

Chairman's Message



Mr. Kiyoto Hagiwara
ASAF Chairman
SAAJ President & CEO

It is a great honor and privilege to have been re-elected Chairman of the Asian Securities Analysts Federation (ASAF) at the AGM held on 25 October 2003 in Beijing, PR China, and I am pleased to serve ASAF for a further two years. On this occasion, let me sum up ASAF activities in the past two years and outline future projects. Generally speaking, I feel proud that notable progress has been made during the past two years owing to members' unstinting and continuous efforts and cooperation despite economic uncertainties as well as unforeseen incidents such as SARS.

Noteworthy is that a draft entitled **ASAF's Long-term and Concrete Strategies** was proposed and subsequently endorsed as a means of encouraging ASAF activities at the AGM in October 2002. In line with the basic strategies outlined, the Education, Advocacy, and Communication committees respectively compiled action plans which they have implemented step-by-step in cooperation with member societies, especially through the untiring efforts of each Chair, Co-Chair, and Chair societies.

The **Certified International Investment Analyst® (CIIA®) Exam**, which is one of the most important projects for ASAF, is steadily gaining recognition among members and authorities worldwide. Three members (Korea, Thailand, and Iran) newly joined the ACIIA® during the last two years, and now there are seven members from ASAF.

The **Education Committee** held a one-day seminar on the topic "*How should a society be managed and operated from the viewpoint of a sound financial structure?*" and "*Management and operation of education programs and examination systems*" on 26 October 2003 in Beijing in conjunction with the ASAF AGM. The seminar was really fruitful for all participants from eight societies. The Committee will also commence a feasibility study of the next action plan which aims at promoting the exchange of educational materials and examination questions, speakers, etc., among ASAF members to enhance reciprocal support. The action plan calls for this "Exchange Scheme" to be finalized during 2004. The **Advocacy Committee** has published two position papers, "*Corporate Disclosure of Material Price Sensitive Information*" and "*Recommendations for Addressing Conflicts of Interest in Securities Analyst Research*", both of which we believe will greatly contribute to the enhancement of ASAF's reputation in the region. In 2004, the Committee will study development of an ASAF code of ethics and standards of professional conduct and also hold a half-day seminar to assist member societies develop successful advocacy strategies. The **Communications Committee** has made further efforts to enrich existing publications such as the *Yearbook*, *E-journal*, and *Newsletter* as effective communication tools enhancing communications among member societies as well as public relations. The Committee continues to intensify efforts to achieve its objective of bringing important information to the attention of members by maintaining a close relationship with the Education Committee and Advocacy Committee, thus strengthening ties among ASAF members.

It is regrettable that both the 2002 and 2003 ASAF conferences had to be cancelled due to unavoidable circumstances. As the host society (SAAJ) as well as ASAF Chairman, I hope the **2004 ASAF Conference** to be held **18-20 October 2004 in Tokyo, Japan** in conjunction with SAAJ's Annual Meeting will be a great success. I also hope that as many participants as possible from abroad will attend this unique educational and networking opportunity.

Lastly, I would like to take this opportunity to give heartfelt thanks to all member societies for their time and help, especially Executive Committee members, and look forward to your continuous support and cooperation in meeting the challenges in the coming year. Let's continue to work together under the basic principles of harmonization and autonomy in the ASAF region.

Kiyoto Hagiwara
ASAF Chairman

Committee News

Education

A **one-day seminar**, "*Lessons to be learnt from the experience of comparatively well-established members*", was successfully held on 26 October 2003 in Beijing, PR China. **Mr. Robert Swinton**, SIA Head of Marketing, **Mr. Ian Neal**, SIA President, **Mr. Mike Willis**, SIA Honorary Treasurer, and **Mr. Seiichi Kaneko**, SAAJ Senior Vice President, gave a presentation on the theme "*How should a society be managed and operated from the viewpoint of a sound financial structure?*" and **Mr. Gary Cheung**, HKSI Chief Executive, on the theme "*Management and operation of education programs and examination systems*".

