

薪火相傳

2025

# Annual Report

China Development Steering Committee (CDSC)  
Education (EDU)  
Industry Development Standing Committee (IDSC)  
Marketing & Development (M&D)  
Membership (MEM)  
Professional Development Centre (PDC)  
Public Relations (PR)

# 目錄

## 香港人壽保險經理協會 (GAMAHK)

關於我們	1
------	---

執行董事報告	
• 會長	廖靜儀女士 2
• 上屆會長	于寶玉小姐 3
• 第一副會長 ( 公共關係事務部 ) 暨 專業發展中心主席	余世雄先生 4
• 第二副會長 ( 會員事務部 )	容思瀚先生 5
• 第三副會長 ( 教育部 )	羅傑城先生 6
• 第四副會長 ( 市場及拓展部 )	謝炎強先生 7
• 行業發展常務委員會主席	卓君風先生 8
• 中國常務發展委員會主席	趙嘉昇先生 9
• 榮譽秘書	譚景洋先生 10
• 榮譽司庫	黃家昌先生 11

董事局組織架構	
• 董事局成員	12
• 榮譽顧問團及項目統籌經理	13

GAMAHK 活動花絮	
• 行業發展	14 - 15
• 榮譽獎項及殊榮	16 - 17
• 專業培訓及精英交流	18 - 20
• 回饋社會	21

## 香港人壽保險經理協會慈善基金 ( GAMAHK Foundation)

關於我們	22
主席報告	黃永棣先生 23
管理委員會架構及榮譽顧問團	24
榮譽贊助人計劃	25
年度受惠機構	26
創始贊助人名單	27
GAMAHK Foundation 活動花絮	28 - 29

附錄	
• (一)：2024 年香港人壽保險經理協會有限公司會員周年大會會議紀錄	30 - 32
• (二)：2025 年香港人壽保險經理協會有限公司董事報告	33 - 34
• (三)：香港人壽保險經理協會有限公司核數師報告	35 - 53
• (四)：2024 年香港人壽保險經理協會慈善基金有限公司會員周年大會會議紀錄	54 - 55
• (五)：2025 年香港人壽保險經理協會慈善基金有限公司管理委員會報告	56 - 57
• (六)：香港人壽保險經理協會慈善基金有限公司核數師報告	58 - 64

年度贊助公司	封底內頁
--------	------

# 香港人壽保險經理協會 (GAMAHK)

## 簡介

香港人壽保險經理協會（下稱「協會」或「GAMAHK」）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



**廖靜儀 女士**  
會長

本人十分榮幸於 2025 年出任 GAMAHK 會長，與董事局成員及全體會員同心協力，共同推動香港保險業的創新與持續發展。作為業界極具影響力的專業組織，GAMAHK 始終秉持提升專業水準、促進業界交流、引領創新發展的核心使命。面對 2025 年的多重機遇與挑戰，我們堅守使命，開展了一系列卓有成效的工作。

回顧過去一年，我們以「創新、融合、發展」為主軸，成功舉辦多項具行業影響力的活動。其中，「GAMAHK 招星薈頒獎典禮」與「GAMA 榮譽獎項頒獎典禮」圓滿舉行，表彰了業界傑出代表，樹立了專業典範。而今年的「GAMAHK DAY」以前瞻視野，深入探討了監管新規、誠信領導及人工智慧重塑保險價值鏈等重要議題，與會嘉賓的深度分享，為行業同仁帶來深刻啟發。

本年度，我們積極推動成立「MAA 聯盟」，構建了一個匯聚業界頂尖精英的溝通平台，促進交流，為行業凝聚共識。同時，透過「GAMAHK 高才通計劃交流講座」，我們為會員引進優秀人才提供了政策解讀與實務指引。新一屆董事局履新後，我們積極與各大保險公司管理層進行深度交流，共商行業趨勢，進一步鞏固長期的合作關係。

在公益事業方面，GAMAHK 持續踐行社會責任：「GAMAHK 慈善籃球賽」傳承協會回饋社會的精神，展現保險業的愛心與擔當，籌募善款，支援病童及其家庭，傳遞行業的溫暖與關懷。

展望未來，我對 GAMAHK 及香港保險業的發展充滿信心。在科技迅速發展與社會環境變遷的背景下，行業將迎來更多新機遇與挑戰。我期望 GAMAHK 持續發揮引領作用，提升業界在政策制定過程中的緊密溝通；積極推動科技創新，協助會員把握數字化轉型契機；持續強化人才培育，為行業長遠發展注入新動能。此外，我們將進一步拓展國際交流與合作，助力香港保險業提升國際影響力。相信在全体同仁的共同努力下，GAMAHK 定能為推動行業高質量發展貢獻更多力量。

在此，謹向所有關心與支持 GAMAHK 發展的會員、合作夥伴及業界同仁，致以最誠摯的謝意！讓我們攜手同行，共創香港保險業更璀璨的明天！



# 執行董事報告



**于寶玉 小姐**  
上屆會長

過去一年，本人有幸以香港人壽保險經理協會上屆會長身份，繼續擔任協會事務，深感使命重大，亦更深刻體會到組織持續發展對行業的重要性。作為業界具代表性的專業團體，協會致力推動專業提升與跨界協作，協助會員應對市場變化，並持續優化客戶服務質素。

2025 年，隨著全球經濟逐步復甦，香港保險業迎來嶄新機遇。科技創新與數位轉型持續深化，人工智能與大數據的應用顯著提升服務效率與風險管理能力。同時，客戶對保險產品的需求趨向多元，尤以健康保障、財富管理及退休規劃為重點。協會透過舉辦行業論壇與專業培訓，積極協助會員掌握最新趨勢，強化專業實力，共同推動行業邁向高質發展。

協會透過定期舉辦研討會及社交活動，促進知識共享與經驗傳承，凝聚行業力量。與此同時，協會積極搭建業界與監管機構之間的溝通橋樑，確保行業發展與政策方向一致，並有效維護會員權益。在專業認證方面，協會不斷優化培訓課程，協助會員取得具國際認受性的專業資格，全面提升行業整體專業水平與競爭力。

秉持專業精神與保險大愛理念，協會積極履行社會責任，於 2025 年期間策劃並推動多項慈善活動，關懷弱勢社群，以實際行動回饋社會，彰顯行業的溫度與承擔。

展望未來，本人期望協會持續推動行業邁向健康與可持續的未來。同時，協會將深化與大灣區及國際市場的交流合作，為會員拓展更具潛力的發展機遇，成為保險行業內更有代表性的組織，繼續為行業發聲。

最後，感謝各位會員及合作夥伴的支持，讓我們攜手並進，共創保險業更輝煌的明天！



# 執行董事報告



**余世雄 先生**

第一副會長 ( 公共關係事務部 ) 暨 專業發展中心主席

本人謹代表公共關係事務部，衷心感謝協會董事局及全體會員的支持與信任！過去一年各項工作的推進，離不開四位部門董事的同心協力與分工擔當，各人均全程參與各項目籌劃與決策，其中陳文邦先生主力為《協會季刊》內容專業性把關。此外，他也協助專業發展中心 (PDC) 引入「當代財務策劃行政證書課程」，助同業邁向取得「資深認證財務顧問大師 MRFS」認證，強化業界經理專業度；趙思越女士牽頭負責社交媒體年輕化運營，給予眾多創意指導；關霖龍先生主導「招星薈」及頒獎典禮的策劃執行，確保該活動順利；李嘉潔女士為「GAMAHK DAY 管理研討會」系列提供核心主題建議，並積極協助組織義工隊活動，傳遞行業社會責任。你們的緊密配合與專業付出，是工作圓滿達成的核心動力。

我在此由衷感謝廖靜儀會長的前瞻引領與鼎力支持，讓部門各項工作得以順利推進。同時必須表揚秘書處各位同事，你們深耕細節執行，從活動落地到物料準備盡責盡心；主動牽頭與各單位溝通協調，高效解決合作難題，以務實行動為項目打下堅實基礎，你們的付出至關重要。

作為副會長，我深感榮幸能與熱誠專業的同仁並肩，見證協會在品牌建設、業界聯繫及社會參與上的穩步成長。過去一年的各項成果，皆源於所有人的同心協力。寄望新一年，公共關係部將持續以創新思維深化品牌策略、拓展傳訊渠道。感謝每一位默默付出的夥伴，你們的努力是協會前行的力量！

謹此致謝，祝香港人壽保險經理協會會務蒸蒸日上，廖會長、各位董事及業界同仁事業順利、前程錦繡！

# 執行董事報告



**容思瀚 先生**  
第二副會長 (會員事務部)

感謝各位會員對我的支持與信任，今年很榮幸在會長廖靜儀女士 (Etta) 的領導下，作為副會長帶領會員事務部，提供及舉辦更多元化的活動給會員。回顧年初，我們首次組織保險團體與入境處合作，成功舉辦了「GAMAHK 高才通計劃交流講座」，邀請了入境處代表分享有關高才通的資訊，深入探討業界同仁的疑難問題。透過這次活動，我們力求為大家帶來最新的信息，讓大家了解未來的方向與發展。香港人壽保險經理協會 (GAMAHK) 希望能促進同業更好地掌握人才政策，以推動業界的發展，鞏固香港作為國際人才樞紐的地位。

