，就現有課程設計和發展提供意見

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繫的重要橋樑；
- 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。

執行董事報告

于寶玉 小姐

會長



2024 年是香港人壽保險經理協會 (GAMAHK) 成立 30 周年的大日子。本人非常感恩於過去的一年能夠肩負會長的責任，與團隊拜訪了各大保險公司及政府部門，集思廣益及加強溝通，為業界提供更多專業意見及支援。

今年 4 月份 GAMAHK 邀請到財經事務及庫務局副局長陳浩濂太平紳士擔任主講嘉賓，為一眾出席的業界精英，即場分享「新資本投資者入境計劃」(CIES) 的詳細政策內容、剖析香港的金融優勢、幫助同業了解 CIES 如何吸引資金與人才。為會員作橋樑，加強與政府部門溝通，務求緊貼市場之餘，又能配合政府的新政策，一起尋找合作的新機遇。

GAMAHK 今年 10 月份有幸跟 GAMA GLOBAL 一同主辦「GAMA LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮」，是金融保險業界的年度盛事，雲集了世界各地業內領袖精英交流研討會，亦有演講嘉賓分享對行業前景的概況。為業界帶來具國際視野的管理知識與技巧外，亦能展現香港國際金融中心的實力，唱好香港。

另外 GAMAHK 的慈善基金舉辦了不同的慈善活動，如第二屆「慈善巨 SING 2024」、「慈善籃球賽」、「慈善越野挑戰賽」，將籌得的善款轉贈到弱勢社群手上。此舉除了能展現出 GAMAHK 及保險業的正面形象外，亦能達到取之於民，用之於民的理念，激發更多善心人士與組織造福社會，讓更多慈善機構能夠受惠。在此感謝全體董事局與團隊的支持，以及業界的踴躍參與，令慈善活動大受好評，圓滿成功。

2024 年快要過去了，這一年的工作充滿了挑戰、感恩和喜悅。2025 年又是一個新起點，我將繼續關注和支持 GAMAHK，盡心盡力為業界服務，與大家一同繼續努力將 GAMAHK 的精神薪火相傳，發揚光大，開創未來無限可能。

最後，本人藉此再次衷心感謝各位過去一年的支持，祝願每一位同仁都能在未來的道路上不斷前行，編寫輝煌新篇章，共同見證香港保險業蓬勃發展，攜手共創「群龍綻放 閃耀香江」。

薪火相傳

執行董事報告



詹瑞欽 先生
上屆會長

30

2024 年快要過去，作為上屆會長這一年開心見到 GAMAHK 董事局加入好多年輕新成員，令本會增添不少活力。未來日子必定大放異彩，為業界提供更多新思維及創新服務。

今年本會舉辦了多元化活動，帶來多方面的支援，包括在新春期間 GAMAHK Day，當中加入全新形式的分享講座環節，特別邀請了 HKFI 及 MPFA 的要員講述了行業未來的變化，令活動生色不少。4 月份舉辦《與局長有約》午餐聚會，很高興邀請到財經事務及庫務局副局長陳浩濂太平紳士，擔任主講嘉賓，為一眾出席的業界精英，即場分享「新資本投資者入境計劃」(CIES) 的詳細政策內容。

而今年是特別有意義的一年，慶祝 GAMAHK 30 周年，舉辦的酒會以「Together We Celebrate」為主題，感謝各會員及夥伴的長期擁戴，展望未來，將繼續為保險業提供更專業的服務，並期待下一個更精彩的 30 年！

「GAMA LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮」，這個國際盛事今年在香港隆重舉行，帶動香港旅遊業，而參與者一致認為獲益良多，這全賴籌委會主席卓君風先生 (Vernon) 及由他帶領的籌委會成員，投入全力推動，至令盛事得以圓滿舉辦，非常感謝。

今年由 GAMAHK Foundation 主辦第二屆的「慈善巨 SING」比賽，參加人數比去年更踴躍，透過這個慈善歌唱比賽加強同業的凝聚力之餘，更讓同業一展歌喉。此外，一直深受保險同業支持的「GAMAHK 慈善籃球賽」，無論戰況和現場觀眾的反應，均相當刺激及熱烈，在此恭喜參賽的每一隊伍，及多謝熱心投入公益。而首次舉辦保險業界的實體越野賽「龍潭壩保慈善越野挑戰賽 2024」，讓參賽者完全發揮團隊精神和活力，突顯業界推動社會可持續發展的理念。

本人在此衷心感謝香港人壽保險經理協會董事局的支持，同時感謝協會全人及業界的參與，使多項活動得以順利進行。在此祝會務「如鷹展翅 乘風騰上」，本人特此感謝 GAMAHK 所有合作過的伙伴，為我帶來的經驗，使我一生受用，非常感激，謝謝。

薪火相傳

3

GAMA
HONG KONG



Annual Report
2024

執行董事報告

廖靜儀 女士

第一副會長（公共關係事務部）



本人十分榮幸以副會長身份，肩負著引領公共關係事務部的重任。2024 年，對於 GAMA HK 而言，是一個歷史里程碑 — 我們共同慶祝協會的 30 周年華誕。我們共同的目標是將 GAMA HK 打造成一個充滿活力、具有國際視野的平台，為會員提供更多的交流與合作機會，同時也為社會帶來積極的影響。在這個過程中，我們始終堅持以會員的利益為核心，以協會的長遠發展為目標，不斷追求卓越，努力實現協會的願景和使命。

年初籌辦的 GAMA HK Day，匯聚眾多贊助保險公司、歷屆會長、行業夥伴及顧問團成員。舞獅環節為活動揭幕，寓意著新春吉祥。特邀嘉賓們分享業界最新資訊，大家相互交流，現場氣氛熱烈，活動在歡聲笑語中圓滿結束。

今年有幸參與協助籌辦 GAMA HK Foundation「慈善巨 SING」歌唱比賽。這場盛會不僅匯聚了各公司精英，展現他們的歌唱才華，更為慈善事業創造了實質的貢獻。所有籌集的善款將悉數捐給慈善基金，以援助那些迫切需要幫助的人們。這一舉措不僅彰顯了我們深切的社會責任感，也反映了我們對藝術和慈善的深厚熱愛，實踐雙贏，為社會帶來積極影響。

GAMA HK 成功舉辦了「GAMA LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮」。這是一個具權威性的國際盛會。我們以“傳承智慧 開創未來”為主題，匯聚了世界各地的演講者、業界領袖、專家學者及相關部門代表。這次峰會不僅知識交流，更智慧傳承，集思廣益，啟迪未來。

作為 GAMA HK 義工隊主席，我們的願景是凝聚保險業界力量，成為薪火相傳的愛心精英團隊，改善弱勢社群境況，回饋社會。我們的使命是鼓勵保險業，為缺乏資源的弱勢社群伸出援手，積極服務社群，並以實際行動喚醒社會對他們的關注。我們的義工隊因應各地區的實際情況及需要，與區內不同團體籌組及設計各式活動，讓服務更切合受眾的實際需要，共建和諧社會，雪中送炭。

展望未來，我滿懷信心地預見 GAMA HK 將繼續領航保險行業，推動創新與發展的浪潮。期待更多行業精英與我們並肩，為保險行業的繁榮貢獻智慧與力量。我們將繼續秉承“薪火相傳”的理念，攜手探索新合作，引領行業前行。我們不僅追求行業領先，更渴望成為社會進步的助力。讓我們共同期待 GAMA HK 在未來歲月中，繼續發光發熱，為行業和社會注入更多正能量與溫暖，書寫輝煌篇章。

執行董事報告



余世雄 先生

第二副會長(會員事務部)

時光飛逝，轉眼間又到年終總結的時刻。回望過去一年，能夠在會長于寶玉小姐的領導下，與各位董事局成員及同事們，共同推動協會的發展，為香港保險業界注入新的動力，本人深感榮幸。

今年我們以「群龍綻放 閃耀香江」為主題，舉辦了盛大的頒獎典禮，見證了眾多保險精英的卓越成就。這個主題不僅彰顯了我們業界的團結精神，更象徵著香港保險業界在國際金融市場中的璀璨光芒。

為了積極推動業界的可持續發展，我們今年特別推出了「Starry Award 招星薈」獎項。這項創新舉措旨在表揚在原生招募方面有傑出表現的經理，為行業培育新血注入強心針。我們深信，唯有不斷培育新一代保險專才，才能確保行業的長遠發展。

在會員服務方面，我們致力提升會員的體驗。今年，我們大幅令本會季刊的內容更豐富，為會員提供更多元化、更實用的市場資訊和專業知識。即將推出的會員手機應用程式，更將進一步提升會員服務，讓會員能夠更便捷地享用協會提供的各項福利及資訊。

這些成就實在有賴董事局各位成員的鼎力支持。在此，我衷心感謝關霖龍先生、黃家昌先生、王碧君女士及楊世昌先生等董事局成員的寶貴指導和無私奉獻。各位的專業見解和豐富經驗，為協會的決策提供了重要依據。同時，我也要向一眾默默耕耘的後勤同事致以誠摯謝意，全賴各位的專業精神和團隊合作，協會才能穩步向前，再創佳績。

展望未來，我們將繼續秉持服務業界的初心，為會員提供更優質的服務，推動香港保險業的持續發展。讓我們繼續攜手同行，共創香港保險業更輝煌的明天！

執行董事報告

容思瀚 先生

第三副會長（教育部）



今年是本人加入 GAMAHK 董事局的第四個年頭，擔任副會長負責教育部門工作，部門主要籌劃及推廣行業教育課程，在此衷心感謝 GAMAHK 給予我為協會服務的機會。

適逢今年是 GAMAHK 成立 30 周年，今屆董事局以「傳承 30 載 · 前瞻創未來」為主題，務求做到延續專業，再創高峰。在會長于寶玉小姐（Marine）的領導下，我們教育部負責籌辦 GAMAHK 30 周年慶祝酒會，非常榮幸邀請了保險業監管局行政總裁張雲正太平紳士及財經事務及庫務局副局長陳浩濂太平紳士擔任主禮嘉賓，與在座多位創會董事局成員、一眾前會長、贊助公司代表、友好夥伴，以及一直支持 GAMAHK 工作的友會和業界資深領袖共聚一堂，一同慶賀 GAMAHK 的重要里程碑。GAMAHK 走過 30 周年，實有賴各位一路以來的支持，我們將會繼續努力。

今年教育部先後舉辦了 2 班 CPD 持續培訓課程，協助會員和同業能在指定時間達到，並符合持續專業培訓規定的要求，使其專業及規管知識，及道德標準的認識能得以與時並進，以確保其具備專業能力及水平，為保單持有人及潛在保單持有人提供服務。

此外，我們致力於為會員提供實用的資訊及課堂，於 3 月份舉辦了「與局長有約」系列午餐會，有幸邀請了財經事務及庫務局副局長陳浩濂太平紳士為主講嘉賓，講解當時剛推出的「新資本投資者入境計劃」的內容方向，讓業界更了解政策的細節，推動保險業界的長遠發展。席間，我們還邀請了各大保險公司代表，以及有興趣的前線保險業同業共同參與。

