

Suitability Obligations on Complex Products Distribution

**In response to "The HKMA and SFC issued circular dated 1-Mar-2022"*

13 Jul 2022 (Wed) | 7:00pm - 10:00pm



Apply now



Objective

The HKMA and SFC issued a [Joint circular on 1 March 2022](#) to inform intermediaries that they will conduct a concurrent thematic review of the distribution of non-exchange traded investment products.

This training programme aims at enhancing intermediaries' practical understanding of the HKMA and SFC regulatory requirements on **how to comply with suitability obligations on equity-linked structured products.**

(e.g. Equity accumulators, decumulators) and Corporate bonds to (i) Perform product due diligence, (ii) Conduct suitability assessment, (iii) Provide information to investors.

SPEAKER

Key Description

The speaker of this course has over 15 years of regulatory compliance experience in dealing with the HKMA and SFC. He was the first trainer appointed by the HKIB to conduct over 200 training hours to over 500 private bankers for the Certified Private Wealth Professional (CPWP) Module 2 – Ethics & Compliance. He is a qualified accountant at HKICPA and AICPA. He possesses Juris Doctor in Law and MBA.

Programme Outline

1. How to classify between retail investors and professional investors under the revised Securities and Futures (Professional Investor) (Amendment) Rules 2018 and the revised SFC Code of Conduct.
2. How to conduct an efficient and effective know-your-client investor risk profile process.
3. How to conduct product due diligence and classify complex investment products (i.e. equity accumulators, decumulators, corporate bonds, coco bonds) under the HKMA and SFC regulatory requirements.
4. How to apply the SFC suitability clause into client agreements.
5. How to conduct and discharge investment suitability obligations to retail investors and professional investors.
6. How to comply with the guidance on managing conflicts of interest for distribution of complex investment products.



Target Audience

Frontline of defence

01

All HKMA registered persons or SF licensed persons – e.g. including: (Retail banking RMs, IVS specialist, IC, wealth management, private banking staffs, traders, structure products etc.)

02

Compliance Practitioners

Who are working in the retail wealth management or private wealth management with a better understanding on distribution of complex investment products in HK.

Apply NOW

Scan the QR code at the upper right-hand corner or [click here](#) to apply via e-form

Programme Delivery

Virtual Classroom (Zoom)
Cantonese

Early Bird DEADLINE

29 Jun 2022 (Wed)

Enquiries

(852) 2153 7800
programme@hkib.org

Application DEADLINE

6 Jul 2022 (Wed)

PRICE LIST

Early Bird
Regular Price

Individual Member
HKD 900
HKD 990

Staff of Corporate Member
HKD 1,000
HKD 1,190

Non-Member
HKD 1,200
HKD 1,320