此外，「GAMA 榮譽獎項頒獎典禮 2025」，今年大會以「智慧領航·傳奇永續」為主題，彰顯了世代傳承的核心價值，我們堅信，只有擁抱智慧與科技，才能讓保險行業與時俱進，推動可持續發展，為社會創造更大的價值。再次恭喜各位優秀的得獎者，他們的努力與成就令業界倍感驕傲。當晚，我們特別邀請了一個特別嘉賓 - 機械人 Mr. Legend 和大家進行互動，成功融入 AI 科技，為典禮增添活力。這場盛會不僅是年度的榮耀，更是保險業領袖共同成長與蛻變的舞台。

在此，我要再次感謝會長廖靜儀女士 (Etta)、各位董事及各部門成員的支持與努力。今年的會員人數有了顯著增長，展現了大家的共同努力。希望明年能夠繼續擴大會員規模，攜手合作，為業界提供更優質的服務，推動行業持續發展，再創高峰！





# 執行董事報告



**羅傑城 先生**  
第三副會長 ( 教育部 )

在瞬息萬變的保險市場中，專業知識與持續學習是保持競爭力的關鍵。本人有幸今年以副會長身份帶領教育部，秉持「以會員成長為核心，以行業發展為己任」的理念，致力為會員打造多元而高質的學習平台，讓大家在專業道路上不斷提升，與時並進。

為回應會員對精準化和高價值學習資源的殷切需求，我們今年推出多元化的體驗課，涵蓋範圍涉及心理學、自媒體營運、理財規劃及保險行業的 AI 運用。其中，運用 AI 的吸客藍圖課程尤為反應熱烈，在推出短短數個月，已分別開辦了 3 個包班課和 2 班公開課，學員反饋積極，充分印證了業界對新科技與新思維的渴求。

此外，我們亦延續與職業訓練局轄下高峰訓練學院的合作，提供高質素的持續專業發展之 CPD 課程，助力學員高效完成學分積累，提升專業資質。

這些成果的背後，離不開會員的踴躍參與和支持。各位的投入與熱情，是推動教育部不斷前行的最大動力。沒有大家的信任與攜手，這些成果都不可能實現。

教育部將持續秉持初心，積極尋找更多不同種類的課程，讓會員能夠在多元化的學習平台上持續提升專業，拓展視野。這不僅是教育部的使命，更是我們對整個行業的承諾 – 不斷追求卓越，攜手打造更具影響力的專業社群。

最後，藉此衷心感謝 GAMAHK 給予本人為協會服務的機會，以及感謝會長廖靜儀女士及協會董事們對我的信任和支持，能夠與這樣一個優秀的團隊合作，我深感榮幸。我深信，通過團結合作和共同努力，使協會能夠更好地履行使命和目標。祝願協會更上一層樓，團結業界，再創佳績！

# 執行董事報告



**謝炎強 先生**  
第四副會長 (市場及拓展部)

時光荏苒，今年已是我加入香港人壽經理協會的第六個年頭。與往年不同，今年我懷著一份更深的使命感，以第四副會長的身份，負責領導市場及拓展部的工作。這不僅是一個職銜，更是一份責任，激勵我與團隊一同為協會開創更多可能性。

協會年度慈善籃球賽，自 2012 年創辦以來，藉以感謝各大贊助保險公司一直以來的支持。我們期望透過是次活動，進一步喚起社會大眾對弱勢社群的關注與支持。GAMAHK 將持續秉承「以愛同行」的精神，推動社會共融，並以行動回饋社會。今年的受惠機構為「香港天使綜合症基金會」。

我們非常榮幸邀請到香港籃球隊代表隊成員與大學籃球精英進行了一場精彩絕倫的友誼表演賽。頂尖球員們的精湛球技與競技精神，瞬間點燃了全場的熱情，也為隨後一連串的賽事奠定了高水準的基調。

而於 11 月 8 日圓滿落幕的總決賽，氣氛更是熾熱無比！球場上，球員們將技術與戰術發揮得淋漓盡致，節奏明快緊湊，每一記助攻、每一次得分都扣人心弦。觀眾席上的啦啦隊同樣不遺餘力，喝采與歡呼聲此起彼落，為自己支持的隊伍傾注全力。這場賽事，不僅是體能的競技，更是團隊精神與協會凝聚力的完美展現。

除了慈善籃球賽，本年也開拓了另一慈善活動 - 「慈善步行日」，原定於 12 月 6 日於香港的柯士甸山舉行慈善步行日，鑑於大埔宏福苑嚴重火災事故，董事局考慮整體社會氛圍後，決定取消是次活動，在此衷心感謝各支持單位及參加者，將你們的善心化作最真切的力量。透過受惠機構「GAMAHK Foundation」及「香港麥當勞叔叔之家慈善基金」，用作緊急救援之用，將保險業界的關懷與溫暖，傳遞到社會更多角落。

回首過去一年，我深感榮幸能以第四副會長的身份服務協會。這些寶貴的經歷，讓我更堅定了服務業界的初心。未來，我將繼續秉持這份熱忱，與各位並肩同行，共同為香港保險業的專業形象與社會貢獻，寫下更輝煌的篇章。

期待在未來的日子裡，與大家繼續攜手，創造更多精彩！



# 執行董事報告



**卓君風 先生**  
行業發展常務委員會主席

在全球金融格局重塑與本地監管政策深化的雙重推動下，香港保險業正處於一個關鍵的轉型交匯點。作為香港人壽保險經理協會行業發展常務委員會主席，我深感責任重大，更堅信唯有前瞻思維與專業實力，方能引領業界穩步向前。

為緊貼瞬息萬變的市場，委員會今年亦為會員加強政策解讀與資訊傳遞，舉辦多場具前瞻性的講座及研討會，包括《GAMAHK 高才通計劃交流》、《保險行業發展新趨勢》及《全國兩會精神分享會》，協助會員掌握最新監管要求與市場趨勢，提升應變能力與合規意識。在誠信文化與科技轉型方面，委員會亦積極推動創新思維，協助團隊在新常態中穩健發展。

今年本人身兼「壽險行業規管與發展關注組」(ICG) 召集人，積極聯繫保監局、保險業聯會(HKFI) 及其委員會壽險總會(LIC)，就相關議題深入交流，爭取減低對業界的影響。我們將持續密切跟進事態發展。

自去年中，保險業監管局先後探討多項新規，涵蓋佣金攤分、分紅保單利益演示利率上限及風險資本等，全面提升行業合規水平和保險公司的風險管理能力，以進一步保障消費者權益。這不僅是制度上的調整，更是對整個行業專業性與可持續發展能力的深層考驗。

在這個變局中，委員會積極擔當「業界與監管機構之間的橋樑」角色，多次與監管機構會面及商討，整合業界聲音，提出具建設性的意見。我們堅持理性溝通、專業對話，致力在保障消費者權益與維持行業活力之間取得平衡，為同業爭取合理空間。

就業界關注的「佣金攤分」事件上，委員會不單積極將業界意見向保監局反映，提交明確立場的聲明書，申明此非遏止無牌銷售、杜絕非法回佣與轉介之法，反而破壞整個行之有效的管理生態，遂提出了七大訴求及建議。

回望一年，委員會每一步都以會員利益為核心，以行業進步為目標。我們不僅是專業經理的後盾，更是推動行業發展的引擎。

展望未來，我將繼續與委員會成員攜手，以宏觀視野、專業精神，引領業界穩步邁向新里程。讓我們以信念為舵，以行動為槳，迎風破浪，共創壽險業的光明未來。



# 執行董事報告



**趙嘉昇 先生**  
中國常務發展委員會主席

在中國經濟持續增長的背景下，中國常務發展委員會積極推動大灣區的發展，並將保險行業的融合與交流視為重要組成部分。作為香港的保險業經理協會，我們認識到與大灣區保險公司加強合作與溝通的重要性，並致力於在這方面創造更多機會。

未來，將積極與多家大灣區保險公司建立聯繫，計劃舉辦定期的論壇及交流會，促進雙方的業務合作。這些活動將集中於行業最佳實踐、風險管理策略及數位轉型的經驗分享，讓會員能夠洞悉市場最新動態。