最後，在此祝願 GAMAHK 會務昌隆，並感謝會長在這一年的領導和教育部每位董事的付出及支持。寄望透過協會的努力，我們加緊與外地專業接軌，將香港保險業的國際角色和地位推向更高、更專業的水平。

執行董事報告



羅傑城 先生

第四副會長（市場及拓展部）

2024 年適逢 GAMA HK 成立 30 周年之喜，本人很榮幸繼續成為 GAMA HK 董事局一分子，擔任副會長一職，負責市場及拓展為協會及業界服務，市場及拓展部主力向公眾推廣 GAMA HK 及加強業界專業形象。

一年轉瞬即逝，回看點滴，在市場及拓展部的工作上，都有不同的學習和嘗試。年初開始籌備出版以「傳承 30 載 前瞻創未來」為主題的 30 周年紀念特刊，藉此難得的機會，讓我們一起回顧過去協會 30 年來的美好回憶及成長，同心協力，繼往開來。

與去年一樣，GAMA HK 聯乘 GAMA HK 慈善基金會，一同舉辦了兩個慈善活動，分別為「GAMA HK 慈善籃球賽 2024」及「龍潭壩保慈善越野挑戰賽 2024」。活動主要籌募善款捐贈予受惠機構，提供更多服務予有需要人士，展現保險業對社會貢獻的精神，同時推廣團體合作及身心健康。

「慈善籃球賽」歷時兩個多月，進行了 30 多場激烈賽事，閉幕戰於 10 月 24 日假灣仔修頓室內場館圓滿舉行，各大參與公司及隊員盡情發揮團隊精神，熱誠盡顯！

「龍潭壩保慈善越野挑戰賽 2024」於 11 月 2 日在西貢北潭涌圓滿舉辦，是次賽事設有 3 個組別和路線，包括 20 公里「挑戰賽」、12 公里「活力賽」及 3.5 公里「樂悠親子跑」。並期望藉著運動讓一眾經驗不同，卻同樣熱愛山野的跑手，透過賽事連繫彼此，發揮齊心團結精神，一同直面挑戰。

最後，本人藉此感謝今屆會長于寶玉小姐的帶領及各董事的支持，共同為業界服務。期望 GAMA HK 來年工作百尺竿頭，更進一步，為香港保險業作出更有價值的貢獻，共同創建更美好的事業，回饋社會！

執行董事報告

卓君風 先生

行業發展常務委員會主席



香港人壽保險經理協會 (GAMAHK) 今年邁入 30 周年，這代表著香港保險業進入全新階段。我們的行業正朝向更標準化、規範化及更高透明度的方向發展，而我們的使命便是為業界創造更優質及穩定的經營環境。作為 GAMAHK 前會長及行業發展常務委員會 (IDSC) 主席，我在此向各位報告過去一年的進展與成就。

首先，因應保險業監管局（「保監局」）於今年 9 月起恢復收取保險中介人牌照申請費用，本委員會去年已主動約見保監局反映業界的關注，並提出具建設性的意見。最終的收費方案在年中推出，我們十分感謝保監局聽取及考慮了本會提出的建議，並期待該政策能夠有效提升行業服務質素。

隨著政府銳意把香港打造為環球風險管理中心，讓行業更標準化和規範化是必然之舉。正如保監局與廉政公署（廉署）於 4 月初，就懷疑違規的保險經紀公司採取嚴厲執法措施而展開的聯合行動，彰顯雙方共同維護保險業界採用正當銷售手法，及確保市場以信任和誠信為基礎的決心，從而提升所有希望透過本港保險市場以滿足保險需要的人士的信心。其後，本會成員聯同「壽險行業規管與發展關注組」(ICG) 亦主動約見保監局，交流彼此觀點及意見。

此外，香港作為保險領域的國際樞紐，今年有幸在總會的支持下，成為「GAMA LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮」的主場。一連 3 日的國際峰會在灣仔會議展覽中心舉行，接近 20 多位國際保險業領袖分享經驗。這不僅增強了香港在國際市場的地位，也為我們業界注入了新的靈感與方向，亦為本港業界領袖菁英帶來咫尺之便，拓展國際視野。

面對未來，我們將聚焦於數字化轉型及科技應用，幫助會員適應市場變化，並加強保險專業隊伍的素質與競爭力。這些努力不僅有助於業界的穩定發展，更讓我們在快速變動的市場中保持韌性。

最後，我要感謝各位會員及贊助公司的信任與支持，也感謝所有董事局成員的付出。只有全體共同努力，才能迎接未來的機遇與挑戰，推動保險行業邁向更光明的前景！

執行董事報告



謝炎強 先生

專業發展中心主席

本人非常榮幸第 5 年為 GAMAHK 董事局董事成員，今年擔任專業發展中心 (PDC) 主席一職，專業發展中心一向宗旨為壽險業界提升專業水平，使學員與時並進，掌握先機。致力為協會發掘更多適合本地需要的持續進修課程，供有意自我增值的會員精益求精，提昇管理及構建團隊的技巧和專業水平。

籌辦課程是 PDC 的重點工作，今年 8 月中開辦了「管理及保險深造證書 PgC 5+1 雙證書課程」整個課程時數為 126 小時，旨在提升保險從業員在保險風險及管理方面的專業能力、培養及發展業界領袖所需的專業知識，課堂設小組討論及匯報分享。修畢課程後可獲取由香港大學專業進修學院頒發之學術認證，此外，如有需要此證書可提交保監局，作申請符合現時保險中介人牌照所需的學歷要求。期待這個課程可以持續開班，讓更多有質素的新晉保險顧問加入我們的行業，讓行業更加專業及繁榮昌盛。

適逢今年是 GAMAHK 成立 30 周年誌慶，本人喜見一連串的周年慶活動，也在此感謝好多前輩建立了 GAMAHK，服務行業 30 年，正所謂「前人栽樹，後人乘涼」，真的一點都不容易。本人期望協會全人都秉承前輩的理念及貢獻精神，繼續為協會為行業出心出力，讓我們的行業更加專業及繼續為社會貢獻，PDC 將繼續緊隨業界發展方向和步伐，為協會會員物色及發掘更多合適的持續進修課程，讓會員與協會能一同成長和邁步向前！

執行董事報告

許偉忠 先生

中國常務發展委員會主席



2024 年是 GAMAHK 成立 30 周年的大日子，本人很榮幸得到董事局支持，為香港人壽保險經理協會董事，委任為中國常務發展委員會 (CDSC) 主席繼續服務協會及業界。隨着協會邁向新一頁，中國常務發展委員會亦積極配合可持續發展的大方向。今年部門發展主力探訪國內機構和保險公司，積極展開了一系列工作，在此本人要感謝前會長張應羣女士及會長于寶玉小姐悉心指導及帶領下，加強了與各方的合作關係，也為未來的和國內同業發展打下了堅實的基礎。

在過去的一年，我們積極與國內多家保險機構保持聯繫。通過定期的會議、交流活動以及專業研討會，我們加深了認識對國內市場及行業最新的發展趨勢。中國常務發展委員會於國內推動「GAMA LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮」，這個雲集亞太區業內領袖菁英的交流研討會，是協會的重要活動之一，不僅展示我們行業最佳實踐的平台，也是促進業內交流的重要機會。我們充分利用與國內機構的聯繫，邀請了多位業內專家參加是次峰會，並分享他們的見解和經驗。這不僅提升了大會的專業性，也吸引了更多國內參與者，為行業發展注入了新活力。

除了與保險公司和國內機構的合作，我們還積極尋求與其他相關機構聯繫。這包括金融監管機構、行業協會以及學術機構等。通過這些聯繫，我們希望能夠獲得更多資源和支持，促進行業整體發展。展望未來，協會將繼續加強與國內機構和其他相關機構的聯繫，並拓展合作的深度和廣度。

此外，為了適應不斷變化的市場環境，我們還將探索數字化轉型的可能性，推動在線教育和培訓，提升會員的專業素養。這將有助於我們在激烈的市場競爭中保持優勢，實現可持續與國際及國內發展。

藉此我要再次感謝各位同仁的支持，我們在推動領袖高峰會，及與國內機構和保險公司的聯繫方面，取得了顯著的成效。這些努力不僅提升了我們的行業影響力，也為未來的發展奠定了堅實的基礎。我們期待在新的一年里，繼續攜手各方，共同推動香港人壽保險行業的進一步發展。

執行董事報告



趙嘉昇 先生

榮譽司庫

30

本人深感榮幸於 2024 年委任為香港人壽保險經理協會榮譽司庫。回顧過去一年，香港各銀行宣布減息，而銀行定期存款利率亦較早前下降。投資環境有變，協會致力尋找經營金庫投資分佈，以獲取利潤回饋組織，令協會達致收支平衡，而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，詳細內容可參閱年報內之核數師報告。

為更快更準確與會員提供信息及更簡便途徑查看協會最新信息，本會將陸續推行電子系統，令會員收取資訊，也能在平台上繳交續會費用，方便快捷，達致有效溝通。

此外，本人謹代表「香港人壽保險經理協會」，衷心感謝各贊助保險公司一直以來對協會的鼎力支持及慷慨贊助，以及踴躍參與活動，讓協會年內各項活動舉辦得有聲有色，成功凝聚業界。在「尊重、包容、平等」的原則下共同努力，為代表業界發出強而有力的聲音，為社會及業界帶來裨益。

今年，本人十分有幸協助不同類型的慈善項目進行，參與了「慈善籃球賽」及「慈善越野挑戰賽」，特別感受到球賽團隊的合作精神，施展渾身解數，令人振奮。透過不同慈善活動凝聚業界聲音與力量，傳遞業界對社會的關愛，幫助及服務有需要社群，回饋社會。

最後，本人非常感謝會長于寶玉小姐、各董事局成員及全體員工同心協力下，令協會不斷進步，本人在任內期間也受益非淺。盼望來年能與大家共事，令協會以遼闊視野，持續服務會員，在此對各位的支持再次表示感謝。

執行董事報告

黃家昌 先生

榮譽秘書



本人非常榮幸以榮譽秘書一職，協助香港人壽保險經理協會會務和促進行業發展，感受殊深。

協會秘書處，就是協會的後盾，榮譽秘書配合協會秘書處及提供支援及對外的溝通橋樑，以致董事局和會長得以順利進行職務，也讓業界得到適切支援。

過去一年，在董事局及項目籌委會的團結帶領下，秘書處除了重點跟進協會的行政工作，及安排每月的大小會議外，同時積極優化運作模式，以配合協會的可持續發展方針，並為多項大型活動提供適切的支援。特別是 GAMA HK 30 周年慶為例，在協會上下全人的努力下，我們先後舉辦了多項大型活動，不只為協會 30 周年慶錦上添花，同時亦讓同業及大眾對協會以至行業有更全面的認識。當中協會於年內進行和完成了多項可量化工作，現撮述部份主要工作如下：

- 1) 30 周年慶祝酒會及特刊
- 2) 保險業奧斯卡之譽「GAMA 榮譽獎項頒獎典禮」
- 3) LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮
- 4) 慈善項目包括：保險業「慈善巨 Sing」歌唱比賽、「慈善籃球賽」及「慈善越野挑戰賽」