Each presentation was greatly appreciated by all participants and was followed by an active Q&A session. After all sessions, a panel discussion followed with Mr. Mike Willis as moderator. As follow-up to the seminar, the Manager will collate the speeches and distribute to all member societies; they will also be published in the next *E-journal*.

As the next step in the Education Committee's action plan, the Committee confirmed it would commence a feasibility study of *the exchange of educational materials and examination questions, speakers, etc.*, among ASAF member societies.

Communications

Once again, Communications Committee wishes to record its gratitude to SAAJ and SIA for their contribution in our activities.

We decided in Beijing to stop production of the hardcopy yearbook, since most people seem to be happy to take it in electronic form.

We are still getting an increasing number of hits on our website, and we will be collating figures on this to circulate to members.

E-Journal publication continues successfully at 2 issues per year, but it has been extremely difficult to get good articles, with all the articles coming from very few societies. It is suggested that all member societies try and establish contact with local universities and Economics Departments etc. to get materials for publication, especially from those people preparing doctorate thesis etc.

We did look at the possibility of distributing ASAF policy material etc to local regulatory bodies, but we feel member societies should be allowed to disseminate to the local regulators.

The two Co-Chairs continue their chairmanship, and there is no change in membership.

ComComm is happy to run advertisements for ACIIA®, and the ACIIA® Promotions and Marketing Commission should provide ASAF with the handout advertisements that we can use for that purpose.

Advocacy

The ASAF Advocacy Committee (AdComm) has now finalised the second of our major policy statements. Meeting in Beijing in October, the ASAF Annual Meeting endorsed the committee's Position Paper [*Recommendations for addressing conflicts of interest in Securities Analysts Research*](#).

The committee has been working on this project through 2003. As a result, ASAF members now have a set of recommendations for best practice in addressing analyst conflicts of interest and for ensuring and enhancing research independence, objectivity and integrity.

Member societies are encouraged to circulate this paper among securities regulators, exchanges and securities firms and encourage its adoption and implementation in our region.

The paper looks at factors that may threaten research objectivity and suggests safeguards that analysts and stockbroking firms with a research function should implement to ensure the quality, objectivity and independence of their research.

The committee is taking on two main projects in 2004. Firstly, it is planning to review codes of ethics and conduct among member societies, and to work to develop and update the ASAF codes where appropriate. Secondly, a seminar is being planned, to assist member societies to develop successful strategies in advocacy. Following the success of the seminar on education in Beijing, it was agreed that a workshop on effective policy and advocacy work would assist members.

ACIIA® News

ACIIA® Council Meeting: 27 November 2003, Tokyo, Japan

The ACIIA® Council Meeting held on 27 November 2003 in Tokyo went off successfully. In accordance with the last AGM decision to move the seat and registered office of the ACIIA® to Switzerland, Council members reached basic agreement regarding the amendment of relevant documents such as the current Memorandum and Articles of Association and Financial Guidelines, which are to be redrafted according to Swiss Law, and also the budgets for 2003 and 1 January-30 June 2004.

Members also enthusiastically discussed the need to produce an ACIIA® code of ethics and standards of professional conduct and how to promote accreditation of the CIIA® by the regulatory authorities in countries/regions.

In addition, a change in HKSI's membership status from Associate Member to Contracting Member and admission of SMAF, Morocco to the ACIIA® as an Associate Member were unanimously approved bringing the number of ACIIA® members to 25.

On 26 November, one day prior to the above ACIIA® Council Meeting, the ACIIA® Promotions and Marketing Commission (PMC) held its fourth meeting in Tokyo and mainly discussed the ACIIA® members' directory and advertising in the press as part of CIIA® promotion and marketing. PMC's proposal to publish "ACIIA® National Societies Directory" was duly approved at the Council Meeting. Meanwhile, on the same day the Swiss, German, and Japanese societies had a meeting with the SAC/SAAC delegation who are considering implementation of the CIIA® program.