此外，我們鼓勵會員以互利共贏的姿態，探索跨境保險產品及服務的創新開發。通過共同開發針對大灣區市場的專屬保險解決方案，能更好地滿足區域內客戶的需求，促進業務增長。

為了進一步鞏固與大灣區的合作，我們也將考慮建立一個長期合作機制，推動信息共享和人員互訪，以期全面提升兩地保險業的整體效能與競爭力。

展望未來，香港人壽保險經理協會將致力於促進與大灣區的深入交流，為會員創造更多機會，實現行業的可持續發展。



# 執行董事報告



**譚景洋 先生**  
榮譽秘書

本人十分感恩，在會長及各董事的信任和支持下以榮譽秘書身份貢獻業界，對我而言是莫大的榮幸與責任。過去五年在董事會的歷練，讓我更深刻理解協會的價值與會員的需要，而今年我謹把這份理解轉化為全面的推動與承擔，促進協會運作更暢順、更有效，鞏固我們在行業中的領導地位。

首先，在行政管理上，我們進一步邁向無紙化，鼓勵會員使用協會的應用程式，一鍵接收協會的最新資訊及報名，並可於應用程式內完成繳款程序，便捷整個報名過程。同時，全面以電子收據取代傳統紙本方式。這不僅提升效率，更符合環保與現代化的要求，為會員帶來更便捷的體驗。

今年，我們開展了區域探訪（agency visit），讓協會走進前線，與不同區域成員直接交流，加強彼此連繫與認識，務求讓協會與業界之間的互動更緊密、更有效，並讓我們能即時掌握行業的最新需要和挑戰，提供更適切的服務體驗。

此外，提供專業培訓是本會的重要使命，本人今年積極協助教育部開拓更多課程，為會員提供多元化的專業學習選擇，既有心理學、自媒體營運，以至高端財務策劃。這些課程不僅提升專業水平與管理能力，更讓會員在瞬息萬變的環境中持續成長。

回顧這一年，秘書長的角色讓我更深切體會到協會肩負的責任與影響力。展望未來，我將繼續以專業與創新為核心，推動更多具前瞻性的舉措，與會長、董事會及全體會員攜手，讓協會運作和管理持續提升及暢順，鞏固我們在行業中的領導地位。

最後，謹向會長、各董事伙伴及秘書處同事致以衷心感謝。正是大家的同心協力，讓我們一同渡過了充滿挑戰與機遇的 2025 年。未來，我們將繼續攜手前行，讓更多會員透過 GAMAHK 而有所提升，推動保險業持續蓬勃發展。

# 執行董事報告



**黃家昌 先生**  
榮譽司庫

本人深感榮幸於 2025 年獲委任為香港人壽保險經理協會榮譽司庫。回顧過去一年，環球利率環境持續波動，投資市場充滿挑戰，本會秉持審慎理財原則，積極調整金庫投資組合，在確保資金安全的前提下爭取穩健回報，成功維持協會收支平衡。本年度財務報告已由協會委任之核數師港駿會計師行有限公司完成核證，詳細內容敬請參閱年報內之核數師報告。

為提升會員服務質素，本會積極推行電子化系統，讓會員能更快捷收取最新資訊，並透過網上平台輕鬆繳交會費，實現更高效及便利的溝通。

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慷慨解囊、鼎力支持，以及廣大會員踴躍參與各項活動，令年內活動辦得有聲有色，成功凝聚業界力。在「尊重、包容、平等」的原則下，我們繼續代表業界發出強而有力的聲音，為行業及社會帶來正面效益。

年內，有幸協助 GAMAHK 的慈善項目順利進行，包括「慈善籃球賽」，深深感受到參賽團隊的合作精神與拼搏意志，令人振奮。透過各類慈善活動，協會凝聚業界向心力，傳遞保險從業員對社會的關愛，實實在在回饋有需要人士。

最後，衷心感謝會長、各位董事局成員及秘書處全體同仁同心協力，使協會運作持續進步，本人在任內亦獲益良多。展望來年，盼能與大家攜手並肩，以更廣闊視野服務會員，推動協會會務更上一層樓，在此再次向各位支持致以最誠摯謝意！





## 2025 年董事局成員



廖靜儀 女士  
Ms. Etta Liu  
會長



于寶玉 小姐  
Ms. Marine Yu  
上屆會長



余世雄 先生  
Mr. Peter Yu  
第一副會長  
(公共關係事務部) 暨  
專業發展中心主席



容思瀚 先生  
Mr. Solomon Yung  
第二副會長  
(會員事務部)



羅傑城 先生  
Mr. Andy Law  
第三副會長  
(教育部)



謝炎強 先生  
Mr. Keith Tse  
第四副會長  
(市場及拓展部)



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



趙嘉昇 先生  
Mr. Chiu Ka Sing  
中國常務發展委員會主席



譚景洋 先生  
Mr. Kenneth Tam  
榮譽秘書



黃家昌 先生  
Mr. Ryan Wong  
榮譽司庫



陳文邦 先生  
Mr. Brian Chan  
董事



趙思越 女士  
Ms. Jessie Chiu  
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



沈詠詩 女士  
Ms. Quiny Shum  
董事



蕭正思 女士  
Ms. Kimmy Siu  
董事



陶妍睿 女士  
Ms. Gillian To  
董事



王碧君 女士  
Ms. Connie Wong  
董事



黃佩珊 女士  
Ms. Becky Wong  
董事



黃惠平 女士  
Ms. Joanne Wong  
董事

## 2025 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



鄧澍焙 律師  
Mr. Simon Tang  
榮譽法律顧問



鄧天麟 大律師  
Mr. Felix T.L. 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

### 項目統籌經理

陳章明 先生  
Mr. Ethan Chan

陳文政 先生  
Mr. Gary Chan

鄭振文 先生  
Mr. Sammy Cheng

莊旭鈞 先生  
Mr. K Chuang

鍾靄雯 女士  
Ms. Joey Chung

鍾偉豪 先生  
Mr. Chester Chung

方詠慈 女士  
Ms. Winnie Fong

鄭芷玲 女士  
Ms. Sally Kwong

林家美 女士  
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

譚明德 先生  
Mr. Matt Tam

溫展鴻 先生  
Mr. Adolph Wan

黃國智 先生  
Mr. Stanley Wong

黃奕竣 先生  
Mr. Solo Wong

楊雪婷 女士  
Ms. Amy Yang





# 活動花絮

## 行業發展

### 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。本會一眾董事局成員於新年伊始，馬不停蹄先後拜訪各贊助保險公司，並與其管理層作全面交流，既介紹協會本年度多項計劃及活動課程，亦討論與業界相關的熱議話題及發展遠景，共同為促進業界持續發展而努力。



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

### 大灣區拜訪

GAMAHK 董事局成員代表於 7 月 4 日（星期五）到深圳拜訪內地同業，促進兩地保險業界專業交流，拉近彼此距離，為大灣區保險業的協作與共融開啟了新的篇章。



### GAMAHK DAY 暨 新春午聚 2025

GAMAHK 一年一度的「GAMAHK Day 暨新春午聚」於 2 月 14 日（星期五）在富豪香港酒店舉行，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共聚一堂，共慶新春。當日還邀請了兩位嘉賓：Dickson AJ 及陳肇賢博士，分別分享城中兩大熱話 - 人工智能及全球經濟的挑戰和機遇，為大家於一年之始注入新能量、新方向。



### 與保險業監管局代表會面

本會一直致力為業界發聲，就政府及規管當局所推行的措施及政策反映意見。因應監管機構保險業監管局（簡稱：保監局）計劃對「中介人佣金制度」作出變革性改動，由 GAMAHK 及友會 LUAHK 聯合組成的壽險行業規管與發展關注組 (ICG)，於今年 1 月 與保監局代表會面，並就此項新規定深入討論和表達意見，以減低對同業的衝擊，並爭取確保可持續發展的合理空間。



### 出席《保監有道》啟播禮

GAMAHK 代表獲邀出席由保監局與香港電台聯合製作的電視劇《保監有道》之啟播禮。該劇劇情改編自真實的投訴個案，深入探討保險中介人行為監管與誠信的挑戰。







# 活動花絮

## 榮譽獎項及殊榮

### GAMA 榮譽獎項頒獎典禮 2025 - 智慧領航 傳奇永續

譽為保險界「奧斯卡」的《GAMA 榮譽獎項頒獎典禮 2025》已於 8 月 1 日（星期五）晚假灣仔會議展覽中心隆重舉行。本屆典禮以「智慧領航・傳奇永續」為主題，雲集業界菁英及嘉賓，盛裝出席，共同見證保險領袖的卓越成就與非凡貢獻，場面盛大，氣氛熱烈。

今年「最高管理成就獎（MAA）」獎座更以嶄新設計亮相，採用象徵圓滿的圓環造型，環上更設有十個小菱格，可吸附刻有獲獎年份的小徽章；中央則為一條名為「Road to Success」的鑰匙，寓意每位 MAA 得主皆以手中之鑰，開啟通往 Hall of Honor（HOH）殿堂的榮耀之路。