為促進香港保險業的穩健發展，協會又定時與相關機構展開會議，致力為行業的長遠發展出謀獻策，為業界爭取最佳福祉。同時，又透過電郵、社交媒體及協會季刊向會員發放最新的行業資訊。

本人非常感謝秘書處同仁的同心協力，及各位董事會長們的全力支持和體諒，讓多項活動順利及圓滿舉行。一年將逝，期望 GAMA HK 未來能舉辦更多元化的活動，鞏固行業的專業形象，推動行業實踐持續發展，也祝願 GAMA HK 未來會務發展蒸蒸日上。

2024 年董事局成員



于寶玉 小姐
Ms. Marine Yu
會長



詹瑞欽 先生
Mr. Kenneth Chim
上屆會長



廖靜儀 女士
Ms. Etta Liu
第一副會長
(公共關係事務部)



余世雄 先生
Mr. Peter Yu
第二副會長
(會員事務部)



容思瀚 先生
Mr. Solomon Yung
第三副會長
(教育部)



羅傑城 先生
Mr. Andy Law
第四副會長
(市場及拓展部)



黃家昌 先生
Mr. Ryan Wong
榮譽秘書



趙嘉昇 先生
Mr. Chiu Ka Sing
榮譽司庫



許偉忠 先生
Mr. Sammy Hui
中國常務發展委員會主席



卓君風 先生
Mr. Vernon Cheuk
前會長暨行業發展常務委員會主席



謝炎強 先生
Mr. Keith Tse
專業發展中心主席



張應羣 女士
Ms. Winky Cheung
前會長暨董事



鍾百倫 先生
Mr. KK Chung
董事



洪于洋 女士
Ms. Helen Hung
董事



關霖龍 先生
Mr. Lionel Kwan
董事



黎得駿 先生
Mr. TC Lai
董事



李嘉潔 女士
Ms. Carrie Lee
董事



梁胡燕貞 女士
Mrs. Trica Leung Woo
董事



伍志聰 先生
Mr. Wilson Ng
董事



蕭正思 小姐
Ms. Kimmy Siu
董事



譚景洋 先生
Mr. Kenneth Tam
董事



王碧君 女士
Ms. Connie Wong
董事



黃佩珊 女士
Ms. Becky Wong
董事



黃偉光 先生
Mr. Willis Wong
前會長暨董事



黃惠平 女士
Ms. Joanne Wong
董事



楊世昌 先生
Mr. Michael Yeung
董事

2024 年榮譽顧問團



馮健華 律師
Mr. Franky Fung
榮譽法律顧問



蘇文傑 律師
Prof. Albert So
榮譽法律顧問



鄧澍培 律師
Mr. Simon Tang
榮譽法律顧問



黃國康 律師
Mr. Simon Wong
榮譽法律顧問



容海恩 大律師
Ms. Eunice Yung
榮譽法律顧問



陳俊雄 先生
Mr. Eric Chan
榮譽顧問會計師



郭志成 先生
Mr. Wilson Kwok
榮譽顧問會計師



溫浩源 博士
Dr. Terence Wan
榮譽顧問會計師

(排名以英文姓氏序)

2024 年項目統籌經理

張志安 先生	Mr. Jeff Cheung
莊旭鈞 先生	Mr. K Chuang
鍾靄雯 小姐	Ms. Joey Chung
鍾偉豪 先生	Mr. Chester Chung
方詠慈 小姐	Ms. Winnie Fong
林家美 小姐	Ms. Victoria Lam
李秋銀 小姐	Ms. Shirley Li
莫晉彥 先生	Mr. Matthew Mok
彭璟威 先生	Mr. Echo Pang
陶妍睿 小姐	Ms. Gillian To
曾佩瑩 小姐	Ms. Louise Tung
溫展鴻 先生	Mr. Adolph Wan
黃國智 先生	Mr. Stanley Wong
黃奕竣 先生	Mr. Solo Wong

(排名以英文姓氏序)

活動花絮

創會 30 周年誌慶



GAMA HK 30 周年「Together We Celebrate」慶祝酒會



今年是香港人壽保險經理協會（GAMA HK）30 周年誌慶的大日子，並以「傳承 30 載 前瞻創未來」提綱挈領的展現本會自成立以來的非凡歷程，標誌著新的里程碑。為誌其盛，協會於 5 月 3 日假尖沙咀美麗華酒店舉行了簡單而隆重的慶祝酒會，冠蓋雲集，逾 200 位嘉賓聚首一堂，包括會員、前會長、贊助公司及友好伙伴，全場洋溢着溫馨和喜悅的氣氛。

本會十分榮幸，得到保險業監管局行政總裁張雲正太平紳士和財經事務及庫務局副局長陳浩濂太平紳士蒞臨和致辭，並聯同到場的立法會議員一同主禮，為本會往後推進會務發展帶來莫大鼓舞。



薪火相傳

活動花絮

行業發展及培訓

保險公司年度拜訪

感謝各大保險公司一直全力支持，與本會並肩同行，為促進業界持續穩健發展而努力，本會一眾董事局成員於新年伊始，即先後拜訪各贊助保險公司與其管理層作全面交流，既介紹本會是年 30 周年的連串慶典活動外，亦進一步交流業界近期熱論議題和發展，以及了解提升彼此合作的空間。



友邦保險（國際）有限公司



安盛金融有限公司



中銀集團人壽保險有限公司



中國人壽保險（海外）股份有限公司



安達人壽保險香港有限公司



周大福人壽保險有限公司



富衛人壽保險（百慕達）有限公司



宏利人壽保險（國際）有限公司



保誠保險有限公司



香港永明金融有限公司



萬通保險國際有限公司

活動花絮

行業發展及培訓

GAMAHK DAY 暨 新春午聚 2024

迎來甲辰龍年，本會邀請各大贊助保險公司管理層、本會前會長及榮譽顧問團、行業友會和合作伙伴，以及各舊雨新知歡聚一堂，於銅鑼灣富豪香港酒店共慶新春。當日邀得兩名來自業界的演講嘉賓 - 香港保險業聯會行政總監劉佩玲小姐和積金局監理李達豪先生，分享推動業界發展的新資訊和動向。



「與局長有約」專題分享系列

本會定期邀請不同界別之立法會議員或局長進行專題分享。今年邀請了財經事務及庫務局副局長陳浩濂太平紳士作「與局長有約」系列午餐會的主講嘉賓，跟與會者面對面分享特區政府推出的「新資本投資者入境計劃」之詳細政策內容，以助業界更清晰掌握細節。



與保險業監管局代表會面

本會致力為業界發聲，就政府及規管當局所推行的措施及政策反映意見。今年 GAMAHK 行業發展常務委員會先後就業界熱話與保險監管局會面，反映業界的關注。此外 GAMAHK 及友會 LUAHK 聯合組成的壽險行業規管與發展關注組 (ICG) 多次約見保監局代表會面，就探討「中介人佣金制度」交流意見，我們將繼續向相關監管機構表達行業意見。



參與積金局視像諮詢會議

GAMAHK 代表應強制性公積金計劃管理局之邀請，參與有關「強積金供款最低及最高相關入息水準檢討簡介會暨諮詢」會議，協會代表並在席間積極發表意見。



持續進修學分研討會

為符合持續專業培訓時數，是次研討會讓參加者完成 3 個半日的課程即可一次過取得 15 時數，當中包括 4 個獲積金局核准的持續專業進修學分時數以及 3 個道德或規例學分時數。

管理及保險深造證書 PgC 5+1 雙證書課程

GAMAHK 專業發展中心與香港大學校外進修學院 (HKU SPACE) 合辦的「管理及保險深造證書 PgC 5+1 雙證書課程」課程，於 8 月中旬開辦了首個包班課程，提升保險從業員在保險風險及管理方面的專業能力、培養及發展業界領袖所需的專業知識。

試行流動應用程式 GAMAHK App

為進一步加強與會員的有效溝通，讓會員可以隨時隨地掌握本會和行業的最新動態，本會積極探討為會員專屬的流動應用程式 (GAMAHK App)，現正進入測試的最後階段。會員快將可以透過全新模式及嶄新功能與本會緊密聯繫，並可一鍵報名及續會，更省時，更快捷。



活動花絮

國際峰會及獎項

GAMA LAMP Asia 2024 領袖高峰會暨榮譽獎項頒獎禮 - 傳承智慧 開創未來

亞太區盛會「GAMA LAMP Asia 領袖高峰會暨榮譽獎項頒獎禮」繼 2015 年後，今年重臨香江，再次以香港作為主辦場地，為本港銳意發展為國際風險管理中心締造良好契機。一連 3 天的亞太區國際峰會已於 10 月 7-9 日，在灣仔香港會議展覽中心順利舉行，吸引了分別來自美國、泰國、中國、澳門、新加坡、馬來西亞、菲律賓、汶萊、斯里蘭卡、南韓和伊朗等地的業內管理菁英。

今年峰會以「傳承智慧 開創未來」為主題，並十分榮幸邀請了保險業監管局創局主席鄭慕智太平紳士和財經事務及庫務局副局長陳浩濂太平紳士蒞臨主禮。是次活動近 20 場研討會，於總會行政總裁 Bonnie L. Godsman 聯同籌委會主席卓君風，陪同各主禮嘉賓、演講嘉賓及贊助保險公司代表等於峰會首日進行簡單而隆重的開幕儀式後隨即展開。傍晚，總會為 2024 年 GAMA 榮譽獎項的得獎者安排「榮譽獎項頒獎禮」，由總會及各分會代表親自頒授獎項，再次恭賀各得獎者，場面熱鬧。



活動花絮

國際峰會及獎項

GAMA 榮譽獎項頒獎典禮 2024 — 群龍綻放 閃耀香江

被譽為保險界奧斯卡的「GAMA 榮譽獎項頒獎典禮 2024」已於 6 月 28 日晚假灣仔會議展覽中心圓滿舉行。今屆獲獎者接近二千人，當中殿堂級殊榮 Hall of Honor (HOH) 乃是表揚其在保險業管理事業貢獻良多，今年得獎人數打破歷年紀錄，共有 4 名菁英領袖奪得，包括：周慧剛、謝國輝、黃海鵬及余漢傑。當中有兩位獲獎領袖能親臨當晚典禮。

今屆頒獎禮以「群龍綻放 閃耀香江」為主題，獲獎菁英領袖及嘉賓盛裝到場，一同見證業界精英的卓越成就，分享他們的殊榮及喜悅。本會十分榮幸邀請行政會議成員暨立法會議員（保險界）陳健波太平紳士、財經事務及庫務局副局長陳浩濂太平紳士和香港保險業聯會副主席徐志堅先生作主禮嘉賓，並衷心感謝各贊助保險公司代表撥冗蒞臨。



GAMAHK 全新招募獎項 — 「招星薈」Starry Award

為鼓勵及培養業界良好且持續之招募行動，本會今年特別推出全新招募獎項 - 「招星薈」(Starry Award)，並於 10 月 9 日在灣仔香港會議展覽中心舉行了首個頒獎禮。當日，還邀請了保險業造星專家余榮剛先生，與得獎者分享招募心得。此獎項每半年結算一次，是為以保險業為終身事業的首個業界獎項。



