

REMISIERS showed they have a HEART at the Society's 25th Anniversary Gala Dinner

*Remisiers
with a
Heart*

A total amount of \$81,000
was raised for the Spastic
Children's Association School,
a programme supported by
Community Chest"



Sophie Chung, Chew Sutat, John Wee & Edmund Lee



Albert delivering his welcome address



Kevin Phua, Lee Wee Seng, Chew Sutat and Albert Fong



Cake Cutting Ceremony



Eric Lim, the evening's top bidder with Albert Fong



Best dressed Winners Johnson Koh & Jeannie Khaw

*We wish you a Merry Christmas and a
Happy New Year*

Patron

Mr. Lee Wee Seng

22nd Executive Committee 2011-2013

President

Mr. Albert Fong Say Kim
OCBC Securities Pte Ltd

Vice-President

Mr. Jimmy Ho Kwok Hoong
UOB Kay Hian Pte Ltd

Honorary Secretary

Mr. John Wee Choo Chuan
OCBC Securities Pte Ltd

Asst Honorary Secretary

Mr. Ng Chee Seng
DBS Vickers Securities Pte Ltd

Honorary Treasurer

Mr. Fabian Loi Chit Sin
DBS Vickers Securities Pte Ltd

Asst Honorary Treasurer

Mr. Teo Beng Huat
Phillip Securities Pte Ltd

Publications Secretary

Mr. Vincent Khoo Teng Lau
OCBC Securities Pte Ltd

Asst Publications Secretary

Mr. Heng Liang
OCBC Securities Pte Ltd

Committee Members

Ms. Sophie Chung Pui Lam
UOB Kay Hian Pte Ltd

Ms. Nancy Lim Lan See
UOB Kay Hian Pte Ltd

Mr. Natarajan A
AmFraser Securities Pte Ltd

Mr. Albert Tye Choo Aik
Lim & Tan Securities Pte Ltd

Mr. Dave Chan Peng Leong
OCBC Securities Pte Ltd

Ms. Janet Lee Le Lin
OCBC Securities Pte Ltd

Mr. Jerry Tay Wei Xin
Kim Eng Securities Pte Ltd

Honorary Auditors

Mr. Steven Ong Sze Chong
UOB Kay Hian Pte Ltd

Mr. Kay Hong Ping
Phillip Securities Pte Ltd



From the Editor's Desk

Welcome to the latest issue of The Remisier Newsletter. 2011 is drawing to a close, and soon 2012 will dawn on us. A lot has happened in one year. Much has been written about the state of the global economy and nauséam. Closer home, we celebrated our Silver Jubilee and produced a special Souvenir Magazine to commemorate the event.

What is the cause of this global conundrum? Many people have blamed the financial industry and the financial professionals. In the US, the people who lost their jobs, money and houses tried to "Occupy Wall St"; in Singapore, a similar movement was copied (Occupy Raffles Place), but it did not garner much support.

Economists seem to be an easy culprit. Economics is not an exact science; it is based on a lot of hypotheses. Economists assume an idealized world where people are rational, information is current and instantaneous, etc. The real world is far from ideal.

Another easy way out is to blame the political system and the politicians. They tried that in the US. Now, they are saying that in Europe also. Problems are man-made and being man-made; they can be solved, but there may be lack of political will to do so. Self-interests come into play, more powerful than economic forces.

So, the blame game continues. It seems the investors are blameless. Scapegoats are the markets, regulators, etc.

Now, all over the world, investors must be protected. It used to be caveat emptor and laissez-faire. The new mantra is: "we must micro-manage the investment space; we must hold their hands. We have to protect our vulnerable citizens". Perhaps the problem would not have arisen if all these exotic products had been banned in the first place.

In Singapore, financial products are being categorized into Excluded Investment Products (EIPs) and Specified Investment Products (SIPs). Retail investors who wish to trade in SIPs starting from 1st Jan 2012, have to be qualified by completing the Customer Account Review declaration. Dealers and remisiers must take and pass the CMFAS Module 6A by June 2013.