此外，當晚有幸邀請到行政會議成員暨立法會議員（保險界）陳健波 GBS, JP，以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，為典禮增添光彩。同時，衷心感謝各贊助保險公司代表撥冗蒞臨，鼎力支持本會推動業界卓越發展的使命。





# 活動花絮

## 榮譽獎項及殊榮

### 「MAA 聯盟」成立暨啟航 – 凝聚智慧 啟迪未來

為凝聚業界頂尖智慧領袖的力量，發揮更具代表性的意見及影響力，GAMAHK 及 GAMAHK Foundation 攜手推動「MAA 聯盟」頂尖智慧領袖交流平臺的成立，並於「GAMA 榮譽獎項頒獎典禮 2025」盛典前夕舉行簡單而隆重的啟航慶典歡迎酒會，正式宣告「MAA 聯盟」啟動！

這不但體現了業界對提升專業水平的決心，更標誌着保險界在推動政策革新、履行社會責任方面邁出重要一步。



### GAMAHK 招星薈頒獎典禮

為鼓勵及培養業界良好且持續之招募行動，協會於去年創立全新獎項 - 「招星薈」(Starry Award)，招募成績每半年結算一次，至今已嘉許逾千名優秀招募之星，並為行業注入逾 1500 名新力軍，展現保險業的蓬勃動力。

今年本會先後於 4 月 10 日（星期四）及 10 月 9 日（星期四），在灣仔香港會議展覽中心舉行了「招星薈獎項頒獎禮」。每場頒獎禮均邀請了不同嘉賓與得獎者，在台上分享獨門的招募及管理心得，促進交流與啟發，進步鞏固業界對人才培育的重視與承諾。

4 月 10 日



10 月 9 日







# 活動花絮

## 專業培訓及精英交流

### GAMAHK DAY 管理研討會 – 科技領航 智匯人才

本年度 GAMAHK DAY 管理研討會以「科技領航 智匯人才」為主題，從宏觀經濟、人工智能應用，到團隊管理及人才策略等多個層面，為與會者提供前瞻性的洞見與實務啟發的寶貴機會。是次管理研討會於4月10日（星期四）假香港會議展覽中心舉行，除促進業界相互交流，更展現本會在推動數碼轉型與人才發展方面的持續承擔與領導角色。





# 活動花絮

## 專業培訓及精英交流

### 高才通計劃交流講座

會員事務部聯同行業發展常務委員會於4月25日（星期五），在香港會議展覽中心舉辦「高才通計劃交流講座」，邀請了入境事務處助理首席入境事務主任（簽證管制）丙李冠宇先生及總入境事務主任（居留權證明書）何露明女士親臨主講。他們深入淺出地剖析高才通計劃的申請資格和續簽要點，並透過一些真實案例解答業界的疑慮，提供實用指引，與會者均收穫滿滿。



### GAMAHK DAY 保險行業發展新趨勢

「佣金攤分」的新規定將於2026年1月1日（星期四）正式生效，行業發展常務委員會於10月9日在香港會議展覽中心舉辦「GAMAHK DAY 保險行業發展新趨勢」研討會。會上既邀請保險業監管局行為監管部主管（署理）吳維權先生親臨講解，還邀請了廉政公署香港商業道德發展中心總幹事樓國媚女士，以及科技企業首席產品官李延林先生作分享嘉賓，為同業提供權威的監管法規和科技新領域的資訊，踩準保險業未來節奏，協助團隊在變局中穩步前行。







# 活動花絮

## 專業培訓及精英交流

### 教育培訓課程

本年度 GAMA HK 推出一系列多元化和具前瞻性的教育培訓課程，全面涵蓋心理學、自媒體營運、理財規劃及保險行業的 AI 應用，致力協同業提升專業能力與市場競爭力。這些課程包括：

- 《說服心理學》：從心理角度切入，教授如何有效管理員工的精神與心理健康，建立高效團隊。
- 《AI 自媒體營運體驗班》：教導學員運用 AI 工具與自媒體策略，打造個人 IP 與團隊品牌，突破時間與創意的限制，迅速提升曝光率與業績。
- 《新時代的理財規劃智慧》：與「國際理財規劃師會」專業聯手，結合全球視野與本地實戰，快速令學員掌握提升保險事業的要訣。
- 《保險業 AI 營銷實戰》：聚焦 AI 技術在保險行業的實際應用，以實戰導向方式，協助從業員掌握未來營銷趨勢。



### 持續進修學分研討會

為符合保險業持續專業培訓時數，本會特別舉辦 2 天的研討會，並由高峰進修學院提供專業課程。參與者可一次過取得 15 個持續專業培訓時數的要求，當中包括 4 個獲積金局核准的學分時數，以及 3 個道德或規例學分時數。

### 流動應用程式 GAMA HK App

本會持續優化會員專屬流動應用程式 GAMA HK App，會員可隨時掌握本會動向、行業資訊及最新活動安排，並以更簡便的方式完成報名及續會流程，進一步提升行政效率與互動體驗。GAMA HK App 不僅是資訊傳遞的工具，更是本會邁向智能服務的重要里程碑。未來，本會將持續優化平台功能，鼓勵更多同業善用之，與本會保持緊密連繫，共同迎接行業新世代。





# 活動花絮

## 回饋社會

### GAMAHK 慈善籃球賽

本年度慈善籃球賽於 8 月 16 日正式展開，15 支來自保險業界的精英球隊投入分組賽，歷時三個多月，最終於 11 月 8 日（星期六）在灣仔修頓場館上演激烈決賽，爭奪各組冠軍殊榮。活動獲多間保險公司鼎力支持，展現業界團結與正能量。

為進一步將保險的關愛精神注入社區，今年特別舉辦「籃球 ALL STARS」友誼賽，邀請香港籃球代表隊成員及大專籃球精英，與保險公司及 GAMAHK 代表同場競技，並於 7 月 19 日（星期六）在荃灣體育館為整個賽事揭開序幕，氣氛熱烈。

「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，延續愛的力量。



### GAMAHK 甸巔癲慈善步行日

GAMAHK 及 GAMAHK Foundation 原定於 12 月 6 日（星期六）在山頂柯士甸山舉辦首個保險業界慈善步行日，惟鑑於大埔宏福苑發生嚴重火災事故，董事局決定取消是次活動，並將活動的善款捐出予受惠機構，透過受惠機構「香港人壽保險經理協會慈善基金」及「香港麥當勞叔叔之家慈善基金」，用於火災相關的緊急救援和支援工作，首批支援衣服於 11 月 30 日送抵「香港麥當勞叔叔之家」沙田家舍。



### 義工隊活動

GAMAHK「愛心義工隊」持續參與社區服務，身體力行傳遞關懷。

#### 深水埗元州邨探訪行動

「愛心義工隊」於 8 月 30 日參與了志願團體的義務工作，攜手走進社區，到深水埗元州邨探訪長者及派發福袋，送上溫暖與關懷，將關愛精神延伸至社區每一角落。



#### 探訪元朗長者中心

9 月 29 日（星期一）中秋節前夕，「愛心義工隊」到元朗和悅會日間長者中心進行探訪，與長者們互動玩遊戲及派發福袋，現場充滿歡笑和溫暖，讓節日的喜悅倍添意義。





# 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，並接受私人和企業的捐款，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

2025 年是 GAMAHK Foundation 邁向成熟與拓展的重要一年！本人十分榮幸以香港人壽保險經理協會慈善基金（GAMAHK Foundation）主席身分，見證基金會在公益路上不斷突破、持續成長，將「保險有愛」的理念推向更高層次。短短數年間，我們憑藉保險業界的凝聚力與專業精神，連結社會各界，將愛心化為行動，讓保險的價值不止於保障，更成為促進社會和諧與進步的力量。

今年，我們迎來多項令人振奮的里程碑。其一，基金會正式成為義務工作發展局（AVS）香港義工團團體會員，標誌我們在義工服務領域邁向更專業、更系統化的新階段，為未來拓展義工網絡、深化社區服務奠定堅實基礎。

其二，我們與香港人壽保險經理協會（GAMAHK）攜手推動「MAA 聯盟」的成立，集結 MAA 榮譽獎項得主的智慧與影響力，打造一個具前瞻性的頂尖智慧平台。這不僅促進專業交流，更將業界的聲音延伸至公益領域，推動更具成效、更具力量的社會改變。

在慈善活動方面，我們繼續以行動實踐關愛。年初，基金會成員及「愛心義工隊」再次走進「可愛忠實之家」，為智障及重度傷殘孤兒送上溫暖與支持。之後，又探訪了香港麥當勞叔叔之家於觀塘新建成的第二間家舍，了解病童家庭的需要；中秋節前夕，我們探訪了元朗一間日間長者中心，為長者們送上節日祝福與關懷。