活動花絮

回饋社會

GAMAHK 慈善籃球賽

本年度籃球賽獲各大贊助保險公司繼續鼎力支持，分別來自 10 間保險公司，共 15 隊，於 8 月 3 日起已開展了分組賽，並於 10 月 24 日（星期四）在灣仔修頓場館完成了爭奪各組別冠軍寶座的爭霸戰。本年度賽事除繼續設有男、女子組外，特設「技巧賽」及「三分賽」，令無論是觀眾或參賽者都帶來另一番享受和驚喜。「香港天使綜合症基金會」繼續是今年籃球賽的受惠機構，善款將用以支持其運作及為有需要家庭提供支援及幫助。



GAMAHK 龍潭壩保慈善越野挑戰賽

首個保險業實體越野賽圓滿成功，善款將用作支持「香港人壽保險經理協會慈善基金」（GAMAHK Foundation）幫助香港各階層有需要人士，散播保險業友愛精神。同時，透過具挑戰性運動激勵潛力，鍛煉堅毅意志之餘，更可齊心發揮團隊精神。賽事有近 10 個保險業團隊組隊參加，而印製了他們團隊標誌的專屬刀旗亦徐徐豎立於起步禮現場，寓意與參賽者相伴同行。

賽事於 11 月 2 日在西貢北潭涌舉行，起點為傷健樂園，共提供 3 條不同路線，包括：3.5 公里「樂悠親子跑」、12 公里「活力賽」和 20 公里「挑戰賽」。



義工隊委任禮及活動

為進一步凝聚保險業界力量而成立的「愛心義工隊」濟濟一堂，出席委任禮，接受由「香港人壽保險經理協會」會長于寶玉和「香港人壽保險經理協會慈善基金會」主席黃永棟頒授的委任狀。他們以實際行動喚醒社會對「老、病、疾及幼」的關注，改善弱勢社群的境況，回饋社會，創造更美好的社區。

今年 10 月份，「愛心義工隊」參與了明愛香港仔社區中心協辦的「萬歲同歡慶金秋 2024 長者盆菜晚宴」活動。協助長者入座、分菜及派發禮物包，為長者在秋意微涼的日子送上關愛和溫暖，歡度一個開心愉快的週末。

另外，「愛心義工隊」一行 8 人又在 11 月 19 日參與惜食堂義工活動，協助處理食材及製作熱騰騰的膳食餐盒。





香港人壽保險經理協會慈善基金 (GAMAHK Foundation)

簡介

香港人壽保險經理協會慈善基金 (GAMAHK Foundation) (下稱：慈善基金會) 於 2022 年成立，是一個非牟利慈善團體（根據香港《稅務條例》第 88 條獲豁免繳稅的認可慈善機構），旨在鼓勵保險業會友積極參與公益活動，聯繫保險業界與香港社會大眾並肩同行的承諾。未來，慈善基金會將會繼續為社區帶來積極而正面的影響。

慈善基金會由香港人壽保險經理協會 (GAMAHK) 直接資助，並接受私人 and 企業的捐款，藉以推動及支持業界或社區帶來改變，建設更美好的社區。

透過基金會，我們支持的四大服務範疇包括：

- (一) 推動及開展扶貧救災之項目和活動；
- (二) 救濟社會上有需要人士，為「老、病、疾及幼」群體給予關懷和援助；
- (三) 改善和促進貧困和有需要人士之健康；
- (四) 致力推動教育、職業培訓、文化、科學和研究之發展（研究成果將回饋予大眾）。



主席報告

黃永棣 先生

香港人壽保險經理協會慈善基金主席



承蒙各位厚愛及支持，本人很榮幸繼續以香港人壽保險經理協會慈善基金（GAMA Foundation）主席身份，與大家在這段充滿愛與希望的慈善旅程上並肩同行，散播保險業博愛的種籽。我衷心感謝各管理委員會成員過去一年的努力及付出，並懷著無比感恩的心情，與大家回顧我們過去一年所共同努力的點滴。

回首 2024 年，我們聯同 GAMAHK 積極投入不少慈善活動，其中重點項目一定是傾力籌辦的第二屆「慈善巨 SING」歌唱比賽。這場比賽歷時 5 個月，比賽版圖亦拓展至大灣區，並新增設客戶組。藉以感謝籌委會主席黃國麟先生及各位成員的付出及貢獻，雖然過程中遇上不同挑戰，但在群策群力下終圓滿成功。我深感欣慰，比賽之中不僅展示了參賽者的才華，更凝聚了行業內外的愛心與力量，讓我們相信音樂的力量可以改變生命。

此外，我們還參與舉辦「GAMAHK 慈善籃球賽」和「慈善越野挑戰賽」，這些活動不僅促進了業界間的交流與友誼，也讓我們在忙碌的工作之餘，能夠共同享受運動的樂趣，增進身心健康。過程之中，每一次的團隊合作與相互支持，也突顯了行業的凝聚力與溫暖。

在過去一年裏，基金所籌集的善款乃用於支持弱勢社群和慈善機構項目，當中包括「香港天使綜合症基金會」、「可愛忠實之家（HOLF）」、「心晴行動慈善基金」和「仁美清叙慈善機構」。這一切成就都離不開每位參與者的付出與努力。正因為有你們的參與，我們才能在這條慈善之路上，為更多需要幫助的人士帶來希望和改變。

未來，我們希望能繼續擴大慈善活動的範圍，並探索更多具有創意的方式來回饋社會，既吸引更多人參與，亦讓愛心的火炬得以延續。我們相信，每一份努力都能為社會帶來正面影響。

最後，我謹代表全體管理委員會衷心感謝每一位，熱心參與 GAMAHK Foundation 活動。我也感謝 GAMAHK 董事局全體成員的信任及付出，還有各贊助保險公司的鼎力支持。讓我們繼續攜手並肩，用愛心和行動照亮更多弱勢社群的生命，令保險業的大愛精神繼續發熱發亮！

2024 — 2025 年管理委員會



容永祺 博士 GBS, MH, JP
Dr. Samuel Yung
榮譽顧問



黃永棣 先生
Mr. Harry Wong
主席



劉國明 先生
Mr. Samuel Lau
副主席



郭春光 先生
Mr. Albert Kwok
榮譽秘書



李慶達 先生
Mr. Duncan Lee
榮譽司庫



于寶玉 小姐
Ms. Marine Yu
聯絡執行主席



陳潔恩 博士
Dr. Kit Chan
委員



卓君風 先生
Mr. Vernon Cheuk
委員



林敏英 女士
Ms. Lillian Lam
委員



羅傑城 先生
Mr. Andy Law
委員



廖靜儀 女士
Ms. Etta Liu
委員



黃國麟 先生
Mr. Alan Wong
委員



黃偉光 先生
Mr. Willis Wong
委員

薪火相傳

榮譽顧問團



蘇文傑 律師
Prof. Albert So
榮譽法律顧問



陳俊雄 先生
Mr. Eric Chan
榮譽顧問會計師



郭志成 先生
Mr. Wilson Kwok
榮譽顧問會計師

年度受惠機構



心晴行動慈善基金

「心晴行動慈善基金」於 2004 年創辦，乃根據香港政府《稅務條例》第 88 條獲認可之慈善機構，致力推廣情緒健康及疾病的知識，減少誤解及歧視，令患者及家屬得到更多諮詢渠道、資源和幫助。



仁美清叙慈善機構
Yan Mei (Miss Asia) Charity Organization

仁美清叙慈善機構

「仁美清叙慈善機構」成立於 1991 年，由一群熱心社會的亞洲小姐選美佳麗所組成。「仁美清叙」的名字由已故查良鏞先生（金庸）所題，以「福慧相修 以仁為美」作宗旨，由創會會長利智女士開始，以至本屆主席程瑤女士都以支援老弱婦孺為己任，於 33 年來推動公益，不遺餘力。



香港天使綜合症基金會

「香港天使綜合症基金會」是由一個病患者家庭於 2015 年 6 月自發性成立的香港非牟利組織，並於 2016 年 1 月 7 日正式成為香港認可慈善團體。基金會的宗旨為創立一個中英文平台，為中港台的「天使綜合症」家庭提供支援與分享，藉此能引起社會對「天使綜合症」的認識及關注。基金會亦致力與國外的「天使綜合症」組織連結、交流及互通，期望透過收集中港台地區有關「天使綜合症」的病例，以建立一個屬於華裔人口的數據用作進一步的醫學研究。



可愛忠實之家 (HOLF)

「可愛忠實之家」自 1965 年以來，一直在香港照顧有特殊需要的兒童和成年人。HOLF 的使命是在一個充滿愛心的大家庭，為智障和肢體殘障人士提供終生照顧。

活動花絮

第二屆「慈善巨 SING」歌唱比賽 - 仁風善舉 SING 出未來

首屆「慈善巨 SING」歌唱比賽獲得正面迴響，今年載譽歸來，並再次聯乘 GAMAHK 舉辦第二屆「慈善巨 SING」歌唱比賽。今年歌唱比賽版圖還擴展至大灣區和增設客戶組，既凝聚及壯大保險業界力量和增加同業與客戶互動的機會，也讓更多人認識保險「愛與承」的核心價值。

歌唱比賽於 4 月展開，由遴選、初賽、準決賽至最終回合的總決賽，歷時 5 個月，終在 9 月 25 日在柴灣青年廣場 Y 綜藝館誕生了新一屆歌唱比賽王者。至於這次慈善活動的受惠機構分別是「心晴行動慈善基金」和「仁美清叙慈善機構」，善款用以幫助受情緒困擾人士及國內山區貧困學童。

遴選



準決賽

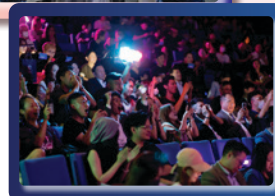


薪火相傳

活動花絮

「慈善巨 SING」歌唱比賽

總決賽



業界組得主



客戶組得主



薪火相傳

Annual Report 2024

GAMA HONG KONG

26



活動花絮

每個微小的善行把愛心傳遞，為受惠機構籌募更多善款

GAMAHK Foundation 積極透過舉辦有益身心的運動項目，既喚起大眾對弱勢社群的關注之外，亦為慈善基金會及有需要的慈善機構籌募經費。今年聯合 GAMAHK 舉辦了兩大體育盛事，分別為「慈善籃球賽」及「慈善越野挑戰賽」，前者受惠機構為「香港天使綜合症基金會」，善款用以支持其運作和為有需要家庭提供支援及幫助；後者善款將協助 GAMAHK Foundation 開展扶助弱勢的服務。



心晴行動慈善跑及步行籌款

GAMAHK Foundation 主席黃永棣聯同 GAMAHK 會長于寶玉等多名董事，參與心晴行動慈善基金於清水灣鄉村俱樂部舉行的「心晴慈善跑及步行籌款」。是次活動乃為情緒健康教育服務籌募經費。



薪火相傳

MINUTES OF ANNUAL GENERAL MEETING (AGM)

Held on Wednesday, 6th December 2023 at time 5:30pm

Chater I – Chater III, Happy Valley Old Clubhouse,
25 Shan Kwong Road, Happy Valley, Hong Kong.