The next Council Meeting will be held in Amsterdam, the Netherlands, on 23 June 2004 in conjunction with the ACIIA® AGM (24 June 2004).

Secretariat News

ASAF committee meetings, Annual General Meeting, and one-day seminar held on 24-26 October 2003 in Beijing, PR China

Thanks to the kind cooperation of the host society, the Securities Analysts Association of China, committee meetings, the AGM, and the Education Committee Seminar were successfully held 24-26 October 2003 in Beijing, PR China.

At the AGM, there was significant discussion on the method of electing Executive Committee members but it was decided to maintain the current method. The subsequent election saw six people, **Mr. Ian Neal** of SIA, **Dr. Lin Yixiang** of SAAC, **Mr. Bob Bunker** of HKSI, **Mr. Kiyoto Hagiwara** of SAAJ, **Mr. Deepak Gupta** of INFINZ, and **Mr. Tolmas Wong** of SSFA being elected. At the following Executive Committee meeting, Mr. Kiyoto Hagiwara was appointed Chairman, and Mr. Bob Bunker Deputy Chairman.

The Education Committee's first one-day seminar was successfully held on 26 October. There were about 30 participants from ASAF member societies, and all enjoyed the opportunity to learn from the experiences and know-how of the lecturing societies (SIA, HKSI, and SAAJ). We would like to extend special thanks to the lecturers, Mr. Robert Swinton, Mr. Ian Neal, and Mr. Mike Willis of SIA, Mr. Seiichi Kaneko of SAAJ, and Mr. Gary Cheung of HKSI for their excellent presentations. A summary of the presentations will be sent to all member societies by the secretariat and it will also be published in the *E-Journal*.

Mr. Gerald Mattison is going to resign as ASAF Public Office/Accountant due to family considerations before Christmas this year. The Executive Committee has appointed a new **Public Officer/Accountant, Mr. Duncan King** of CD King Chartered Accountant. Mr. King is a resident of New South Wales, Australia, and is familiar with accounting and taxation in Australia, the US, UK, and Papua New Guinea. ASAF's registered office will be transferred to his office in Forestville, New South Wales, Australia by the end of December 2003. Details will be posted on our website, etc.

Members' Regional News

Australia — SIA

Professional Development

At a seminar event conducted with BT Financial Group on 22 September 2003, the Hon. Dr David Kemp MP, Minister for the Environment and Heritage, launched the Mays Report on Corporate Sustainability — an Investor Perspective. The Report's Chair, Shaun Mays of BT gave an overview of the eight case studies of Australian businesses that had adopted sustainability principles in order to improve their bottom line. The case study businesses featured in the Report ranged from listed property trusts through to mining, bio-tech and miscellaneous services. BT Financial Group acted as secretariat for the steering committee that commissioned the case studies, the Environment Australia Finance Sector Working Group which comprised representatives from ABN Amro Morgans, AMP Henderson Global Investors, BT, IAG and Sustainable Asset Management.

On its release on 9 October 2003, the Institute held a seminar on the APRA Mortgage Stress Testing Report in association with APRA. The APRA Chairman, John Laker, made a presentation on the report findings of the APRA mortgage 'stress testing' project that tested the ability of Australia's residential mortgage lenders to withstand a downturn in the property market.

The Institute is rolling out its popular Compliance at Work workshop training around the country to provide essential information to responsible officers, executives and compliance managers about their obligations under the Financial Services Reform Act (FSRA). Additional workshops are on offer for financial advisers and planners who require knowledge and skills about their obligations under FSRA in terms of disclosure, the 'know your client' rule and avoiding disputes with clients.

Securities Institute Code of Conduct in development

The Institute is developing a corporate Code of Conduct and examining its current corporate governance practices, with a view to ensuring that it satisfies the ASX Principles of Good Corporate Governance and Best Practice Recommendations. The ASX Corporate Governance Council, of which the Institute is an inaugural member, released these earlier this year.