此外，我們亦繼續與 GAMAHK 協力舉辦「慈善籃球賽」及「慈善步行日」，為「香港天使綜合症基金會」及「香港麥當勞叔叔之家慈善基金」籌募善款，讓運動成為連結善意的橋樑。每一次跳投、每一步前行，都是對弱勢社群的支持與鼓勵。

這些成果實有賴各界的鼎力支持和參與，本人謹代表全體管理委員會向所有義工、會員、合作夥伴及贊助保險公司致以衷心感謝。你們的每一分付出，都是我們前行的動力。

來年，基金會將迎來管治委員會換屆，我衷心感謝現屆委員在任期內的無私奉獻與專業領導，為基金會奠定穩固根基，建立良好聲譽。我深信，新一屆董事會定能承先啟後、開拓新局，以更宏觀的視野和堅定的步伐，引領基金會邁向新里程，讓「保險有愛」的精神在香港社會持續發光發熱。

GAMAHK Foundation 將一如既往，以專業、真誠與行動，推動更多具影響力的公益項目，讓愛心持續流動，讓關懷不斷延伸。我們深信，每一份參與都是改變的起點，每一個善舉都能點亮希望的火光。未來的路，我們期待與你們繼續同行，攜手將「保險有愛」的精神傳得更遠、更廣、更深。請繼續支持 GAMAHK Foundation！



## 2025 年慈善基金管理委員會架構



容永祺 太平紳士 GBS, SBS, MH  
Samuel Yung GBS, SBS, MH, JP  
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



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



姚文輝 先生  
Mr. Colan Yiu  
委員



余世雄 先生  
Mr. Peter Yu  
委員

## 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

## 香港人壽保險經理協會慈善基金（GAMAHK Foundation） 榮譽贊助人計劃

### 並肩同行 貢獻社區

我們誠摯需要您們的支持，以推動未來各項惠澤社會各階層的公益活動。每一筆善款不僅為社會注入溫暖，更是燃點新希望的重要力量，亦彰顯對社會的深切承諾。謹此誠邀您加入「榮譽贊助人計劃」，攜手點亮生命，共創美好未來。

贊助級別	贊助金額
特許鑽石贊助 Chartered Diamond Sponsor	HK\$100,000 或以上
鑽石贊助 Diamond Sponsor	HK\$80,000
翡翠贊助 Jade Sponsor	HK\$60,000
金贊助 Gold Sponsor	HK\$40,000
銀贊助 Silver Sponsor	HK\$20,000
銅贊助 Bronze Sponsor	HK\$10,000

榮譽贊助計劃分為多個贊助級別，捐款金額可累積計算，而捐款人可憑累積金額晉升至相應級別的榮譽贊助人。善長芳名將展示於 GAMAHK Foundation 官方網頁。





## 年度受惠機構



### 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。



### 香港麥當勞叔叔之家慈善基金

從 1974 年開始，麥當勞叔叔之家慈善基金於全球不斷擴展服務。自 1996 年成立以來，香港麥當勞叔叔之家慈善基金一直致力推動核心計劃「麥當勞叔叔之家™」，亦即常被稱為「以愛心所建」的家。旨在為病童及其家庭提供「家以外的家」的服務，期盼在孩子的康復過程中，紓緩他們不論是情感，或是身體上的不安不適，並加深孩子與父母之間的連繫，促進家庭團結。

### 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。



## GAMAHK 慈善基金創始贊助人

衷心銘感各位創始贊助人，慷慨捐贈港幣二萬，為 GAMAHK 慈善基金會奠下穩固基石。  
您的遠見與善舉，是我們前行不竭的動力。



Kit Chan



Queenie Chan



YK Chan



Freddie Cheng



Henry Cheng



Vernon Cheuk



Winky Cheung



Kenneth Chim



Helen Hung



Victor Kuan



Albert Kwok



Wilson Kwok



Lillian Lam



Apollo Lau



Samuel Lau



Andy Law



Davey Lee



Duncan Lee



Lester Lee



Maggie Lee



Alan Leung



Trica Leung Woo



Alan Wong



Harry Wong



Jeff Wong



Willis Wong



Colan Yiu



Marine Yu



Peter Yu



Titus Yu



Samuel Yung



# 活動花絮

GAMA HK Foundation（香港人壽保險經理協會慈善基金）自 2022 年成立以來，一直致力推動本地公益事業，連結保險業界與社會大眾，為香港注入正能量與希望，以行動實踐「保險有愛」的理念。

慈善基金會今年的一大亮點是，於 5 月份正式成為義務工作發展局（AVS）香港義工團體會員，標誌着基金會在義工服務領域邁向更專業與系統化的新階段。這不僅提升了基金會的身份與認受性，更為未來拓展義工網絡、深化社區服務奠定堅實基礎，讓愛心傳遞得更遠、更有力量。

## 探訪「可愛忠實之家」(HOLF)

慈善基金會成員及 GAMA HK 愛心義工隊於 1 月 18 日（星期六）一行 10 多人，前往位於上水古洞的「可愛忠實之家」慈善機構進行探訪及捐助，為院舍內智障及重度傷殘孤兒送上溫暖與支持。

這是慈善基金會第二年走進「可愛忠實之家」，該院舍自 1965 年起在無政府資助下營運近 60 年，現正面對搬遷至沙田新址的挑戰。基金會希望透過持續關懷，為院舍注入更多社會力量。



## 參觀香港麥當勞叔叔之家（觀塘）

香港麥當勞叔叔之家第二間家舍位於觀塘，並已於 2023 年 11 月正式投入服務。「觀塘家舍」鄰近香港兒童醫院，為病童家庭護航，提供臨時住宿與支援。

慈善基金會成員親赴家舍參觀，深入了解其設施、運作模式及面對的實際需要，為日後合作與支援奠定基礎。





## 慈善體育活動喚醒愛心

GAMAHK Foundation 積極透過舉辦有益身心的運動項目，喚起大眾對弱勢社群的關注，更為慈善基金會及有需要的慈善機構籌募經費。今年再度聯合 GAMAHK 舉辦慈善體育盛事：「慈善籃球賽」，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；後者籌募所得的善款除協助。



## 社區探訪宣揚愛心

慈善基金會透過一系列的社區探訪和義工活動，積極連繫保險業界與香港社會大眾，將關愛送到社區每一角落，為社區帶來積極而正面的影響。



## 慈善募捐





## 附錄（一）2024 年香港人壽保險經理協會有限公司會員周年大會會議紀錄

### MINUTES OF GAMAHK ANNUAL GENERAL MEETING (AGM)

Held on Friday, 13 December 2024 at time 5:00pm

Salon 3, Level 20, Hopewell Hotel,  
15 Kennedy Road, Wan Chai, Hong Kong

- Chairman : President Ms. Yu Bo Yuk Marine took the chair.
1. Motion : Meeting Call to Order  
President Ms. Yu Bo Yuk Marine declared the meeting was called to order at 17:04 hours with adequate quorum.
  2. Motion : “Adoption of Agenda”  
Proposer : Tam King Yeung Kenneth  
Seconder : Tse Yim Keung Keith  
Motion was carried unanimously.
  3. Motion : “Adoption of the minutes of the AGM held on 6 December 2023”  
Proposer : Cheung Ying Kwan Winky  
Seconder : Chim Shui Yam Kenneth  
Motion was carried unanimously.
  4. Motion : “Adoption of reports of Board of Directors for the year ending 31 March 2024”  
Proposer : Lai Tak Chun  
Seconder : Hung Yu Yeung Helen  
Motion was carried unanimously.
  5. Motion : “Adoption of accounts for the year ending 31 March 2024 (from 1 April 2023 to 31 March 2024)”  
Proposer : Hui Wai Chung Sammy  
Seconder : Lee Ka Kit Carrie  
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 2025”

Mr. Wong Ka Cheong Ryan appointed Ms. Yu Bo Yuk Marine as Election Chairman.

Ms. Yu Bo Yuk Marine 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 2025 were as follows:

President	: Ms. Liu Ching Yi Etta
Immediate Past President (IPP)	: Ms. Yu Bo Yuk Marine
Vice Presidents (VPs)	: Mr. Law Kit Shing Andy
	: Mr. Tse Yim Keung Keith
	: Mr. Yu Sai Hung Peter
	: Mr. Yung Sze Hon Solomon
Chairman of CDSC	: Mr. Chiu Ka Sing
Chairman of IDSC	: Mr. Cheuk Kwan Fung Vernon
Chairman of PDC	: Mr. Yu Sai Hung Peter
Hon. Secretary	: Mr. Tam King Yeung Kenneth
Hon. Treasurer	: Mr. Wong Ka Cheong Ryan



## 附錄（一）2024 年香港人壽保險經理協會有限公司會員周年大會會議紀錄

### MINUTES OF GAMA HK ANNUAL GENERAL MEETING (AGM)

Held on Friday, 13 December 2024 at time 5:00pm

Salon 3, Level 20, Hopewell Hotel,  
15 Kennedy Road, Wan Chai, Hong Kong

Directors	: Mr. Chan Man Pong Brian
	: Ms. Chiu Sze Yuet Jessie
	: Mr. Kwan Lam Lung Lionel
	: Mr. Lai Tak Chun
	: Ms. Lee Ka Kit Carrie
	: Mrs. Leung Woo Yin Ching Trica
	: Mr. Ng Che Chung Wilson
	: Ms. Shum Wing Sze Quiny
	: Ms. Siu Jing See Kimmy
	: Ms. To Yin Yui Gillian
	: Ms. Wong Pik Kwan Connie
	: Ms. Wong Pui Shan Becky
	: Ms. Wong Wai Ping Joanne

The term of office of the above would commence on 1 January 2025 and was to end on 31 December 2025.