Chairman : President Mr. Chim Shui Yam Kenneth took the chair.

1. Motion : Meeting Call to Order
President Mr. Chim Shui Yam Kenneth declared the meeting was called to order at 17:31 hours with adequate quorum.
2. Motion : “Adoption of Agenda”
Proposer : Law Kit Shing Andy
Seconder : Kwan Lam Lung Lionel
Motion was carried unanimously.
3. Motion : “Adoption of the minutes of the AGM held on 2nd December 2022”
Proposer : Tam King Yeung Kenneth
Seconder : Lee Ka Kit Carrie
Motion was carried unanimously.
4. Motion : “Adoption of reports of Board of Directors for the year ending 31st March 2023”
Proposer : Tse Yim Keung Keith
Seconder : Hung Yu Yeung Helen
Motion was carried unanimously.
5. Motion : “Adoption of accounts for the year ending 31st March 2023 (from 1st April 2022 to 31st March 2023)”
Proposer : Yu Bo Yuk Marine
Seconder : Lai Tak Chun
Motion was carried unanimously.
6. Motion : “Election of the President, the Vice Presidents, the Hon. Secretary, the Hon. Treasurer and other Directors for the year 2024”

Mr. Hui Wai Chung Sammy appointed Mr. Chim Shui Yam Kenneth as Election Chairman.

Mr. Chim Shui Yam Kenneth invited Past President Mr. Wong Wing Tai Harry as Scrutineer and Mr. Kwok Chun Kwong Albert as Counting Officer. Candidates for GAMAHK President, Vice Presidents, Hon. Secretary, Hon. Treasurer and other Directors for the year 2024 were as follows:

President	: Ms. Yu Bo Yuk Marine
Immediate Past President (IPP)	: Mr. Chim Shui Yam Kenneth
Vice Presidents (VPs)	: Mr. Law Kit Shing Andy
	: Ms. Liu Ching Yi Etta
	: Mr. Yu Sai Hung Peter
	: Mr. Yung Sze Hon Solomon
Chairman of CDSC	: Mr. Hui Wai Chung Sammy
Chairman of IDSC	: Mr. Cheuk Kwan Fung Vernon
Chairman of PDC	: Mr. Tse Yim Keung Keith
Hon. Secretary	: Mr. Wong Ka Cheong Ryan
Hon. Treasurer	: Mr. Chiu Ka Sing
Directors	: Ms. Cheung Ying Kwan Winky
	: Ms. Hung Yu Yeung Helen
	: Mr. Kwan Lam Lung Lionel
	: Mr. Lai Tak Chun
	: Ms. Lee Ka Kit Carrie
	: Mrs. Leung Woo Yin Ching Trica
	: Mr. Lui Hon Man
	: Mr. Ng Che Chung Wilson
	: Ms. Siu Jing See Kimmy
	: Mr. Tam King Yeung Kenneth
	: Ms. Wong Pik Kwan Connie
	: Ms. Wong Pui Shan Becky
	: Mr. Wong Wai Kwong Willis
	: Ms. Wong Wai Ping Joanne
	: Mr. Yeung Sai Cheong Michael

The term of office of the above would commence on 1st January 2024 and was to end on 31st December 2024.

MINUTES OF ANNUAL GENERAL MEETING (AGM)

Held on Wednesday, 6th December 2023 at time 5:30pm

Chater I – Chater III, Happy Valley Old Clubhouse,
25 Shan Kwong Road, Happy Valley, Hong Kong.

Directors whose term of office expiring until 31st December 2023 would be as follows:

Ms. Chan Nga Yee Joey	(resigned on 31st December 2023)
Mr. Cheung Chi Kwan Tommy	(resigned on 31st December 2023)
Mr. Lam King Wai Vincent	(resigned on 31st December 2023)
Mr. Lau Tik Hung Teddy	(resigned on 31st December 2023)
Mr. Yung Shu Ho Alex	(resigned on 31st December 2023)

The expiration of term of office for current Hon. Secretary, Mr. Hui Wai Chung Sammy, would be on 31st December 2023, and Mr. Wong Ka Cheong Ryan would be appointed as Hon. Secretary on 1st January 2024.

Motion was carried unanimously.

Mr. Chim Shui Yam Kenneth announced that the voting result was 47 in favour and none against. It was proposed to adopt the whole of such candidates en bloc.

Proposer : Lee Ka Kit Carrie
Seconder : Tam Kenneth

Motion was carried unanimously.

Mr. Hui Wai Chung Sammy pointed out that since GAMAHK, a limited by guarantee, whose Articles of Association had been amended on 8th December 2020, eight legal representatives, namely, President, IPP, four VPs, Hon. Secretary, and Hon. Treasurer, would be directors listed on the Companies Registry. Eight legal representatives of GAMAHK in 2024 would be as follows:

President	: Ms. Yu Bo Yuk Marine
Immediate Past President (IPP)	: Mr. Chim Shui Yam Kenneth
1st Vice President (VP)	: Ms. Liu Ching Yi Etta
2nd Vice President (VP)	: Mr. Yu Sai Hung Peter
3rd Vice President (VP)	: Mr. Yung Sze Hon Solomon
4th Vice President (VP)	: Mr. Law Kit Shing Andy
Hon. Secretary	: Mr. Wong Ka Cheong Ryan
Hon. Treasurer	: Mr. Chiu Ka Sing

Mr. Kwok Chun Kwong Albert mentioned that all of the ballot papers should be destroyed immediately.

Proposer : Hui Wai Chung Sammy
Seconder : Chim Shui Yam Kenneth
Motion was carried unanimously.

7. Motion : "It was resolved that FTW & Partners CPD Limited and hereby appointed as Auditor of the Association for the year 2024"

Proposer : Law Kit Shing Andy
Seconder : Wong Ka Cheong Ryan
Motion was carried unanimously.

8. Motion : "Appointment of Mr. Fung Kin Wah Franky, Mr. So Man Kit Albert, Mr. Tang Shu Pui Simon, Mr. Wong Kwok Hong Simon, and Ms. Yung Hoi Yan Eunice as Hon. Legal Advisors for the year 2024"

Proposer : Yu Bo Yuk Marine
Seconder : Chiu Ka Sing
Motion was carried unanimously.

9. Motion : "Appointment of Mr. Chan Chun Hung Eric, Mr. Kwok Chi Shing Wilson and Dr. Wan Ho Yuen Terence as Hon. Accountants for the year 2024"

Proposer : Tam King Yeung Kenneth
Seconder : Law Kit Shing Andy
Motion was carried unanimously.

10. There being no further business, the meeting was adjourned at 17:54 hours.



Chim Shui Yam Kenneth
Chairman

General Agents and Managers Association of Hong Kong Limited 香港人壽保險經理協會有限公司

Directors' Report
For the year ended 31 March 2024

The directors present their report and the audited consolidated financial statements of the Association and its subsidiaries ("the Group") for the year ended 31 March 2024.

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. There were no significant changes in the nature of the activities.

The principal activities of its subsidiaries are set out in note 10 to the consolidated financial statements.

Results and appropriations

The results for the year ended 31 March 2024 and the state of affairs of the Group as at that date are set out on pages 34 to 51.

Property, plant and equipment

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

Directors

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

As a director of the Association only

YU Bo Yuk	President	
CHIM Shui Yam	Immediate past president	
LIU Ching Yi	First vice president	
YU Sai Hung	Second vice president	
YUNG Sze Hon Solomon	Third vice president	
LAW Kit Shing	Fourth vice president	
CHIU Ka Sing	Treasurer	(Appointed on 1 January 2024)
WONG Ka Cheong	Secretary	(Appointed on 1 January 2024)
CHEUNG Ying Kwan, Winky		(Resigned on 31 December 2023)
HUI Wai Chung Sammy		(Resigned on 31 December 2023)

As a director of the Association's subsidiaries only

CHEUK Kwan Fung
KO Siu Tak
LEUNG Wai Lun

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 香港人壽保險經理協會有限公司

Directors' Report
For the year ended 31 March 2024

Permitted indemnity provision

Article 25 of the Association's Articles provides that every director and 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 any way in the discharge of his duties; 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 transactions, arrangements or contracts

No transaction, arrangement or contract of significance to which the Association or its subsidiaries 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.

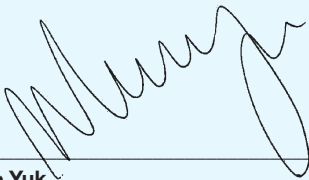
Business review

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

Auditor

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

On behalf of the Board


YU Bo Yuk
Chairperson

Hong Kong, 30 October 2024

Independent Auditor's Report to the Members of General Agents and Managers Association of Hong Kong Limited 香港人壽保險經理協會有限公司 (incorporated in Hong Kong with limited liability)

Opinion

We have audited the consolidated financial statements of General Agents and Managers Association of Hong Kong Limited ("the Association") and its subsidiaries ("the Group") set out on pages 34 to 51, which comprise the consolidated statement of financial position as at 31 March 2024, and the consolidated statement of comprehensive income, consolidated statement of changes in funds and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 March 2024, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standard for Private Entities ("HKFRS for Private Entities") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

Basis for opinion

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSAs") issued by the HKICPA. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Group 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 consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated 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 consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated 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 directors and those charged with governance for the consolidated financial statements

The directors are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with HKFRS for Private Entities 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible for assessing the Group'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 Group or to cease operations, or have no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

Auditor's responsibilities for the audit of the consolidated financial statements

It is our responsibility to form an independent opinion, based on our audit, on those consolidated financial statements and to report our opinion solely to you, as a body, in accordance with section 405 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. Our objectives are to obtain reasonable assurance about whether the consolidated 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. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSAs will always detect a material misstatement when it exists. Misstatements

**Independent Auditor's Report to the Members of
General Agents and Managers Association of Hong Kong Limited**
香港人壽保險經理協會有限公司
(incorporated in Hong Kong with limited liability)

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 consolidated financial statements.