Vincent Khoo
Editor

Editorial Committee

Editor: Vincent Khoo

Assistant Editor: Heng Liang

Members: Natarajan A, Dave Chan

Contributor: Fabian Loi

Secretariat: Florence Tan, Esther Sim

Photographer: Ng Chee Seng

Advisor: Albert Fong

Publisher: The Society of Remisiers (Singapore)
271 Bukit Timah Road #03-04 Balmoral Plaza Singapore 259708
Tel: 6735 1772 Fax: 6735 1773 Website: www.remisiers.org Email: secretariat@remisiers.org
Printer: Axxa Design & Print Pte Ltd
605A Macpherson Road #05-01 Citimac Industrial Complex Singapore 368240
Tel: 6282 9269 Fax: 6282 9035 Website: www.axxa.com.sg Email: design@axxa.com.sg

The Remisier is published four times annually in Mar, June, Sep and Dec. The views and opinions expressed are those of the authors and do not necessarily represent the views of The Society of Remisiers (Singapore) or the Publisher. Publication of an article or advertisement does not imply that the service or product is endorsed by the Society, unless specifically stated. All opinions or recommendations, stated or implied, appearing in The Remisier may not be reproduced for publication, advertising or sales purposes unless prior permission is obtained from the Publisher in writing.

Our society celebrated its 25th Anniversary on 11th November 2011 at Marina Bay Sands' Cassia Ballroom. The theme of the evening's programme was "Remisiers with a Heart". The beneficiary is the Spastic Children's Association School which is supported by Community Chest.

More than 620 members and invited guests graced this special event. All nine local securities companies were represented, namely, AmFraser Securities, DBS Vickers Securities, CIMB Securities, DMG & Partners, Kim Eng Securities, Lim & Tan Securities, OCBC Securities, Phillip Securities and UOB Kay Hian. The Guest of Honour was Mr. Chew Sutat, Executive Vice President & Head of Sales & Clients, SGX. Special guests included Mr. Edmund Lee, Chairman & CEO of DBS Vickers, Mr. Esmond Choo, Chairman of Securities Association of Singapore, Mr. Sim Siang Choon, Executive Chairman of Loyz Energy, Mr. Lee Swee Keng, Executive Chairman of Zhongmin Baihui Retail group and representatives from MAS, SGX, listed and non-listed companies like Singapore Pools.

The evening started with a short video screening of "The Professional Remisier" which showcased the roles played by the remisiers over the years in Singapore's securities market. Entertainment included singing and dancing by local and foreign performers. In his President's welcome address, Mr. Albert Fong thanked everyone for their presence and recounted the achievements of the Society in the last 25 years. Mr. Chew Sutat in his brief address affirmed the SGX's support for the development of remisiers and their welfare.

Following the video presentation of Community Chest on its programmes to help the less fortunate, Mr. Albert Fong presented a cheque of \$50,000 to Mr. Hwang Peng Yuan, Vice Chairman of Community Chest. The amount was raised through the sale of corporate tables and contributions from members. The fund raising effort continued immediately with the auctioning of three calligraphy art pieces generously donated by Mr. Johnny Quek of Dynasty Classic. The pieces depict separately the Chinese characters representing 'Serenity', 'Fortune' and 'Prosperity' and together fetched a total sum of \$26,000. The 'Prosperity' piece was won by Mr. Eric Lim of DBS Vickers with 'Serenity' going to Mr. Zyod Teo and 'Fortune' to Ms Ruby Chua, both from UOB Kay Hian. All proceeds go to the Community Chest.

There were table draws, lucky draws and bingo games. Prizes were also given for the best dressed gentleman and best dressed lady; these were won by Johnson Koh and Ms Jeannie Khaw respectively. In addition, all attendees stood a chance to win a Mercedes Benz E200 in the "toto" game organised and sponsored by Singapore Pools.

Edited excerpt of an appreciation letter received from Ms Tan Bee Heong, Director of Community Chest dated 18th Nov 2011

I would like to express our grateful appreciation to The Society of Remisiers (Singapore) for the generous donation of \$50,000 presented at the Society's 25th Anniversary Gala Dinner 2011.

Your society's passion and dedication to undertake this charity fund-raising initiative to help the less privileged in our community is truly exemplary. You may be pleased to know that every dollar of your kind donation will go towards providing critical services to the children of Spastic Children's Association School, a programme supported by Community Chest.

Our vice-chairman, Mr. Hwang would like to convey his grateful thanks to you through the attached note.

Once again, thank you for making a difference to the lives of our beneficiaries and we look forward to your continued support.