Directors whose term of office expiring until 31 December 2024 would be as follows:

Ms. Cheung Ying Kwan Winky	(resigned on 31 December 2024)
Mr. Chim Shui Yam Kenneth	(resigned on 31 December 2024)
Mr. Hui Wai Chung Sammy	(resigned on 31 December 2024)
Ms. Hung Yu Yeung Helen	(resigned on 31 December 2024)
Mr. Wong Wai Kwong Willis	(resigned on 31 December 2024)
Mr. Yeung Sai Cheong Michael	(resigned on 31 December 2024)
Mr. Chung Pak Lun	(resigned on 31 December 2024)

The expiration of term of office for current Hon. Secretary, Mr. Wong Ka Cheong Ryan, would be on 31 December 2024, and Mr. Tam King Yeung Kenneth would be appointed as Hon. Secretary on 1 January 2025.

Motion was carried unanimously.

Ms. Yu Bo Yuk Marine announced that the voting result was 36 in favour and none against. It was proposed to adopt the whole of such candidates en bloc.

Proposer	: Hui Wai Chung Sammy
Seconder	: Lai Tak Chun

Motion was carried unanimously.

Mr. Wong Ka Cheong Ryan pointed out that since GAMA HK, a limited by guarantee, whose Articles of Association had been amended on 8 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 GAMA HK in 2025 would be as follows:

President	: Ms. Liu Ching Yi Etta
Immediate Past President (IPP)	: Ms. Yu Bo Yu Marine
1st Vice President (VP)	: Mr. Yu Sai Hung Peter
2nd Vice President (VP)	: Mr. Yung Sze Hon Solomon
3rd Vice President (VP)	: Mr. Law Kit Shing Andy
4th Vice President (VP)	: Mr. Tse Yim Keung Keith



附錄（一）2024 年香港人壽保險經理協會有限公司會員周年大會會議紀錄

**MINUTES OF GAMAHK ANNUAL GENERAL MEETING (AGM)**

Held on Friday, 13 December 2024 at time 5:00pm

Salon 3, Level 20, Hopewell Hotel,  
15 Kennedy Road, Wan Chai, Hong Kong

Hon. Secretary : Mr. Tam King Yeung Kenneth

Hon. Treasurer : Mr. Wong Ka Cheong Ryan

Ms. Yu Bo Yuk Marine mentioned that all of the ballot papers should be destroyed immediately.

Proposer : Kwan Lam Lung Lionel

Seconder : Chiu Ka Sing

Motion was carried unanimously.

7. Motion : “It was resolved that FTW & Partners CPA Limited and hereby appointed as Auditor of the Association for the year 2025”

Proposer : Lee Ka Kit Carrie

Seconder : Tse Yim Keung Keith

Motion was carried unanimously.

8. Motion : “Appointment of Mr. Fung Kin Wah Franky, Mr. So Man Kit Albert, Mr. Tang Shu Pui Simon, Mr T L Tang Felix, Mr. Wong Kwok Hong Simon, and Ms. Yung Hoi Yan Eunice as Hon. Legal Advisors for the year 2025”

Proposer : Chim Shui Yam Kenneth

Seconder : Wong Pik Kwan Connie

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 2025”

Proposer : Chim Shui Yam Kenneth

Seconder : Yu Sai Hung Peter

Motion was carried unanimously.

10. There being no further business, the meeting was adjourned at 17:26 hours.

**Yu Bo Yuk Marine**

Chairman



## 附錄（二）2025 年香港人壽保險經理協會有限公司董事報告

### 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 2025

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 2025.

#### 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 2025 and the state of affairs of the Group as at that date are set out on pages 37 to 53.

#### 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*

LIU Ching Yi	President	
YU Bo Yuk	Immediate past president	
YU Sai Hung	First vice president	
YUNG Sze Hon Solomon	Second vice president	
LAW Kit Shing	Third vice president	
TSE Yim Keung	Fourth vice president	(Appointed on 1 January 2025)
TAM King Yeung	Secretary	(Appointed on 1 January 2025)
WONG Ka Cheong	Treasurer	
CHIM Shui Yam		(Resigned on 31 December 2024)
CHIU Ka Sing		(Resigned on 31 December 2024)

##### *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.



附錄（二）2025 年香港人壽保險經理協會有限公司董事報告

**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 2025

**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

---

**LIU Ching Yi**

Chairperson

Hong Kong, 3 September 2025



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### **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 37 to 53, which comprise the consolidated statement of financial position as at 31 March 2025, 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 2025, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with HKFRS for Private Entities Accounting Standard as 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 Accounting Standard as 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,



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

# 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)

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 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 HKSAs, we exercise professional judgment 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, 3 September 2025

**HO Cheung Kong**

Practising Certificate Number: P05214



附錄（三）香港人壽保險經理協會有限公司核數師報告

**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 2025

	Note	2025 HK\$	2024 HK\$
<b>Revenue</b>	<b>3</b>	15,398,265	12,219,614
Direct costs		(10,517,109)	(7,668,534)
Net income from activities		4,881,156	4,551,080
Other income	<b>3</b>	459,924	560,784
Other net gain	<b>4</b>	18,718	14,432
Administrative expenses		(5,132,774)	(5,001,279)
<b>Surplus from operations</b>		227,024	125,017
Finance costs		(179,322)	(212,976)
<b>Surplus/(deficit) before tax</b>	<b>5</b>	47,702	(87,959)
Taxation	<b>7</b>	7,973	36,532
<b>Surplus/(deficit) after tax</b>		55,675	(51,427)
<b>Other comprehensive income/(loss) for the year</b>			
Items that may be reclassified subsequently to consolidated statement of comprehensive income			
Exchange differences on translation of foreign operations		318	(1,625)
<b>Total comprehensive income/(loss) for the year</b>		<u>55,993</u>	<u>(53,052)</u>

薪  
火  
相  
傳

## 附錄（三）香港人壽保險經理協會有限公司核數師報告

## 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 2025

	Note	2025 HK\$	2024 HK\$
<b>Non-current assets</b>			
Property, plant and equipment	9	<u>14,831,772</u>	<u>15,569,763</u>
<b>Current assets</b>			
Account and other receivables	11	484,399	806,895
Tax recoverable		75,735	85,234
Fixed deposits		4,542,846	-
Cash and bank balances		<u>13,799,200</u>	<u>16,659,584</u>
		<u>18,902,180</u>	<u>17,551,713</u>
<b>Current liabilities</b>			
Account and other payables	13	4,186,517	2,858,259
Bank loan, secured	14	<u>5,272,687</u>	<u>6,025,122</u>
		<u>9,459,204</u>	<u>8,883,381</u>
<b>Net current assets</b>		<u>9,442,976</u>	<u>8,668,332</u>
<b>Total assets less current liabilities</b>		<u>24,274,748</u>	<u>24,238,095</u>
<b>Non-current liabilities</b>			
Provision for long service payments		2,565	4,433
Deferred tax liabilities	8	<u>2,224</u>	<u>19,696</u>
		<u>4,789</u>	<u>24,129</u>
<b>Net assets</b>		<u>24,269,959</u>	<u>24,213,966</u>
<b>Financed by:</b>			
Accumulated surplus		24,285,069	24,229,394
Exchange reserve		<u>(15,110)</u>	<u>(15,428)</u>
		<u>24,269,959</u>	<u>24,213,966</u>

The consolidated financial statements were approved by the Board on 3 September 2025 and signed on its behalf by:

**LIU Ching Yi**  
Director

**WONG Ka Cheong**  
Director



附錄（三）香港人壽保險經理協會有限公司核數師報告

**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 2025

	<b>Accumulated surplus HK\$</b>	<b>Exchange reserve HK\$</b>	<b>Total HK\$</b>
<b>Balance at 31 March 2023</b>	24,280,821	(13,803)	24,267,018
Total comprehensive loss for the year	<u>(51,427)</u>	<u>(1,625)</u>	<u>(53,052)</u>
<b>Balance at 31 March 2024</b>	24,229,394	(15,428)	24,213,966
Total comprehensive income for the year	<u>55,675</u>	<u>318</u>	<u>55,993</u>
<b>Balance at 31 March 2025</b>	<u><u>24,285,069</u></u>	<u><u>(15,110)</u></u>	<u><u>24,269,959</u></u>