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

- Identify and assess the risks of material misstatement of the consolidated 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.
- 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 Group'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 Group'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 consolidated 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 Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance 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, 30 October 2024

HO Cheung Kong
Practising Certificate Number: P05214

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

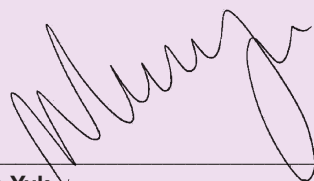
Consolidated Statement of Other Comprehensive Income
For the year ended 31 March 2024


	Note	2024 HK\$	2023 HK\$
Revenue	3	12,219,614	8,619,228
Direct costs		(7,668,534)	(3,242,632)
Net income from activities		4,551,080	5,376,596
Other income	3	560,784	352,491
Other net gain	4	14,432	38,704
Administrative expenses		(5,001,279)	(4,692,664)
Surplus from operations		125,017	1,075,127
Finance costs		(212,976)	(192,878)
(Deficit)/surplus before tax	5	(87,959)	882,249
Taxation	7	36,532	(59,682)
(Deficit)/surplus after tax		(51,427)	822,567
Other comprehensive (loss)/income for the year			
Items that may be reclassified subsequently to consolidated statement of comprehensive income			
Exchange differences on translation of foreign operations		(1,625)	2,458
Total comprehensive (loss)/income for the year		(53,052)	825,025

General Agents and Managers Association of Hong Kong Limited
香港人壽保險經理協會有限公司
 Consolidated Statement of Financial Position
 As at 31 March 2024

	Note	2024 HK\$	2023 HK\$
Non-current assets			
Property, plant and equipment	9	15,569,763	16,271,030
Current assets			
Account and other receivables	11	806,895	1,193,821
Tax recoverable		85,234	212,469
Fixed deposits		-	5,000,000
Cash and bank balances		16,659,584	11,432,370
		17,551,713	17,838,660
Current liabilities			
Account and other payables	13	2,858,259	3,004,682
Bank loan, secured	14	6,025,122	6,747,532
		8,883,381	9,752,214
Net current assets		8,668,332	8,086,446
Total assets less current liabilities		24,238,095	24,357,476
Non-current liabilities			
Provision for long service payments		4,433	34,230
Deferred tax liabilities	8	19,696	56,228
		24,129	90,458
Net assets		24,213,966	24,267,018
Financed by:			
Accumulated surplus		24,229,394	24,280,821
Exchange reserve		(15,428)	(13,803)
		24,213,966	24,267,018

The consolidated financial statements were approved by the Board on 30 October 2024 and signed on its behalf by:


YU Bo Yuk
 Director


CHIU Ka Sing
 Director

General Agents and Managers Association of Hong Kong Limited
香港人壽保險經理協會有限公司

Consolidated Statement of Changes in Funds
For the year ended 31 March 2024

Balance at 31 March 2022

Total comprehensive income for the year

Balance at 31 March 2023

Total comprehensive loss for the year

Balance at 31 March 2024

Accumulated surplus HK\$	Exchange reserve HK\$	Total HK\$
23,458,254	(16,261)	23,441,993
822,567	2,458	825,025
24,280,821	(13,803)	24,267,018
(51,427)	(1,625)	(53,052)
24,229,394	(15,428)	24,213,966

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Consolidated Statement of Cash Flows

For the year ended 31 March 2024

	2024 HK\$	2023 HK\$
Cash flows from operating activities		
(Deficit)/surplus before tax	(87,959)	882,249
Adjustments for:		
Interest income	(528,908)	(82,228)
Interest expense	212,976	192,878
Depreciation	812,628	795,315
Reversal of provision for long service payments	(29,797)	(45,867)
	378,940	1,742,347
Decrease/(increase) in account and other receivables	386,926	(190,292)
(Decrease)/increase in account and other payables	(146,423)	912,641
Cash generated from operations	619,443	2,464,696
Interest paid	(212,976)	(192,878)
Tax refunded	127,235	-
Net cash from operating activities	533,702	2,271,818
Cash flows from investing activities		
Payment for acquisition of property, plant and equipment	(111,361)	(125,031)
Interest received	528,908	82,228
Net cash from/(used in) investing activities	417,547	(42,803)
Cash flows from financing activities		
Repayment of bank borrowings	(722,410)	(718,936)
Net cash used in financing activities	(722,410)	(718,936)
Net increase in cash and cash equivalents	228,839	1,510,079
Effect of foreign exchange rate changes, net	(1,625)	2,458
Cash and cash equivalents at beginning of the year	16,432,370	14,919,833
Cash and cash equivalents at end of the year	16,659,584	16,432,370
Analysis of the balances of cash and cash equivalents		
Fixed deposits	-	5,000,000
Cash and bank balances	16,659,584	11,432,370
	16,659,584	16,432,370

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

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 Unit G, 11/F., MG Tower, 133 Hoi Bun Road, Kwun Tong, Kowloon.

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. Particulars of the principal activities of its subsidiaries are set out in note 10.

2. Basis of preparation and significant accounting policies

2.1. Basis of preparation of financial statements

The consolidated financial statements have been prepared in accordance with Hong Kong Financial Reporting Standard for Private Entities ("HKFRS for Private Entities") issued by the Hong Kong Institute of Certified Public Accountants. These consolidated financial statements also comply with the applicable requirements of the Hong Kong Companies Ordinance. They have been prepared under the historical cost convention.

The preparation of consolidated financial statements in conformity with HKFRS for Private Entities 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 HKFRS for Private Entities that have significant effect on the consolidated financial statements and major sources of estimation uncertainty are discussed in note 17.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

2. Basis of preparation and significant accounting policies (cont'd)

2.2. Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Association and all of its subsidiaries, other than those subsidiaries which are acquired and held for sell within one year after acquisition. Subsidiaries are those companies, including unincorporated company such as partnership, controlled by the Association. Control is the power to govern the financial and operating policies of an entity so as to obtain benefits from the activities.

A subsidiary is fully consolidated from the date on which control is transferred to the Group and is de-consolidated from the date that control ceases. The results of subsidiaries acquired or disposed of during the year are included in the consolidated statement of comprehensive income from the effective date of acquisition or up to the effective date of disposal, as appropriate.

The consolidated financial statements present financial information about the Group as a single economic entity. All intra-group transactions, balances, income and expenses are eliminated on consolidation. Profits and losses resulting from intragroup transactions are eliminated in full unless the losses indicate an impairment that requires recognition in the consolidated financial statements. Consolidated financial statements are prepared using uniform accounting policies for like transactions and other events and conditions in similar circumstances. Where necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with those used by other members of the Group. The financial statements of the Association and of its subsidiaries used in the preparation of the consolidated financial statements are prepared as of the same reporting date (equivalent to the end of reporting period of the Association).

2.3. Foreign currency translation

(a) Functional and presentation currency

Items included in the consolidated financial statements are measured using the currency of the primary economic environment in which the entity operates (the functional currency). This consolidated financial statements are presented in Hong Kong dollars ("HK\$"), which is the Association's functional and the Group's presentation currency.

(b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated statement of comprehensive income.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

2. Basis of preparation and significant accounting policies (cont'd)

2.3. Foreign currency translation (cont'd)

(c) Group companies

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated statement of comprehensive income.

- (i) assets and liabilities for each statement of financial position presented are translated at the closing rate at the date of that statement of financial position;
- (ii) income and expenses for each statement of comprehensive income are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions); and
- (iii) all resulting exchange difference are recognised in other comprehensive income.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate. Exchange differences arising are recognised in equity.

2.4. Cash and cash equivalents

Cash and cash equivalents include cash on hand, demand deposits and other short-term highly liquid investments with original maturities of three months or less. Bank overdraft is shown within borrowings in current liabilities on the consolidated statement of financial position.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

2. Basis of preparation and significant accounting policies (cont'd)

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 the consolidated statement of comprehensive income 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 the consolidated statement of comprehensive income in the period the item is derecognised.

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 land	- Over the remaining lease terms
Buildings	- Over the remaining term of the lease term of land
Leasehold improvements	- 20% straight line
Office equipment	- 20% straight line

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

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

2. Basis of preparation and significant accounting policies (cont'd)

2.6. Impairment of non-current assets, other than financial assets

At the end of each reporting period, non-current assets other than financial assets are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. If there is any indication of possible impairment, the recoverable amount of any affected asset (or group of related assets) is estimated and compared with its carrying amount. If the estimated recoverable amount is less than the carrying amount, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised immediately in consolidated statement of comprehensive income.

If an impairment loss subsequently reverses, the carrying amount of the asset (or group of related assets) is increased to the revised estimate of its recoverable amount, but not in excess of the carrying amount that would have been determined had no impairment loss been recognised for the asset (group of related assets) in prior years. A reversal of an impairment loss is recognised immediately in consolidated statement of comprehensive income.

2.7. Account and other receivables

Account and other receivables are measured at initial recognition at transaction price (including transaction costs) and subsequently measured at amortised cost using the effective interest method, less provision for impairment, if any. A provision for impairment of trade and other receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables.

2.8. Account and other payables

Account and other payables are measured at initial recognition at transaction price (including transaction costs) and subsequently measured at amortised cost using the effective interest method.

2.9. Provisions and contingent liabilities

Provisions are recognised for liabilities of uncertain timing or amount when the Group has a legal or constructive obligation arising as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made. Where the time value of money is material, provisions are stated at the present value of the expenditures expected to settle the obligation.

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, whose existence 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.

2.10. 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 Group. 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 reporting period.

The Group 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 Group 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 the consolidated statement of comprehensive income as incurred.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

2. Basis of preparation and significant accounting policies (cont'd)

2.11. Government grants

Government grants are recognised as income over periods necessary to match them with the related costs they are intended to compensate, on a systematic basis when there is reasonable assurance that the Group will comply with the conditions attaching to them and the grants will be received. A government grant that becomes receivable as compensation for expenses or losses already incurred or for the purpose of giving immediate financial support to the entity, with no future related costs, is recognised as income of the period in which it becomes receivable. Government grants received before the revenue recognition criteria are recognised as a liability.

2.12. Revenue recognition

Revenue is recognised when it is probable the economic benefits will flow to the Group 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. 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 the consolidated statement of comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of reporting period.

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated 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. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from the initial recognition (other than in business combination) of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at the end of each 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 at the end of reporting period. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of reporting period, to recover or settle the carrying amount of its assets and liabilities. Deferred tax is recognised in consolidated statement of comprehensive income, 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.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

2. Basis of preparation and significant accounting policies (cont'd)

2.14. Related parties

For the purpose of these consolidated financial statements, related party includes a person and entity as defined below:

- (a) A person or a close member of that person's family is related to the Group if that person:
 - (i) has control or joint control over the Group;
 - (ii) has significant influence over the Group; or
 - (iii) is a member of the key management personnel of the Group or the Group's parent.
- (b) An entity is related to the Group if any of the following conditions applies:
 - (i) the entity and the Group 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 Group or an entity related to the Group.
 - (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.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements
For the year ended 31 March 2024

3. Revenue and other income

The principal activities of the Group are organising lectures and holding conferences to provide training to its members in order to maintain a high standard of service to the public. Revenue and other income recognised during the year are as follows:

Revenue

Membership subscription
Enrollment fee for organised functions
Sponsor income

	2024 HK\$	2023 HK\$
Membership subscription	2,220,960	2,278,110
Enrollment fee for organised functions	8,342,654	5,061,118
Sponsor income	1,656,000	1,280,000
	12,219,614	8,619,228
Other income		
Interest income	528,908	82,228
Government grants (note)	-	168,000
Venue income	27,000	25,000
Sundry income	4,876	77,263
	560,784	352,491
	12,780,398	8,971,719

Note:

The government grants were granted by the Employment Support Scheme under the Anti-epidemic Fund.

