



SECURITIES AND
FUTURES COMMISSION
證券及期貨事務監察委員會

Fund Management Activities Survey 2005

Hong Kong
July 2006

Table of Contents

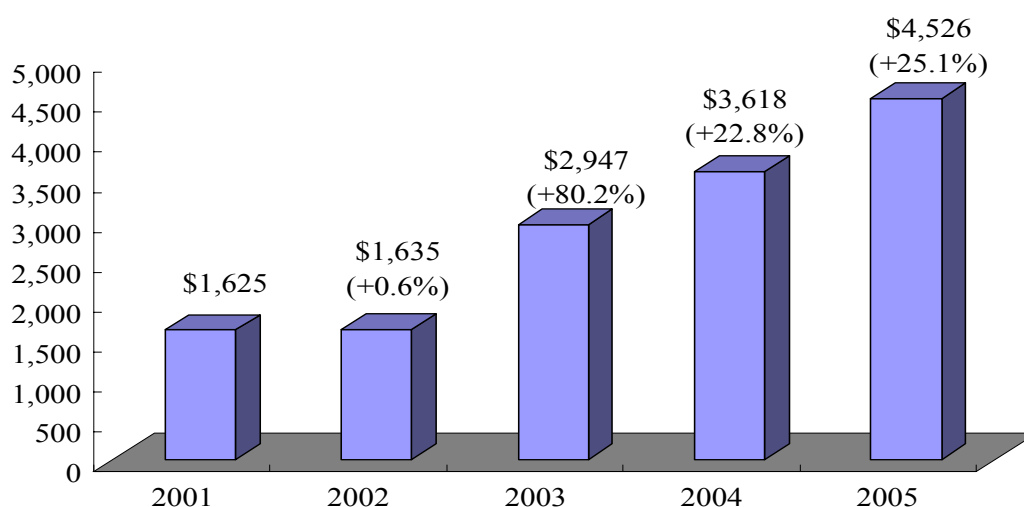
	Page
■ Executive Summary.....	1
■ Introduction.....	6
■ Responses.....	6
■ Findings.....	7
- Combined fund management business (\$4,526 billion).....	7
- Total assets under management (AUM), which excludes pure advisory assets, other private banking activities and REITs (\$3,242 billion).....	8
- AUM (\$3,242 billion) – by types of fund.....	9
- AUM (\$3,242 billion) – by source of funds.....	9
- AUM (\$3,242 billion) – allocation of investments.....	10
- AUM (\$3,242 billion) - Assets managed in Hong Kong (\$1,725 billion).....	11
- Assets managed in Hong Kong – by types of funds.....	11
- Assets managed in Hong Kong– geographical spread.....	12
- Assets managed in Hong Kong – by asset class.....	12
- Total assets under pure advice (\$330 billion).....	13
- Other private banking activities (\$916 billion).....	13
- SFC-authorized REITs (\$38 billion).....	14
- Profile of staff.....	14
■ Recent development in the fund industry.....	15
■ Appendix - Major aggregate figures.....	17

Executive Summary

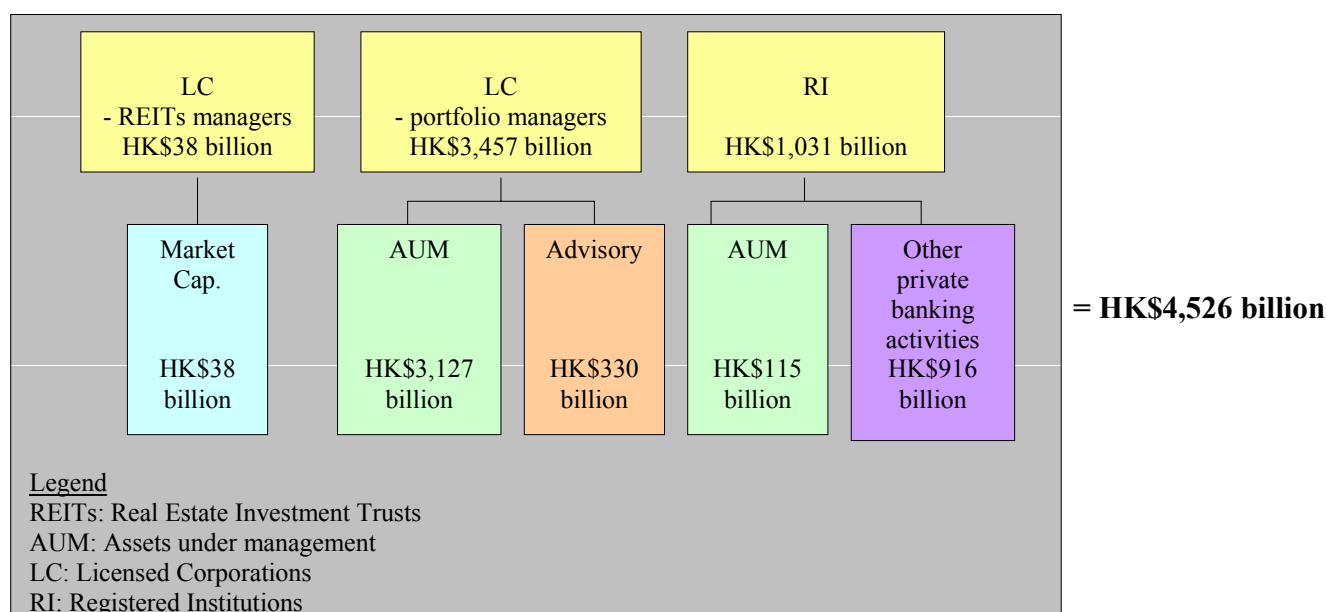
The Securities and Futures Commission (SFC) has conducted the Fund Management Activities Survey (FMAS) for the year ended 31 December 2005. The survey covered fund management activities among licensed corporations¹ and registered institutions². The major findings are summarized as follows^{3,4}:

1. *Reflecting the pre-eminent role of Hong Kong as an international financial centre, combined fund management business⁵ amounted to \$4,526 billion, representing a sizable year-on-year growth of 25% (2-year growth: 54%).*

Combined Fund Management Business (HK\$ in billions)



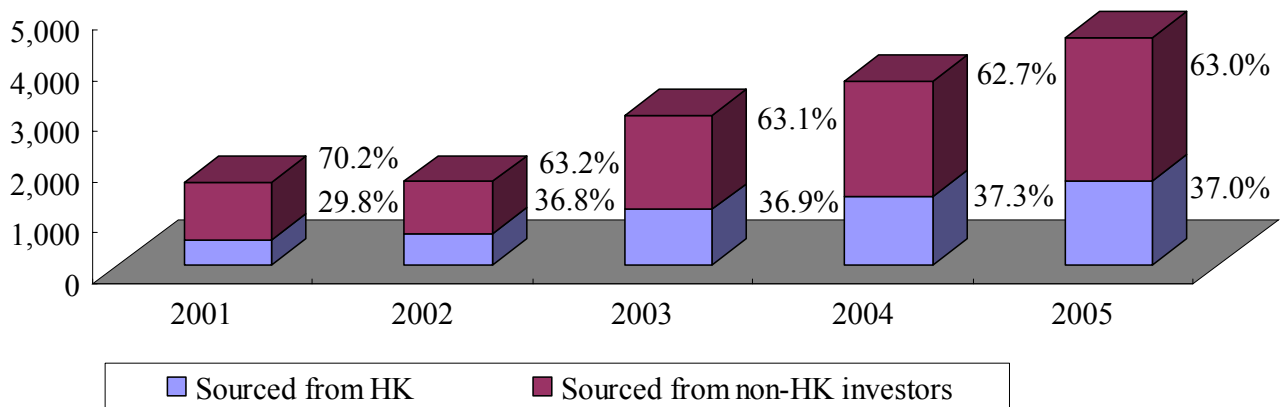
Breakdown of Components in Combined Fund Management Business



- The continuous growth in the fund management business not only reinforced Hong Kong's status as a renowned international financial centre with a quality market that is attractive to international funds, but also reflected the desire of investors to increase their asset allocations to the region in order to pursue their Asian-focused strategies. The growth can also be attributed to increased local demand and participation in fund investment due to the broad range of investment products available in the market.

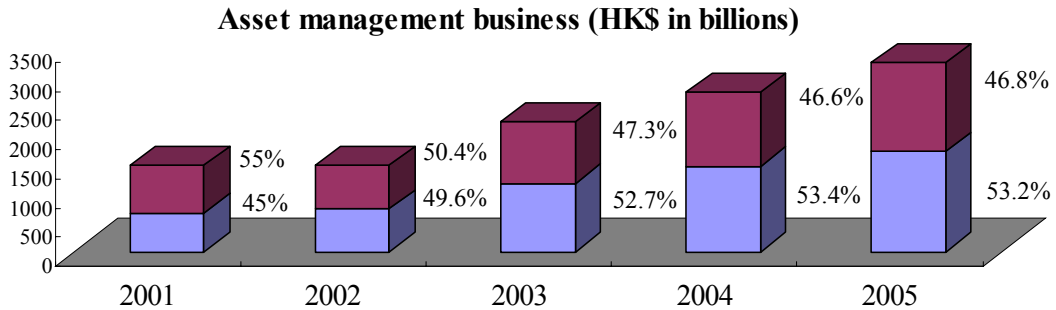
2. *Hong Kong continued to be a leading fund management centre in Asia and our fund management industry has a strong international component. Of the total non REITs fund management business (\$4,488 billion), over 60% of the assets, namely \$2,830 billion, were sourced from overseas with a year-on-year growth of 25% in value terms (2-year growth: 52%).*

Fund Management Business - by source of asset (HK\$ in billions)



- Occupying a centrally located position within the whole of Asia, Hong Kong has leveraged its strategic geographical position, attracting significant overseas funds to use the Hong Kong fund management platform. In 2005, 57 corporations were newly granted with Type 9 (asset management) licence by the SFC.