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

## 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 2025

	2025 HK\$	2024 HK\$
<b>Cash flows from operating activities</b>		
Surplus/(deficit) before tax	47,702	(87,959)
Adjustments for:		
Interest income	(425,181)	(528,908)
Gain on disposal of property, plant and equipment	(850)	-
Interest expense	179,322	212,976
Depreciation	824,517	812,628
Reversal of provision for long service payments	(1,868)	(29,797)
	623,642	378,940
Increase in fixed deposits	(4,542,846)	-
Decrease in account and other receivables	322,496	386,926
Increase/(decrease) in account and other payables	1,328,258	(146,423)
<b>Cash generated (used in)/from operations</b>	(2,268,450)	619,443
Interest paid	(179,322)	(212,976)
Tax refunded	-	127,235
<b>Net cash (used in)/from operating activities</b>	(2,447,772)	533,702
<b>Cash flows from investing activities</b>		
Payment for acquisition of property, plant and equipment	(86,526)	(111,361)
Proceeds from disposal of property, plant and equipment	850	-
Interest received	425,181	528,908
<b>Net cash from investing activities</b>	339,505	417,547
<b>Cash flows from financing activities</b>		
Repayment of bank borrowings	(752,435)	(722,410)
<b>Net cash used in financing activities</b>	(752,435)	(722,410)
<b>Net (decrease)/increase in cash and cash equivalents</b>	(2,860,702)	228,839
Effect of foreign exchange rate changes, net	318	(1,625)
<b>Cash and cash equivalents at beginning of the year</b>	16,659,584	16,432,370
<b>Cash and cash equivalents at end of the year</b>	13,799,200	16,659,584
<b>Analysis of the balances of cash and cash equivalents</b>		
Cash and bank balances	13,799,200	16,659,584

## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

#### 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 HKFRS for Private Entities Accounting Standard as 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 Accounting Standard 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 Accounting Standard that have significant effect on the consolidated financial statements and major sources of estimation uncertainty are discussed in note 17.

##### 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





## 附錄（三）香港人壽保險經理協會有限公司核數師報告

**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 2025

**2. Basis of preparation and significant accounting policies (cont'd)****2.2. Basis of consolidation (cont'd)**

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.

**(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. 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

## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

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

### 2.4. Property, plant and equipment (cont'd)

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.

### 2.5. 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.

### 2.6. 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.

### 2.7. Cash and cash equivalents

Cash and cash equivalents include cash on hand, demand deposits and other short-term highly liquid



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

**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 2025

**2. Basis of preparation and significant accounting policies (cont'd)****2.7. Cash and cash equivalents (cont'd)**

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.

**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. 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.

**2.10. 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



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

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

##### 2.10. Provisions and contingent liabilities (cont'd)

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.

##### 2.11. 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 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.

##### 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. 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.



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

## 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 2025

## 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:

	2025 HK\$	2024 HK\$
<b>Revenue</b>		
Membership subscription	3,235,320	2,220,960
Enrollment fee for organised functions	9,448,345	8,342,654
Sponsor income	<u>2,714,600</u>	<u>1,656,000</u>
	<u>15,398,265</u>	<u>12,219,614</u>
<b>Other income</b>		
Interest income	425,181	528,908
Venue income	15,800	27,000
Sundry income	<u>18,943</u>	<u>4,876</u>
	<u>459,924</u>	<u>560,784</u>
	<u>15,858,189</u>	<u>12,780,398</u>

## 4. Other net gain

	2025 HK\$	2024 HK\$
Reversal of provision of long service payments	1,868	29,797
Net exchange gain/(loss)	16,000	(15,365)
Gain on disposal of property, plant and equipment	<u>850</u>	<u>-</u>
	<u>18,718</u>	<u>14,432</u>

## 5. Surplus/(deficit) before tax

	2025 HK\$	2024 HK\$
<b>Surplus/(deficit) before tax is stated after charging:</b>		
Auditor's remuneration	82,888	72,926
Mortgage loan interest	179,322	212,976
Staff costs (excluding directors' remuneration (note 6))		
- Salaries, allowances and benefits in kind	3,179,682	2,847,425
- Retirement benefit scheme contributions	127,413	113,647
Depreciation	<u>824,517</u>	<u>812,628</u>

## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

#### 6. Directors' remuneration

None of the directors received any remuneration in respect of their services rendered for the year (2024: HK\$Nil).

#### 7. Taxation

	2025 HK\$	2024 HK\$
Current tax - Hong Kong Profits Tax		
Provision for the year	9,499	-
Deferred tax		
Origination and reversal of temporary differences (note 8)	(17,472)	(36,532)
	<u>(7,973)</u>	<u>(36,532)</u>

Under the two-tiered profits tax rates regime, the first HK\$2 million taxable profits of the qualifying corporations will be taxed at 8.25% (2024: Nil), after setting off taxation loss brought forward from previous year, and taxable profits above HK\$2 million will be taxed at 16.5%, taking into account a one-off reduction of 100% of the tax payable for the year of assessment 2024/25 subject to a ceiling of HK\$1,500 (2024: HK\$3,000). Hong Kong profits taxes for the qualifying corporation and all unqualified corporations within the Group have been provided in accordance with the two-tiered profits tax rates regime (2024: Nil) and at the rate of 16.5% (2024: Nil) respectively on their respective estimated assessable profits arising in Hong Kong during the year.

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\$
<b>At 1.4.2023</b>	-	(56,228)	(56,228)
Credit to statement of comprehensive income	<u>12,786</u>	<u>23,746</u>	<u>36,532</u>
<b>At 31.3.2024</b>	12,786	(32,482)	(19,696)
(Charge)/credit to statement of comprehensive income	<u>(12,786)</u>	<u>30,258</u>	<u>17,472</u>
<b>At 31.3.2025</b>	<u>-</u>	<u>(2,224)</u>	<u>(2,224)</u>





## 附錄（三）香港人壽保險經理協會有限公司核數師報告

## 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 2025

## 9. Property, plant and equipment

	Land and buildings HK\$	Leasehold improvements HK\$	Office equipment HK\$	Total HK\$
<b>Cost</b>				
At 1.4.2024	16,000,000	1,170,245	2,177,413	19,347,658
Additions	-	-	86,526	86,526
Disposals	-	-	(5,799)	(5,799)
Written off	-	-	(158,716)	(158,716)
At 31.3.2025	16,000,000	1,170,245	2,099,424	19,269,669
<b>Accumulated depreciation</b>				
At 1.4.2024	1,263,158	702,147	1,812,590	3,777,895
Charge for the year	421,053	234,049	169,415	824,517
Written back	-	-	(164,515)	(164,515)
At 31.3.2025	1,684,211	936,196	1,817,490	4,437,897
<b>Net carrying amount</b>				
At 31.3.2025	14,315,789	234,049	281,934	14,831,772
At 31.3.2024	14,736,842	468,098	364,823	15,569,763

## 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* ( 伽利管理顧問（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.

## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

#### 11. Account and other receivables

	Note	2025 HK\$	2024 HK\$
Due from a related company	12	-	800
Account and other receivables		246,248	151,815
Utilities deposits		16,150	16,150
Deposits paid and prepayments		222,001	638,130
		<u>484,399</u>	<u>806,895</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 31.3.2025 HK\$	Balance at 31.3.2024 HK\$	Maximum outstanding during the year HK\$
General Agents and Managers Association of Hong Kong Foundation Limited	-	800	800

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

#### 13. Accounts payable

	2025 HK\$	2024 HK\$
Accounts payable	858,790	436,995
Accruals	101,122	86,427
Receipt in advance	3,226,605	2,334,837
	<u>4,186,517</u>	<u>2,858,259</u>



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

## 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 2025

## 14. Bank loan, secured

	2025 HK\$	2024 HK\$
Portion of loan from a bank		
due for repayment within one year	784,060	746,051
Portion of loan from a bank		
due for repayment after one year		
which contains a repayment on demand clause	<u>4,488,627</u>	<u>5,279,071</u>
	<u>5,272,687</u>	<u>6,025,122</u>

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:

	2025 HK\$	2024 HK\$
Donation made to a related company	<u>150,000</u>	<u>50,000</u>



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

#### 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:

(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.