Over coming months, the Institute will develop its Code of Conduct in consultation with members and staff and align its provisions with our Brand Values. A Code of Conduct will provide clear and unambiguous guidance on how to maintain a high standard of conduct and professionalism in our dealings with each other within the Institute and with our stakeholders.

The Code will apply to everyone in our organisation, including National Council and the Executive, who have both already shown that they attach great importance to this initiative.

Education — Financial Planning Open-entry Relaunch

Following an extensive review with industry, the Institute has relaunched its Open-entry financial planning courses to enable planners to achieve ASIC adviser competencies sooner. These flexible programs are designed to meet the professional needs of financial planning practitioners and take students well beyond ASIC's minimum requirements. Additionally, they provide a faster pathway to the Institute's comprehensive Postgraduate programs.

The 2004 courses are structured around core knowledge and skills areas using practical case studies to ensure the learning outcomes are meaningful and relevant to the workplace, as well as having flexible approaches to assessment and substantial online learning resources.

Online Handbook Launch

The 2004 Handbook is now available via the Institute's website for the information of current and potential students. This is the first time the Handbook has been available online. Information is presented either on downloadable PDF pages or via links to relevant sections of the website. Visit <http://www.securities.edu.au/handbook/> to view and search the Handbook.

Educational and membership alliances

The Institute has been involved in discussions with several locally-based associations in the financial sector concerning educational and compliance support and professional development programs.

At a joint ICAA/SIA luncheon in Sydney on 16 October 2003, the Hon. Justice Neville Owen spoke about the recently released HIH Commission Report and presented his views on what the Government, regulators, educators and the business community need to do to maintain a high level of corporate governance in Australia.

The Institute will provide gap training to AIMR members for its Certified Financial Analyst (CFA) program to cover ASIC compliance requirements. Preparations for the second Australasian Investment Management Conference are well underway for September 2004.

Brand Values

Earlier this year the Institute conducted extensive external brand research amongst its key stakeholders. These key stakeholders included students, members, opinion leaders, professional development customers and corporate customers.

The main objectives of this research were to -

- Identify our current brand image, brand personality and brand values
- Ascertain views on desired brand values & personality
- Evaluate brand positioning and brand imagery

A significant component of the research were the recommendations on the brand values. After further research among staff, the values identified are:

- Collaboration
- Commitment
- Agility
- Integrity
- Leadership
- Professionalism

A brand strategy has been developed that covers:

- Brand vision — what the brand stands for
- Brand personality — what makes the brand distinctive
- Brand values — qualities the stakeholders attached to the brand
- Emotional rewards — how using the brand makes the stakeholder feel
- Functional benefits — what the brand does
- Physical attributes — tangible products, features and symbols

This initiative will guide Institute staff in its dealings with all its stakeholders.

PR China — SAAC

A Brief Introduction to the Management System for Securities Professional Qualifications in China

A. Basic System

In December 2002, the China Securities Regulatory Commission (hereinafter refers to as the "CSRC") has promulgated "Methods to the Management of the Securities Professional Qualifications" (hereinafter refers to as the "Methods") which revised the management system of qualifications of Chinese securities professionals and became effective on February 1st, 2003. According to the Methods, the qualifications for securities professionals in China include the professional qualification for securities professionals and practicing certificates.

B. Acquiring the Qualification for Securities Professionals

The qualification for securities professionals is the entrance qualification to Chinese securities business. To obtain such qualification, one needs to pass a basic examination and any one of the specific professional examinations.

The qualification examinations are organized by the Securities Association of China (hereinafter refers to as the "SAC"). The total examinations include one basic examination and four specific professional examinations. The topic areas for the four specific professional examinations are: securities trading, securities issuance and underwriting, securities investment analysis and securities investment funds.

Since 2003, the qualification examinations are open to public. Candidates wishing to enroll for the examinations need to meet with the following three conditions:

- a. Over the age of 18;
- b. Has finished at least high school education; and
- c. Has full capability for civil conduct.