*Albert Fong presenting a cheque to
Community Chest's Vice Chairman,
Mr Hwang Peng Yuan.*

Edited excerpt of the note written by Mr. Hwang Peng Yuan, Vice-Chairman of Community Chest



*Appreciation plaque from Community Chest - Under The Sea by
Mohd Shaffiq Rahma. This plaque showcases an aluminium tooling
artwork crafted by 14-yr old Mohd Shaffiq Rahma who has intellectual disability.*

*Shaffiq is a student of APSN Tanglin School. APSN Tanglin School,
a programme supported by Community Chest, provides special education
for children aged 13 to 18 years old with intellectual disability and autism."*

I would like to add my sincere thanks to your tremendous efforts to raise funds to make life better for our beneficiaries. I also greatly appreciate the extraordinary efforts to raise some more money through the auction of the calligraphy, which received exciting, substantial and generous response from your members. I would not be surprised if many members also left behind their deposits.

Thank you, "Remisiers with a Heart".

**Edited excerpt of the speech by Mr. Albert Fong,
President of The Society of Remisiers (Singapore)**



The Society has come a long way since it was established in August 1986. It has weathered various financial storms and helped our members adapt to many developments brought about by the ever-changing business environment. The liberalisation of the securities market in October 2000 brought many uncertainties to the industry. We appeared helpless during this period, but we brainstormed and managed to adapt to these changes. At that time, there was no direction on how the industry would cope with the new liberalised environment and we wanted to avoid mindless fee competition among securities firms. It led us to initiate and successfully bring about fee guidelines, including a minimum brokerage for securities transactions. Mindless fee competition then would probably have driven many out of business. It is probably timely to remind

all stakeholders, particularly the new entrants, that senseless undercutting will not do anyone any good but instead raise the systemic risks within the market place.

We are now entering a new phase in the industry. A new requirement will be imposed on those who wish to trade in listed Specified Investment Products starting 1st January 2012. In addition, a slew of changes and new initiatives have been introduced recently to the dismay of our community. We have raised our concerns to SGX who has assured us that they would study the matter. We are now waiting and hoping for a positive outcome.

Technology and globalisation have changed the dynamics of investing. Stock trading has been transformed from an equity trading model to one of a total wealth management model. More and more investors, young and old, have adopted new approaches to investing. Remisiers too have adapted or gone beyond facilitating traditional transaction of stocks and shares to handling more products that add value to their clients' investment needs.

However, to cope with the increasing expectations of more discerning investors, remisiers need to be more knowledgeable and technically competent. It is imperative that remisiers are constantly updated on their knowledge of relevant events in the dynamic market place and be equipped with the right skill sets and knowledge. We, therefore, urge SGX and member companies to support and fund an effective development programme for remisiers which would include sharpening trading skills, risk management, sales and marketing proficiencies.

The theme of our Gala Dinner is "Remisiers with a Heart". While we gather here tonight to celebrate our 25th anniversary, let us not forget the less privileged people. They need help from those of us who are more fortunate. It is with this in mind that we have decided to include a charity element into our 25th Anniversary celebrations. It is not just about contributing back to the society, but also to create an awareness that these less fortunate people exist in our midst. Let us show our empathy for the less privileged and disadvantaged. I urge all of you to contribute generously. Your donation will provide meaningful support for them.

In conclusion, remisiers have played many vital roles and contributed significantly to the growth of Singapore capital markets. As front line market intermediaries, remisiers hold an indispensable risk management role in the overall trading system and in guiding the investing public on matters related to financial literacy and securities investments. We are confident that we can continue to contribute further to the growth and development of Singapore securities market.



Executive Committee with guests from SGX



Zyod Teo and his winning "Serenity" bid.



Ruby Chua and her winning "Fortune" bid



It has been 25 years since the Society of Remisiers (Singapore) was formed. SRS came about during an eventful period in the mid 80s, and has grown through the years, through the ups and downs of the market and the continuous changes in the business world.

I recall the days before the internet, before teletext and computerisation, when prices were updated on a white board in the broking firms; when central buyers put trades through to the floor, when we had tea breaks and when market closed at 4pm.

Today, we are in the midst of a period which seems no less eventful than 25 years ago, and continuous change confronts us. The Greek debt crisis, US politics and Chinese bank lending all impact the increasingly correlated performance of markets worldwide. Our entrepreneurs, SMEs and financial markets depend on global capital flows and liquidity to come to our shores. To successfully navigate in this vast ocean, one needs to adapt and adopt global technology, standards and safeguards and most importantly, welcome a wider pool of investors to our market.