4. Other net gain

Reversal of provision of long service payments
Net exchange loss

	2024 HK\$	2023 HK\$
Reversal of provision of long service payments	29,797	45,867
Net exchange loss	(15,365)	(7,163)
	14,432	38,704

5. (Deficit)/surplus before tax

(Deficit)/surplus before tax is stated after charging:

Auditor's remuneration
Mortgage loan interest
Staff costs (excluding directors' remuneration (note 6))
- Salaries, allowances and benefits in kind
- Retirement benefit scheme contributions
Depreciation

	2024 HK\$	2023 HK\$
Auditor's remuneration	72,926	67,418
Mortgage loan interest	212,976	192,878
Staff costs (excluding directors' remuneration (note 6))		
- Salaries, allowances and benefits in kind	2,847,425	2,635,263
- Retirement benefit scheme contributions	113,647	109,189
Depreciation	812,628	795,315

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

6. Directors' remuneration

None of the directors received any remuneration in respect of their services rendered for the year (2023: HK\$Nil).

7. Taxation

Current tax - Hong Kong Profits Tax
Provision for the year
Under-provision in previous years

	2024 HK\$	2023 HK\$
	-	79,234
	-	52
	-	79,286
Deferred tax		
Origination and reversal of temporary differences (note 8)	(36,532)	(19,604)
	(36,532)	59,682

Provision for Hong Kong profits tax has not been made as the Group sustained a taxation loss during the year (2023: two-tier rates).

The Group's PRC subsidiary is subject to the PRC corporate income tax rate of 25%.

8. Deferred tax liabilities

The components of deferred tax liabilities recognised and movements thereon:

	Tax losses HK\$	Accelerated tax depreciation HK\$	Total HK\$
At 1.4.2022	-	(75,832)	(75,832)
Credit to statement of comprehensive income	-	19,604	19,604
At 31.3.2023	-	(56,228)	(56,228)
Credit to statement of comprehensive income	12,786	23,746	36,532
At 31.3.2024	12,786	(32,482)	(19,696)

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements
For the year ended 31 March 2024

9. Property, plant and equipment

	Land and buildings HK\$	Leasehold improvements HK\$	Office equipment HK\$	Total HK\$
Cost				
At 1.4.2023	16,000,000	1,170,245	2,115,681	19,285,926
Additions	-	-	111,361	111,361
Written off	-	-	(49,629)	(49,629)
At 31.3.2024	16,000,000	1,170,245	2,177,413	19,347,658
Accumulated depreciation				
At 1.4.2023	842,105	468,098	1,704,693	3,014,896
Charge for the year	421,053	234,049	157,526	812,628
Written off	-	-	(49,629)	(49,629)
At 31.3.2024	1,263,158	702,147	1,812,590	3,777,895
Net carrying amount				
At 31.3.2024	14,736,842	468,098	364,823	15,569,763
At 31.3.2023	15,157,895	702,147	410,988	16,271,030

10. Subsidiaries

Details of the Association's subsidiaries at the end of reporting period are as follows:

Name of company	Place of incorporation	Percentage held by the Association	Principal activities
GAMAHK Management Consulting Company Limited	Hong Kong	100% (Direct)	Investment holding
GAMA Management Consultancy (Shenzhen) Company Limited* (加利管理顧問(深圳)有限公司)	The People's Republic of China	100% (Indirect)	Did not engage any business activity

* The official name of the company is in Chinese. The English translation of the name is for reference only.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements
For the year ended 31 March 2024

11. Account and other receivables

	Note	2024 HK\$	2023 HK\$
Due from a related company	12	800	-
Account and other receivables		151,815	420,354
Utilities deposits		16,150	7,650
Deposits paid and prepayments		638,130	765,817
		<u>806,895</u>	<u>1,193,821</u>

12. Due from a related company

Particulars of the amount due from a related company disclosed pursuant to section 383(1)(d) of the Hong Kong Companies Ordinance and Part 3 of the Companies (Disclosure of Information about Benefits of Directors) Regulation are as follows:

Name of company	Balance at 31.3.2024 HK\$	Balance at 31.3.2023 HK\$	Maximum outstanding during the year HK\$
General Agents and Managers Association of Hong Kong Foundation Limited	800	-	800

The amount is unsecured, interest-free and repayable on demand. No provision has been made in respect of the amount due from a related company.

13. Accounts payable

	2024 HK\$	2023 HK\$
Due to a related company	-	422,669
Accounts payable	436,995	678,423
Accruals	86,427	56,869
Receipt in advance	2,334,837	1,846,721
	<u>2,858,259</u>	<u>3,004,682</u>

The amount due to a related company was unsecured, interest-free and repayable on demand.

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements
For the year ended 31 March 2024

14. Bank loan, secured

Portion of loan from a bank
due for repayment within one year

Portion of loan from a bank
due for repayment after one year
which contains a repayment on demand clause

2024 HK\$	2023 HK\$
746,051	722,410
5,279,071	6,025,122
6,025,122	6,747,532

None of the portion of loan due for repayment after one year which contains a repayment on demand clause and that is classified as current liabilities are expected to be settled within one year.

The bank loan is secured by the property of the Association, and is repayable by monthly instalment. The instalment amount and interest rate on the loan vary according to the prevailing Hong Kong Interbank Offered Rate.

15. Related party transactions

In addition to the transactions and balances disclosed elsewhere in these financial statements, the Association entered into the following material related party transactions:

Donation made to a related company

2024 HK\$	2023 HK\$
50,000	500,000

16. Status of Association

The Association is limited by guarantee. Pursuant to Memorandum 3 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.

17. 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 Group 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:

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

17. Critical accounting estimates and judgements (cont'd)

- (a) Estimation of depreciation of property, plant and equipment
The Group 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 accounts receivable
The Group tests annually whether trade and other receivables have suffered any impairment in accordance with the accounting policy stated in notes to the consolidated financial statements and make provisions for impairment accordingly.
- (c) Impairment of non-financial assets (other than goodwill)
The Group assesses whether there are any indicators of impairment for all non-financial assets at the end of each reporting period. Non-financial assets are tested for impairment when there are indicators that the carrying amounts may not be recoverable. An impairment exists when the carrying value of an asset or a cash-generating unit exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use.

18. Statement of financial position and movements of accumulated surplus of the Association

(a) Statement of financial position of the Association

	2024 HK\$	2023 HK\$
Non-current assets		
Property, plant and equipment	15,569,763	16,271,030
Current assets		
Due from subsidiaries	504,261	430,598
Due from a related company	800	-
Accounts receivable	151,815	420,353
Utilities deposits	16,150	7,650
Deposits paid and prepayments	638,130	765,817
Tax recoverable	85,234	212,469
Fixed deposits	-	5,000,000
Cash and bank balances	16,625,705	11,403,149
	18,022,095	18,240,036
Current liabilities		
Account and other payables	2,835,659	2,569,679
Due to a related company	-	422,669
Bank loan, secured	6,025,122	6,747,532
	8,860,781	9,739,880
Net current assets	9,161,314	8,500,156
Total assets less current liabilities	24,731,077	24,771,186

General Agents and Managers Association of Hong Kong Limited

香港人壽保險經理協會有限公司

Notes to the Consolidated Financial Statements

For the year ended 31 March 2024

18. Statement of financial position and movements of accumulated surplus of the Association (cont'd)

(a) Statement of financial position of the Association (cont'd)

Non-current liabilities

Provision for long service payments
Deferred tax liabilities

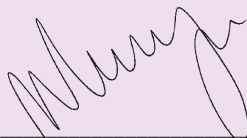
4,433	34,230
19,696	56,228
24,129	90,458
24,706,948	24,680,728
24,706,948	24,680,728

Net assets

Financed by

Accumulated surplus

The financial statements were approved by the Board on 30 October 2024 and signed on its behalf by:



YU Bo Yuk
Director



CHIU Ka Sing
Director

(b) Movements of the accumulated surplus

At 1 April 2022

Total comprehensive income for the year

At 31 March 2023

Total comprehensive income for the year

At 31 March 2024

HK\$
23,843,649
837,079
24,680,728
26,220
24,706,948

MINUTES OF GAMAHK FOUNDATION ANNUAL GENERAL MEETING (AGM)

Held on Wednesday, 6th December 2023 at time 5:00pm

Chater I - Chater III, Happy Valley Old Clubhouse,
25 Shan Kwong Road, Happy Valley, Hong Kong.

Chairman : Mr. Harry Wong Wing Tai took the chair.

1. Meeting Call to Order

Chairman Mr. Harry Wong Wing Tai declared the meeting was called to order at 17:05 hours with adequate quorum.

2. Motion : "Adoption of Agenda"

Proposer : Jacky Leung

Seconded : Vernon Cheuk

Motion was carried unanimously.

3. Motion : "Adoption of reports of Director for the year ending 31st March 2023"

Proposer : Alan Wong

Seconded : Duncan Lee

Motion was carried unanimously.

4. Motion : "Adoption of accounts for the year ending 31st March 2023 (for period from 18th October 2022 to 31st March 2023)"

Proposer : Kit Chan

Seconded : Kenneth Chim

Motion was carried unanimously.

5. Motion : "Election of the Chairman, the Vice Chairman, the Chairman Operating Committee, the Hon. Secretary, the Hon. Treasurer and other Management Committees for 2024-2026"

Candidates for GAMAHK Foundation Management Committee Chairman, Vice Chairman, the Chairman, Operating Committee, Hon. Secretary, Hon. Treasurer and other Directors for the year 2024-2026 were as follows:

Chairman	: Mr. Wong Wing Tai Harry
Vice Chairman	: Mr. Lau Kwok Ming Samuel
Hon. Secretary	: Mr. Kwok Chun Kwong Albert
Hon. Treasurer	: Mr. Lee Hing Kwai Duncan
Chairman, Operating Committee	: Ms. Yu Bo Yuk
Member	: Dr. Chan Kit Yan Kit
	: Mr. Cheuk Kwan Fung
	: Ms. Lam Man Ying Lillian
	: Mr. Law Kit Shing
	: Ms. Liu Ching Yi
	: Mr. Wong Kwok Lun Alan
	: Mr. Wong Wai Kwong

Directors whose term of office expiring until would be as follows:

Ms. Cheung Ying Kwan Winky	(resigned on 31 st December 2023)
Mr. Chim Shui Yam	(resigned on 31 st December 2023)
Mr. Leung Kam Fai Jacky	(resigned on 31 st December 2023)

The term of office of the above would commence on 1st January 2024 and was to end on 31st December 2026.

Proposer : Jacky Leung

Seconded : Kit Chan

Motion was carried unanimously.

MINUTES OF GAMAHK FOUNDATION ANNUAL GENERAL MEETING (AGM)

Held on Wednesday, 6th December 2023 at time 5:00pm

Chater I - Chater III, Happy Valley Old Clubhouse,

25 Shan Kwong Road, Happy Valley, Hong Kong.

6. Motion : "Appointment of Mr. Yung Wing Ki Samuel as Hon. Advisor of the year 2024-2026"

Proposer : Albert Kwok

Seconder : Harry Wong

Motion was carried unanimously.