Chinese nationality is not a compulsory criterion.

C. Who Needs to Apply for the Practicing Certificates?

All securities professionals who are employed by securities related institutions and engaged in the business listed below must apply for practicing certificates:

- a. Professionals and managements engage in proprietary trading, broking, underwriting, investment consulting, trust investment management in securities companies.
- b. Professionals and managements engage in fund selling, research and analysis, investment management, trading, supervision and auditing in fund management companies and fund custodian institutes.
- c. Professionals and managements engage in fund promotion, selling and consulting business in fund selling institutes.
- d. Professionals and managements engage in securities investment consulting business in securities investment consulting institutes.
- e. Professionals and managements engage in securities credit rating business in securities credit rating institutes.
- f. Others who need to obtain practicing certificates according to the CSRC requirement.

D. Type of Practicing Certificates

At present, the securities practices are grouped into three catalogues, namely: general securities business, securities investment consulting business and securities credit rating business. The practicing certificates are issued accordingly.

E. Criteria for Applying General Securities Business Practicing Certificate

General securities business covers a large area of business field. It refers to all securities business other than securities investment consulting business and securities credit rating business. Criteria for Applying general securities business practicing certificate are as the follows:

- a. Has obtained the securities professional qualification;
- b. Employed in a securities company, a fund management company, a fund custodian institute or a fund selling institute;
- c. Has full capacities for civil conducts;
- d. Has no criminal record in recent three years;
- e. Has not been prohibited by the CSRC to enter the securities market or the prohibition period is expired;
- f. Integrate and abide by the code of conducts; and
- g. Other criteria that may be required by the laws and regulations as well as the CSRC.

F. Criteria to Apply for Securities Investment Consulting Business Practicing Certificate

Criteria for Applying securities investment consulting business practicing certificate include the following:

- a. Has obtained the securities professional qualification;
- b. Employed in securities companies engaging in securities investment consulting business;
- c. Has Chinese nationality;
- d. Has full capacity for civil conducts;
- e. Has received at least university education;
- f. Has at least two years experiences in securities practices;
- g. Has no criminal record and has not been prohibited by the CSRC to enter the securities market or the prohibition period has expired;
- h. Integrate, honest and abide by the code of conducts;
- i. Other criteria that are required by the laws and regulations as well as the CSRC.

G. Application Procedure for Practicing Certificates

The practicing certificates should be applied through the SAC's practicing certificates management system. All applications are to be submitted to the SAC through the applicants' employers.

Each securities institute should appoint a practicing certificate manager responsible for its employees' certificate application and information maintaining and updating. The practicing certificate manager is responsible for the initial review and confirmation of the written application forms filled and submitted by the applicants.

The written application forms shall be kept in the securities institutes. The securities institutes should prepare electronic application to be submitted to the SAC.

The SAC reviews the applications on the basis of electronic forms. However, the SAC may require the submission of the written forms whenever it deems necessary. After reviewing, SAC should file the application to CSRC and issue the practicing certificates if all requirements are met. The announcement of the issuance is made on the SAC's website. The practicing certificates will be delivered through the applicants' employers. Refusal of issuance should be notified and explained to the applicants' employers in written form.

Hong Kong — HKSI

Announcement of closer ties between Mainland and Hong Kong securities market professionals

In November the Hong Kong Securities and Futures Commission reached a consensus with the China Securities Regulatory Commission on a simplified procedure for Hong Kong professionals applying in the Mainland for securities and futures industry qualifications, and vice versa.

The agreement is one of the first formal recognitions of professional qualifications under the Closer Economic Partnership Arrangement (CEPA). It will be used to facilitate the implementation of the framework which will be put into practice on 1 January 2004. Effective of this date, Hong Kong licensed professionals who have been approved as Responsible Officers locally and who wish to obtain securities and futures industry qualifications in the Mainland, need only pass examinations on mainland laws and regulations. Examinations regarding professional knowledge will no longer be required.