Having more diverse participants in our market means more liquidity; nevertheless, changes always are a cause for concern. Previously, there were unwarranted fears that internet trading will remove the need for remisiers. With changes in technology and market structure, many remisiers now benefit by being able to engage and serve a larger pool of clients, with more flexibility in how, when and where to engage and service customers.

Today, many of you are concerned about certain types of market participants such as high-frequency traders who use new technology and tools. HFTs, like internet trading, is part of the evolution of electronic trading. Remisiers have been able to thrive with internet trading and I believe remisiers will continue to do well when HFTs enter our markets. A remisier does not rely on speed alone to serve his customers. Instead, he is a valuable source of good advice and information on investments to his customers.

In any case, many of your customers trade in the US markets because they like the liquidity there, and the liquidity is high partly because US markets have the highest percentage of HFT participation.

In Singapore, HFTs are already present in SGX's derivatives market. If you talk to traders in the derivatives market, they will tell you that algorithmic trading which represents about 30% of SGX derivatives volume, has led to steady growth of volume by 50% in the last 12 to 18 months. It is more business for you if securities market volumes grow likewise. HFTs, if and when they enter our securities markets, will be treated in the same way as other participants. They will be subjected to the same rules and regulations; in other words, there will be no special treatment. Furthermore, even as we welcome more market participants, we will also continue to improve and introduce new safeguards in the market for all participants.

Also, we definitely need to increase retail participation in our market. Educating and informing retail investors is very important to SGX. We have developed an online education programme on "Specified Investment Products" to help investors obtain knowledge on their risks and benefits. Investors can also access market updates on SGX's website, attend SGX Academy courses, seminars and events jointly held with our partner brokers and SIAS. In all these efforts, we need your support and suggestions to achieve our common goal.

The retail investor today is spoilt for choice in terms of what he or she can invest in. Property has always been popular with Singaporeans. Anecdotal evidence also suggests a lot of retail investors are trading in US and other foreign markets, or using OTC platforms including CFDs and leveraged FX trading, often not being fully aware of the risks.

Based on past performance, the Singapore market may actually be the best market for investors who are Singapore-dollar based. We are now reporting on our website the past performance of the Singapore market versus overseas markets and also other asset classes such as fixed deposit and property. The results are very positive, and have surprised many who have viewed it. For example, our STI returned a total 40 percent over a 5-year period and 61 per cent over 10 years, compared with a loss of 17 percent and 21 percent respectively for the Dow Jones Industrial Average. Compared with other Asian markets, the STI's average annual return of 7 percent over 5 years and 5 percent over 10 years is actually better than Hong Kong's HSI.

You should get the word out that investors have excellent opportunities staying at home investing through you. Many of you have successfully adapted to changes in the market, and in so doing, continue to add significant value to support your clients. Secondly, the Singapore market has got many attractions that few know about. Bring these to your clients. You are financial professionals. Believe in yourselves.

We at SGX value highly the contributions of SRS. As we work together with your Society to grow and improve the profession, I have full confidence that all of you here tonight will successfully overcome the challenges of the day, and be a thriving part of a more vibrant, more connected, more liquid Singapore market going forward. You are remisiers, with both the knowledge and a heart.



Members from DBS Vickers



Sophie Chung, Patrick Lee, Wang Toon Luan, Ng Tee How, Albert Fong, Edward Stanislaus & Thng Beng Hooi



Michael Goh and lucky prize winner Chen Yen Siong



Vincent Khoo, Esther Sim and Hwang Peng Yuan



Standing: Elgin Ting, William Wong, Eugene Neo, Jeslyn Wong, Sophie Chung, Boh In Cher and Lisa Ang
Seated: Samantha Wong, Cheng Khin Tin and Loh Hui San



Michael Goh and prize winner David Lim



Low Chui Heng, Lee Swee Keng (Executive Chairman, Zhongmin Baihui), Albert Fong, Chen Kai Tong & David Lim



Grand Finale by Revue-de-Orient Troupe



Showtime, with members' participation

About 60 members showed up to hear what the gold exploration and mining industry had to offer in terms of investment opportunities. The seminar was organized by SGX. The topics included

- Mining industry & geology overview
- Resource & Reserves Classification System
- Risks in gold mining exploration and processing
- Valuation of Mining Assets (including equity valuations; e.g., where to locate benchmarks)

The speakers from Behre Dolbear (a consultancy firm in the mining industry) were represented by Barney Guarnera, Tom Bispham and Laura Jensen. Barney Guarnera certainly had everyone's attention when he remarked that everything we consumed was either grown or mined. He has 30 years of experience and is recognised as an expert in valuation of mines.