7. Motion : "It was resolved that FTW & Partners CPD Limited and hereby appointed as Auditor of the Foundation for the year 2024-2026"

Proposer : Lillian Lam

Seconder : Vernon Cheuk

Motion was carried unanimously.

8. Motion : "Appointment of Mr. So Man Kit Albert as Hon. Legal Advisors for the year 2024-2026"

Proposer : Duncan Lee

Seconder : Alan Wong

Motion was carried unanimously.

9. Motion : "Appointment of Mr. Chan Chun Hung Eric and Mr. Kwok Chi Shing Wilson as Hon. Accountant for the year 2024-2026"

Proposer : Kit Chan

Seconder : Lillian Lam

Motion was carried unanimously.

10. There being no further business, the meeting was adjourned at 17:19 hours.



Harry Wong Wing Tai
Chairman

General Agents and Managers Association of Hong Kong Foundation Limited 香港人壽保險經理協會慈善基金有限公司

Directors' Report
For the year ended 31 March 2024

The directors present their report and the audited financial statements of the Foundation for the year ended 31 March 2024.

Principal activity

The objectives of the Foundation are to promote and undertake projects and activities for the relief of poverty and suffering from natural calamities, and provide care and help for the aged, sick, disabled and children.

Results and appropriations

The results for the year ended 31 March 2024 and the state of affairs of the Foundation are set out on pages 58 to 64.

In accordance with Article 4 of Part A of the Foundation's Articles, no income and property of the Foundation shall be paid or transferred to any member of the Foundation.

Directors

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

WONG Wing Tai, Harry	Chairman
LAU Kwok Ming	Vice Chairman
CHAN Kit Yan	
CHEUK Kwan Fung	
KWOK Chun Kwong Albert	
LAM Man Ying Lillian	
LEE Hing Kwai	
WONG Kwok Lun	
WONG Wai Kwong	
LAW Kit Shing	(Appointed on 1 January 2024)
LIU Ching Yi	(Appointed on 1 January 2024)
YU Bo Yuk	(Appointed on 1 January 2024)
CHEUNG Ying Kwan Winky	(Resigned on 31 December 2023)
CHIM Shui Yam	(Resigned on 31 December 2023)
LEUNG Kam Fai	(Resigned on 31 December 2023)

In accordance with the Articles 20 and 21 of the Foundation's Articles of Association, the directors who have completed their terms shall retire and being eligible, offer themselves for re-election.

Permitted indemnity provision

At the time of approval of this report, there are no permitted indemnity provisions in force for the benefit of one or more director of the Foundation.

General Agents and Managers Association of Hong Kong Foundation Limited 香港人壽保險經理協會慈善基金有限公司

Directors' Report
For the year ended 31 March 2024

Management contract

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

Business review

The Foundation falls within reporting exemption for the financial year. Accordingly, the Foundation 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



WONG Wing Tai, Harry
Chairperson

Hong Kong, 28 October 2024

**Independent Auditor's Report to the Members of
General Agents and Managers Association of Hong Kong Foundation Limited**
香港人壽保險經理協會慈善基金有限公司
(incorporated in Hong Kong and limited by guarantee)

Opinion

We have audited the financial statements of General Agents and Managers Association of Hong Kong Foundation Limited ("the Foundation") set out on pages 58 to 64, which comprise the statement of financial position as at 31 March 2024, and the income statement and statement of changes in funds for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements of the Foundation are prepared, in all material respects, in accordance with the Hong Kong Small and Medium-sized Entity Financial Reporting Standard ("SME-FRS") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

Basis for opinion

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSA") and with reference to Practice Note 900 (Revised) "Audit of Financial Statements Prepared in Accordance with the Small and Medium-sized Entity Financial Reporting Standard" 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 Foundation 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 directors and those charged with governance for the financial statements

The directors are responsible for the preparation of the financial statements in accordance with the SME-FRS 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 Foundation'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 Foundation or to cease operations, or have no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Foundation's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

It is our responsibility to form an independent opinion, based on our audit, on those financial statements and to report our opinion solely to you, as a body, in accordance with section 405 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. 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. 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.

**Independent Auditor's Report to the Members of
General Agents and Managers Association of Hong Kong Foundation Limited**
香港人壽保險經理協會慈善基金有限公司
(incorporated in Hong Kong and limited by guarantee)

As part of an audit in accordance with HKSAs, we exercise professional judgement 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.
- 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 Foundation'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 Foundation'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 Foundation to cease to continue as a going concern.

We communicate with those charged with governance 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, 28 October 2024

HO Cheung Kong
Practising Certificate Number: P05214

General Agents and Managers Association of Hong Kong Foundation Limited
香港人壽保險經理協會慈善基金有限公司

Income Statement
For the year ended 31 March 2024


	Note	Year ended 31.3.2024 HK\$	18.10.2022 to 31.3.2023 HK\$
Income			
Donation received		87,442	500,000
Sponsor income		846,000	302,800
Enrollment fee for organised functions		70,173	230,400
		1,003,615	1,033,200
Other income			
Interest income		32	-
Sundry income		45,450	-
		45,482	-
Expenditure			
Bank charges		(5,306)	(310)
Consultancy fee		-	(30,765)
Donation		(210,000)	(165,000)
Legal and professional fees		(8,805)	-
Local travelling		(724)	(392)
Organised function expenses		(345,000)	(374,347)
Postage and courier		(416)	(99)
Printing and stationery		(5,404)	(892)
Promotion expenses		(80,000)	-
Souvenirs and trophies		-	(249)
Sundry expenses		(8,956)	(750)
Venue fee		(44,353)	(36,818)
Website hosting		-	(909)
		(708,964)	(610,531)
Surplus before tax		340,133	422,669
Taxation	4	-	-
Surplus for the year/period		340,133	422,669


General Agents and Managers Association of Hong Kong Foundation Limited
香港人壽保險經理協會慈善基金有限公司

Statement of Financial Position
 As at 31 March 2024

	Note	2024 HK\$	2023 HK\$
Current assets			
Amount due from a related company	5	-	422,669
Deposit paid		200,000	-
Cash and bank balances		563,602	-
		763,602	422,669
Current liabilities			
Amount due to a related company	6	800	-
Net current assets		762,802	422,669
Net assets		762,802	422,669
Represented by:			
General funds		762,802	422,669

The financial statements were approved by the Board on 28 October 2024
 and signed on its behalf by:


WONG Wing Tai, Harry
 Director


LEE Hing Kwai
 Director

附錄（六）香港人壽保險經理協會慈善基金有限公司核數師報告

General Agents and Managers Association of Hong Kong Foundation Limited
香港人壽保險經理協會慈善基金有限公司

Statement of Changes in Funds
For the year ended 31 March 2024

Balance at 31 March 2023
Surplus for the year

Balance at 31 March 2024

**General
funds
HK\$**

422,669
340,133

762,802

薪
火
相
傳

Annual Report
2024



General Agents and Managers Association of Hong Kong Foundation Limited 香港人壽保險經理協會慈善基金有限公司

Notes to the Financial Statements
For the year ended 31 March 2024

1. General information

General Agents and Managers Association of Hong Kong Foundation Limited is a company limited by guarantee, incorporated in Hong Kong. Its registered office is located at Unit G, 11/F., MG Tower, 133 Hoi Bun Road, Kwun Tong, Kowloon.

The objectives of the Foundation are to promote and undertake projects and activities for the relief of poverty and suffering from natural calamities, and provide care and help for the aged, sick, disabled and children.

2. Basis of preparation and significant accounting policies

(a) Basis of preparation of financial statements

The Foundation qualifies for the reporting exemption as a small guarantee company under sections 359(1)(a) and 363 of the Hong Kong Companies Ordinance and is therefore entitled to prepare and present its financial statements in accordance with the Small and Medium-sized Entity Financial Reporting Standard ("SME-FRS") issued by the Hong Kong Institute of Certified Public Accountants.

These financial statements comply with the SME-FRS and have been prepared under the accrual basis of accounting and on the basis that the Foundation is a going concern. The measurement base adopted is the historical cost convention.

(b) Reporting currency

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

(c) Accounts receivable

Accounts receivable is stated as estimated realisable value after each debt has been considered individually. Where the payment of a debt becomes doubtful a provision is made and charged to the income statement.

(d) Recognition of revenue

Income from donations and sponsorship is recognised when cash is received up to the end of reporting period.

Revenue from events organising is recognised upon completion of the events.

Interest income is recognised on a time proportion basis taking into account the principal outstanding and interest applicable.

(e) Related parties

Two parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence.

General Agents and Managers Association of Hong Kong Foundation Limited
香港人壽保險經理協會慈善基金有限公司

Notes to the Financial Statements
For the year ended 31 March 2024

3. Directors' remuneration

None of the directors received any remuneration in respect of their services rendered for the year (2023: HK\$Nil).

4. Taxation

The Foundation is exempted from Hong Kong profits tax under section 88 of the Hong Kong Inland Revenue Ordinance.

5. Amount due from a related company

Particulars of the amount due from a related company disclosed pursuant to section 383(1)(d) of the Hong Kong Companies Ordinance and Part 3 of the Companies (Disclosure of Information about Benefits of Directors) Regulation are as follows:

Name of company	Balance at 31.3.2024 HK\$	Balance at 31.3.2023 HK\$	Maximum outstanding during the year/period HK\$
General Agents and Managers Association of Hong Kong Limited	-	422,669	422,699

The amount was unsecured, interest-free and repayable on demand.

General Agents and Managers Association of Hong Kong Foundation Limited 香港人壽保險經理協會慈善基金有限公司

Notes to the Financial Statements
For the year ended 31 March 2024

6. Amount due to a related company

The amount is unsecured, interest-free and repayable on demand.

7. Status of the Foundation

The Foundation is limited by guarantee. Pursuant to Article 7 of Part A of the Foundation's Articles, every member of the Foundation undertakes to contribute to the assets of the Foundation in the event of its being wound up while he is a member, or within 1 year afterwards, for the payment of the debts and liabilities of the Foundation contracted before he ceases to be a member, and 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 the sum of HK\$100.

General Agents and Managers Association of Hong Kong Foundation Limited
香港人壽保險經理協會慈善基金有限公司

Notes to the Financial Statements
For the year ended 31 March 2024

8. Related party transactions

In addition to the transactions and balances disclosed elsewhere in these financial statements, the Foundation entered into the following material related party transactions:

Sponsor income from directors
Donation received from a related company

**Year ended
31.3.2024
HK\$**

**18.10.2022
to 31.3.2023
HK\$**

120,000
50,000

180,000
500,000

贊助公司



健康長久好生活



安盛



中銀人壽
BOC LIFE



中國人壽 | 海外 |
CHINA LIFE

CHUBB®
安達人壽

CTF Life
周大福人壽

FWD
insurance

Manulife 宏利

PRUDENTIAL
保誠保險



Sun Life
永明金融

YFLife
萬通保險

薪火相傳



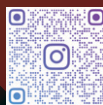
Website



WeChat



YouTube



Instagram

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

九龍觀塘海濱道 133 號萬兆豐中心 11 樓 G 室
Unit G, 11/F, MG Tower, 133 Hoi Bun Road, Kwun Tong, Kowloon

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