In a reciprocal arrangement, Mainland brokers also benefit from the CEPA agreement as they will be able to work for Hong Kong brokerage firms upon completion of requisite HKSI regulatory examinations

The Hong Kong Securities Institute views the mutual recognition of Mainland and Hong Kong relevant qualifications as a significant step forward in the closer co-operation between our financial service industries. The agreement presents a clear path for Hong Kong professionals wishing to practice on the Mainland, and in addition it also enhances the SAR's role as a support centre for commerce and services into China.

Update on Certified International Investment Analyst CIIA® Final Examination in Hong Kong

The Hong Kong Securities Institute (HKSI), as an associate member of the Association of Certified International Investment Analysts (ACIIA®) since October 2001, is delighted to share the encouraging news that the CIIA® examinations have been well received by candidates in Hong Kong. With a broad syllabus that combines international, regional and local knowledge covering 22 countries, more and more Hong Kong finance industry professionals recognise the CIIA® as an internationally transportable passport that will enable them to work in the majority of international financial centres. As of 10 November 2003, the cumulative number of registered candidates for the CIIA® examinations has climbed to 213, which represents 8.04% of the total 2,650 HKSI Ordinary Members, and signifies the successful launch of the examination amongst HKSI members. In the third CIIA® Final Examination held on 13 September 2003 at the Hong Kong Convention and Exhibition Centre in Wanchai, the number of candidates enrolled for Exam 1 and Exam 2 reached 46 and 45 respectively.

In addition to its growing familiarity amongst candidates in Hong Kong, the CIIA® is also recognised by the Securities and Futures Commission (SFC) as an international professional qualification which meets the requirements for academic qualifications in the licensing applications of securities and futures intermediaries under the "Guidelines on Competence", promulgated by the SFC.

In order to promote a closer mutual relationship between the ACIIA® and the HKSI, the HKSI has applied to the ACIIA® to become a contracting member. In recognition of this relationship, it is the intention of the Institute to assist the Securities Analysts Association of China (SAAC) to offer the CIIA® examinations in the PRC and, jointly with the SAAC, to translate the CIIA® examinations into Chinese. With the increasing awareness of its profile among both the general public and finance industry professionals in Hong Kong and the PRC, the HKSI is confident that this strategic move will be another success as reports show that there is a strong demand in the PRC for this type of internationally recognised professional qualification.

Launch of the new e-commerce courses for training

In November, the HKSI confirmed a partnership with the Hong Kong Management Development Centre of Vocational Training Council to launch a series of e-courses exclusively for HKSI members. This online learning portal supported by SkillSoft aims to provide participants with a variety of inter-active on line training programs covering core finance topics including; principles of financial statements, components of financial statements, introduction to finance, principles of financial management, basics of budgeting, introduction to advanced finance, raising capital and financing decisions, corporate restructuring, introduction to auditing and overview of managerial accounting.

India — ICFAI

The ICFAI University launches New Post Graduate Diploma Programs

The ICFAI University has recently launched 12 new PG Diploma Programs in the following areas:

- Financial Engineering
- Accounting Standards and US GAAP
- Information Systems Audit
- Investment and Tax Planning
- Strategic Finance and Control
- Enterprise Risk Management
- E-Business
- Project Management
- Brand Management
- Supply Chain Management
- Customer Relationship Management
- Export and Import Management

These Programs are offered on distance learning format with training classes and web support. The minimum eligibility for these Programs are Graduation (any discipline). The duration of the Programs vary from 6 to 9 months. For further detail on these Programs, please visit www.icfai.org

Management Teacher Program leading to Ph.D offered by the ICFAI Institute for Management Teachers (IIMT)