The evening rounded off with interaction between members and the presenters over drinks and finger food.



The agenda



The mining activity



Attentive audience



Q & A session



All eyes on the slides



L to R: Albert Fong, Thomas Bispham (MD), Dr Laura Jensen, Fong Chong Lek (VP, SGX) & Bernard Guarnera (President & Chairman, Behre Dolbear)

Welcome New Members @ V on 2nd Dec 2011

by Fabian Loi

About 40 members were hosted to an evening of food, fun and excitement at one of the Singapore Turf Club off-site venues at V located at the 3rd level of China Square building. Almost all the Exco members and some old members were on hand to welcome 20 new members who joined the Society recently.

Participants were given complimentary betting vouchers to try their luck. Besides providing insight to the world of horse racing, STC also treated members to a sumptuous buffet dinner spread and surprised 5 lucky members with a specially designed jacket in the lucky draw. The Society would like to thank Mr. Chee Kok Leong and Singapore Turf Club for their hospitality and for sponsoring the fun-filled and exciting evening.



Briefing by STC on picking a winner



Rachel Lim, Michael Tay, Albert Tye & Albert Fong



Sophie Chung, Vincent Khoo, Chee Kok Leong (STC), Albert Fong, Alan Ow (STC), Nancy Lim, Fabian Loi, Natarajan & Albert Tye



A thorn among the roses!



Lucky prize winner, Vincent Khoo



Lucky prize winner, Rowena Yeo

*We welcome the following new members who joined
from Nov to Dec 2011*

List of New Members

CIMB Securities

Woo Su Lin Dec 2011
Gary Peck Dec 2011

DBS Vickers Securities

Frankie Lim Nov 2011

Kim Eng Securities

John Teo Dec 2011

Lim & Tan Securities

Chua Ming Lun Dec 2011

OCBC Securities

Chang Shyan Min Nov 2011
Wong Jui Heng Nov 2011
Wong Mong Keng Dec 2011

Phillip Securities

Jonathan Soon Nov 2011
Seah Kian Huat Nov 2011
Lucy Lee Dec 2011
Victor Lee Dec 2011
Christine Teo Dec 2011

Upcoming Activities

2012 Jan 7
Pre-CNY shopping to JB

2012 Jan 12
Talk on Feng Shui by
Grand Master Raymond Lo,
organised by Singapore
Pools

2012 Mar
26th AGM to be held
at SGX Auditorium

Continuing Education Programme for Dealers & Remisiers (SGX-accredited)

Schedule of Courses for Jan - Dec 2012

S/N	Title	Date
1	Understanding the Oil & Gas Sector	31 Jan 2012
2	How to Find Hidden Information in Financial Statements	17 Feb 2012
3	Economic Indicators & Forecasting	16 Mar 2012
4	Understanding Mergers, Acquisitions & RTOs	20 Apr 2012
5	Tell Tale Signs of Companies in Trouble	18 May 2012
6	Understanding the Renewable Energy Sector	15 Jun 2012
7	Fundamental analysis for professionals	20 Jul 2012
8	High Yield Investing Myths and Pitfalls	24 Aug 2012
9	Polish your conversational skills to win more clients	21 Sep 2012
10	An Introduction to Singapore's AML & CFT Law & Regulations	19 Oct 2012
11	Essentials of Specified Investment Products	16 Nov 2012
12	Money & Trade Management	08 Dec 2012

Contact Education Centre @ 6323 6208 or visit www.remisiers.org/education for further details

Above are subject to changes

Call for articles, thoughts, snippets, etc.

The Society would like to hear from you. Send us articles, thoughts or even short snippets of issues that you are keen on, that you want to share about, or that keeps you awake at night. It only needs to relate to remisiers and/or financial investments. For articles, keep it to 1200 to 1500 words at most. Send your materials by email to the Society at secretariat@remisiers.org.