## 附錄（三）香港人壽保險經理協會有限公司核數師報告

## 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 2025

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

## (a) Statement of financial position of the Association

	2025 HK\$	2024 HK\$
<b>Non-current assets</b>		
Property, plant and equipment	14,831,772	15,569,763
<b>Current assets</b>		
Due from a subsidiary	638,515	504,261
Due from a related company	-	800
Accounts receivable	246,248	151,815
Utilities deposits	16,150	16,150
Deposits paid and prepayments	222,001	638,130
Tax recoverable	75,735	85,234
Fixed deposits	4,542,846	-
Cash and bank balances	13,707,296	16,625,705
	19,448,791	18,022,095
<b>Current liabilities</b>		
Account and other payables	4,139,833	2,835,659
Bank loan, secured	5,272,687	6,025,122
	9,412,520	8,860,781
<b>Net current assets</b>	10,036,271	9,161,314
<b>Total assets less current liabilities</b>	24,868,043	24,731,077
<b>Non-current liabilities</b>		
Provision for long service payments	2,565	4,433
Deferred tax liabilities	2,224	19,696
	4,789	24,129
<b>Net assets</b>	24,863,254	24,706,948
<b>Financed by</b>		
Accumulated surplus	24,863,254	24,706,948

## 附錄（三）香港人壽保險經理協會有限公司核數師報告

### 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 2025

#### 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)

The financial statements were approved by the Board on 3 September 2025 and signed on its behalf by:



**LIU Ching Yi**  
Director



**WONG Ka Cheong**  
Director

##### (b) Movements of the accumulated surplus

###### At 1 April 2023

Total comprehensive income for the year

###### At 31 March 2024

Total comprehensive income for the year

###### At 31 March 2025

**HK\$**

24,680,728

26,220

24,706,948

156,306

24,863,254





## 附錄(四)2024 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

### MINUTES OF GAMAHK FOUNDATION ANNUAL GENERAL MEETING (AGM)

Held on Friday, 13 December 2024 at time 4:30pm

Salon 3, Level 20, Hopewell Hotel,  
15 Kennedy Road, Wan Chai, Hong Kong

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

#### 1. Meeting Call to Order

Chairman Mr. Wong Wing Tai Harry declared the meeting was called to order at 16:30 hours with adequate quorum.

#### 2. Motion : "Adoption of Agenda"

Proposer : Lam Man Ying Lillian

Seconder : Chan Kit Yan Kit

Motion was carried unanimously.

#### 3. Motion : "Adoption of the minutes of the AGM held on 6 December 2023" Motion for Amendment to the Term of Office of the Management Committee. It was resolved that the revised term shall commence on 1 January 2024 and conclude on 31 December 2025. The motion was carried with unanimous approval.

Proposer : Kwok Chun Kwong Albert

Seconder : Lam Man Ying Lillian

#### 4. Motion : "Adoption of reports of Director for the year ending 31 March 2024"

Proposer : Lam Man Ying Lillian

Seconder : Chan Kit Yan Kit

Motion was carried unanimously.

#### 5. Motion : "Adoption of accounts for the year ending 31 March 2024 (for period from 1 April 2023 to 31 March 2024)"

Proposer : Chan Kit Yan Kit

Seconder : Lam Man Ying Lillian

Motion was carried unanimously.

## 附錄(四)2024 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

### MINUTES OF GAMAHK FOUNDATION ANNUAL GENERAL MEETING (AGM)

Held on Friday, 13 December 2024 at time 4:30pm

Salon 3, Level 20, Hopewell Hotel,  
15 Kennedy Road, Wan Chai, Hong Kong

6. Motion : "It was resolved that FTW & Partners CPA Limited and hereby appointed as Auditor of the Foundation for the ensuring year"

Proposer : Wong Kwok Lun Alan

Seconder : Lee Hing Kwai Duncan

Motion was carried unanimously.

7. Motion : "Appointment of Mr. So Man Kit Albert as Hon. Legal Advisors for the ensuring year"

Proposer : Chan Kit Yan Kit

Seconder : Lau Kwok Ming Samuel

Motion was carried unanimously.

8. Motion : "Appointment of Mr. Chan Chun Hung Eric and Mr. Kwok Chi Shing Wilson as Hon. Accountant for the ensuring year"

Proposer : Wong Kwok Lun Alan

Seconder : Chan Kit Yan Kit

Motion was carried unanimously.

9. There being no further business, the meeting was adjourned at 16:40 hours.



---

**Wong Wing Tai Harry**

Chairman



## 附錄(五)2025 年香港人壽保險經理協會慈善基金有限公司管理委員會報告

### 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

#### Directors' Report

For the year ended 31 March 2025

The directors present their report and the audited financial statements of the Foundation for the year ended 31 March 2025.

#### 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 2025 and the state of affairs of the Foundation are set out on pages 60 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	
KWOK Chun Kwong Albert	
LAM Man Ying Lillian	
LAW Kit Shing	
LEE Hing Kwai	
LIU Ching Yi	
WONG Kwok Lun	
YU Bo Yuk	
YIU Man Fai	(Appointed on 1 January 2025)
YU Sai Hung	(Appointed on 1 January 2025)
CHEUK Kwan Fung	(Resigned on 31 December 2024)
WONG Wai Kwong	(Resigned on 31 December 2024)

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.



## 附錄(五)2025 年香港人壽保險經理協會慈善基金有限公司管理委員會報告

### 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

Directors' Report

For the year ended 31 March 2025

#### 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, 22 August 2025



## 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

(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 60 to 64, which comprise the statement of financial position as at 31 March 2025, 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.

## 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

(incorporated in Hong Kong and limited by guarantee)

#### 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's 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's, 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.
- 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, 22 August 2025

#### HO Cheung Kong

Practising Certificate Number: P05214





## 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**

## Income Statement

For the year ended 31 March 2025

	Note	2025 HK\$	2024 HK\$
<b>Income</b>			
Donation received		194,039	87,442
Sponsor income		70,200	846,000
Enrollment fee for organised functions		<u>65,500</u>	<u>70,173</u>
		<u>329,739</u>	<u>1,003,615</u>
<b>Other income</b>			
Interest income		5,589	32
Sundry income		<u>54,000</u>	<u>45,450</u>
		<u>59,589</u>	<u>45,482</u>
<b>Expenditure</b>			
Bank charges		(4,033)	(5,306)
Donation		(128,000)	(210,000)
Legal and professional fees		(8,305)	(8,805)
Local travelling		(1,496)	(724)
Organised function expenses		(400,000)	(345,000)
Postage and courier		(89)	(416)
Printing and stationery		(658)	(5,404)
Promotion expenses		(1,168)	(80,000)
Sundry expenses		(5,053)	(8,956)
Venue fee		-	(44,353)
Website hosting		<u>(1,369)</u>	<u>-</u>
		<u>(550,171)</u>	<u>(708,964)</u>
<b>(Deficit)/surplus before tax</b>		<b>(160,843)</b>	<b>340,133</b>
Taxation	<b>4</b>	<u>-</u>	<u>-</u>
<b>(Deficit)/surplus for the year</b>		<b><u>(160,843)</u></b>	<b><u>340,133</u></b>

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 Financial Position

As at 31 March 2025

	Note	2025 HK\$	2024 HK\$
<b>Current assets</b>			
Deposit paid		-	200,000
Prepayments		625	-
Cash and bank balances		<u>601,334</u>	<u>563,602</u>
		<u>601,959</u>	<u>763,602</u>
<b>Current liabilities</b>			
Amount due to a related company	5	<u>-</u>	<u>800</u>
<b>Net current assets</b>		<u>601,959</u>	<u>762,802</u>
<b>Net assets</b>		<u><u>601,959</u></u>	<u><u>762,802</u></u>
<b>Represented by:</b>			
General funds		<u><u>601,959</u></u>	<u><u>762,802</u></u>

The financial statements were approved by the Board on 22 August 2025  
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 2025

	General funds HK\$
<b>Balance at 31 March 2024</b>	762,802
Deficit for the year	<u>(160,843)</u>
<b>Balance at 31 March 2025</b>	<u><u>601,959</u></u>

## 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

Notes to the Financial Statements

For the year ended 31 March 2025

#### 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.





## 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**

Notes to the Financial Statements

For the year ended 31 March 2025

**3. Directors' remuneration**

None of the directors received any remuneration in respect of their services rendered for the year (2024: 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 to a related company**

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

**6. 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.

**7. 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:

	<b>2025</b>	<b>2024</b>
	<b>HK\$</b>	<b>HK\$</b>
Sponsor income from directors	-	120,000
Donation received from a related company	<u>150,000</u>	<u>50,000</u>

## 贊助公司





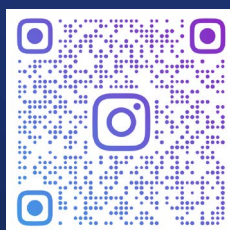
Website



WeChat



YouTube



Instagram

香港人壽保險經理協會  
General Agents and 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 : <https://www.gama.com.hk>

電郵 Email : [info@gama.com.hk](mailto:info@gama.com.hk)