The ICFAI Institute for Management Teachers (IIMT), a constituent of the ICFAI University aims to develop a new cadre of management teachers interested in teaching, research and consulting through a rigorous campus-based full-time Management Teacher Program leading to the Ph.D degree. IIMT offers a three year full-time campus based Management Teacher Program (MTP) leading to the Ph.D degree, for the benefit of the students interested in management teaching, research and consulting. This Program is designed for training and developing management teachers. The MTP is delivered by competent faculty with a judicious blend of advanced content training, research methodology, case methodology, innovative pedagogic tools, soft skills and institutional development. The MTP is for a period of three years comprising six semesters. The students who are enrolled into the MTP are required to simultaneously enroll into the Ph.D Program of the ICFAI University along with the MTP. Thus during the three year period, the students will be able to successfully complete the MTP and thereby become eligible to teach as full-fledged faculty members. Admissions for this Program are based on Research Aptitude Test (RAPT), interviews, case analysis and presentation. The ICFAI University provides financial aid to all the students who enroll for the doctoral program. For further details, please visit www.icfai.org/iimt

New Books from ICFAI Press

ICFAI Press, a constituent of the ICFAI University has recently launched following books:

- Managing in a Globalized World
- Leadership — Perspectives and Profiles
- Brands and Firebrands — Insights from Experts
- WTO — The Emerging Agenda
- Treasury Management — The New Dynamics
- Talent Management — Concepts and Cases
- Securities Markets and Instruments
- Corporate Turnaround — Concepts and Cases
- New Vistas in E-Learning

These books seek to provide, at one place, a retrospective and prospective view of the contemporary developments in the environment, and their impact on managerial decisions. ICFAI Press has so far published more than 200 books. For further details on the books published by the ICFAI Press, please visit www.icfaipress.org/books.

The Doctoral Program offered by The ICFAI Institute for Management Teachers (IIMT)

The ICFAI University has established the ICFAI Institute for Management Teachers (IIMT), to administer a rigorous Doctoral Program with the objective of developing a new cadre of management professionals interested in teaching, research and consulting through a rigorous campus-based full-time Program. The duration of the Program is three years. The Doctoral Program consists of three distinct modules which cover the content, the pedagogy methodologies and the research methodologies. The Doctoral Program is delivered by competent faculty with a judicious blend of advanced content training, research methodology, case methodology, innovative pedagogic tools, soft skills and institutional development. After successful completion of the doctoral Program and submission and acceptance of the thesis, the students will be awarded the Ph.D degree in management by the University. Admissions for this Program are based on Research Aptitude Test (RAPT), interviews, case analysis and presentation. The ICFAI University provides financial aid to all the students who enroll for the doctoral program. For further details, please visit www.icfai.org/iimt.

Japan — SAAJ

Launch of new Education Program (“Primary Education Program”) and Designation (“CCMA <Candidate for Chartered Member of SAAJ >”)

As a preliminary step toward Level I of SAAJ’s CMA Education and Examination Program, SAAJ will commence offering its “**Primary Education Program**” in July 2004. This program is designed to provide a learning opportunity to gain the basics of financial theory and practices to a wide range of potential students such as those who aim at passing the CMA examinations, university students who seek a career in financial/securities businesses, and individual investors who are interested in their own financial planning.

The “Primary Education Program” features compact framework, newly-written correspondence texts with emphasis on description of the essence, optional review exercises, Q&A via the Internet which will enable students to check their own comprehension level, and short learning period (five months from July through November).

The examination will be held in December each year and those who pass will be awarded a certificate of completion and reduction in the fee for “Security Analysis and Portfolio Management” of the CMA Level I course.

From April 2004, SAAJ will launch its “**Candidate for CMA (CCMA) Program**” which mainly targets those who have passed the Level I examination (all three subjects) of the SAAJ CMA Education and Examination Program, provided that they have already received the certificate of the “SAAJ Standards of Professional Conduct for Security Analysts” correspondence course.

SAAJ Award for Excellence in Corporate Disclosure for Fiscal 2003

At the SAAJ Annual Conference in Tokyo on 3 October 2003, the 9th Awards for Excellence in Corporate Disclosure were presented to ten companies representing ten industries: *Mitsubishi Estate* (construction), *Asahi Breweries* (foods), *Asahi Kasei Corporation* (chemicals), *Fujisawa Pharmaceutical* (pharmaceuticals), *Hitachi Metals* (iron, steel and non-ferrous metals), *West Japan Railway Company* (transportation), *KDDI CORPORATION* (communications), *Mitsubishi Corporation* (trading), *Sumitomo Trust & Banking* (banking), and *Nomura Research Institute* (computer software).

A total of 136 companies from ten industries, selected by stock market value in each respective industry, were evaluated by 372 analysts conversant with each industry based on industry-specific criteria (score sheets), all of which attach importance to voluntary and positive disclosure such as analysts meetings and interviews rather than mandatory disclosure like brief announcement of the most recent financial statement. Furthermore, each subgroup member, comprising 68 experienced analysts, carefully analyzed and summarized the above evaluation results, and finally the SAAJ Corporate Disclosure Study Group selected companies exhibiting superior disclosure in each industry.

Recent Seminars

The following will be held in January-March 2004:

The 10th SAAJ Seminar: “Equity Valuation and Financial Information” to be held on 20 January in Tokyo

Session 1: “Convergence of International Accounting Standards — Present and Future” by Prof. Kunio Ito, Ph.D. (Dean, Graduate School of Commerce and Management/Faculty of Commerce and Management, Hitotsubashi University)

Session 2: “Investment Strategy under the Changing Accounting System” by Yoshihiro Nomura (Equity Research Department, Financial Research Center, Nomura Securities Co., Ltd.)

Session 3: “Brand Valuations — Principles and Practices” by Timothy G. Iversen (Senior Advisor, American Appraisal Japan Co., Ltd.)

Session 4: “Transparency of Accounting Information — Recent Developments in the U.S.” by Kei Teshima (Deputy Manager, Financial Guaranty Section, Financial Solutions Department, Mitusi Sumitomo Insurance Co., Ltd)

Session 5: “Accounting Standards and Valuation Models” by Takashi Yaekura, Ph.D (Graduate School of Business Science, University of Tsukuba, Tokyo)

5th SAAJ-IPS Seminar: “New Development of Investment Performance Standards — Proposed Revisions and Additions to the SAAJ-IPS/GIPS Standards —”, 29 January, Tokyo

The Global Investment Performance Standards (GIPS) that are incorporated in SAAJ-IPS are in the process of revision to more expanded version. The seminar will overview movements toward the 2005 revision and focus on new provisions covering fee treatment and real estate/private equity investments as well as advertising guidelines for firm’s claiming compliance with the standards in its advertisements.

16th SAAJ-AIMR/JSIP Joint Seminar, 4-5 March 2004, Tokyo

SAAJ has held an annual seminar in cooperation with AIMR since 1989 (since 2001 with AIMR and its member society, JSIP) focusing on various investment topics. This 16th joint seminar, “Managing the Investment Firm: Searching for Solutions in a Rapidly Changing Environment” will be held in Tokyo, 4-5 March 2004 with eight prominent speakers from overseas and Japan, and will provide participants with latest knowledge and skills through two days of intensive discussions.

ASAF members are most welcome and are offered a discounted registration fee (80,000 Japanese yen) that is the same as for SAAJ/AIMR/JSIP members. For more details, see [English brochure](#) (the printed version of which has also been distributed to all ASAF member societies) or contact the SAAJ office: seminar@saa.or.jp.

Calendar 2004

2 April	ASAF Interim Executive Committee Meeting Auckland, New Zealand
22 June	ACIIA® Promotions and Marketing Commission Meeting
23 June	ACIIA® Council Meeting
24 June	ACIIA® Annual General Meeting Amsterdam, The Netherlands
16 October	ASAF Education Committee Meeting ASAF Advocacy Committee Meeting ASAF Communications Committee Meeting ASAF Executive Committee Meeting
17 October	ASAF Annual General Meeting
18 October	2004 SAAJ Annual Conference
19-20 October	2004 ASAF Conference Tokyo, Japan



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