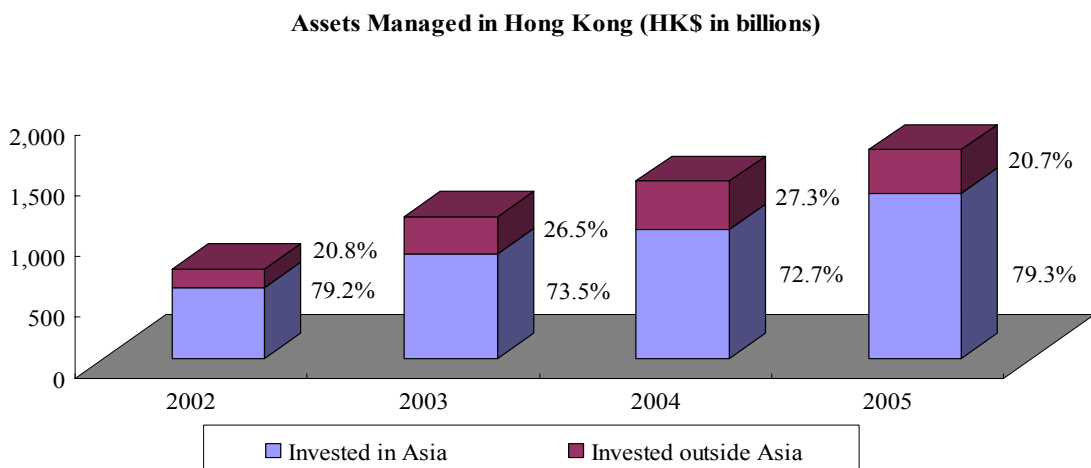
3. *Of the total non REITs assets under management (\$3,242 billion) by licensed corporations and registered institutions, 53% or \$1,725 billion was managed in Hong Kong, with a year-on-year growth of 18% in value terms (2-year growth: 47%).*



- Assets sub-contracted or delegated to other offices/ 3rd parties overseas for management
- Asset managed in HK

- More than half of the assets under management continued to be managed in Hong Kong. In value terms, the amount of assets managed in Hong Kong increased by 18% from 2004. This reflected that Hong Kong has developed a pool of talents, locally based who possessed ample knowledge, experience and exposure in fund management.

4. *Of the total non REITs assets managed in Hong Kong (\$1,725 billion), 79% (\$1,368 billion) was invested in Asia with a year-on-year growth of 28% in value terms (2-year growth: 58%). Among this investment, \$617 billion was invested in Hong Kong and China. This further illustrates Hong Kong's development of expertise in managing investments in Asia which strengthens Hong Kong's position as a gateway into the mainland as well as the rest of Asia.*



Note: Information on geographical spread of assets managed in Hong Kong was first collected in 2002.

- In addition to its unique geographical position, Hong Kong has much to offer in terms of skills, experience and quality services. Hong Kong possesses a critical mass of professional talents with expertise developed in investments in Asia, particularly China. Hong Kong serves as an important bridge between the mainland and the rest of the world. All these have helped Hong Kong develop into and remain a leading international asset management hub in the region.

5. *Recent development in the fund industry*

- Reflecting Hong Kong as a leading fund management centre in Asia, both the depth and breadth of investment funds managed in Hong Kong increased notably in recent years. A broad range of investment products ranging from low risk funds (e.g. bond or money market funds) to more sophisticated and specialized products (e.g. REITs, Exchange Traded Funds and hedge funds) has been developed and offered.
- During 2005, the SFC authorized 238 funds and 3 REITs. At the end of December 2005, there were 1,964 authorized unit trusts and mutual funds (excluding REITs) in Hong Kong, with a net asset value totaled around \$5,210 billion, up 21% from 2004.
- The last quarter of 2005 saw the takeoff of the Hong Kong REIT market. To date, four REITs managed by licensed corporations in Hong Kong have been successfully launched and listed on the Hong Kong Stock Exchange. As at the end of June 2006, the total market capitalization of the four REITs amounted to approximately \$49 billion (US\$6.3 billion), with an average daily turnover of \$373 million (US\$47.8 million) for the first half of 2006. Since the listing of the first REIT in Hong Kong in November 2005, we saw major milestones in the development of the REIT market in Hong Kong. The first product, the Link REIT marks the largest initial public offering of REITs so far in the world. We also have the first REIT with 100% of its portfolio in mainland properties.
- In June 2005, the SFC authorized the first bond index-tracking Exchange Traded Funds (ETFs) in Asia under the Asian Bond Fund (ABF) 2 project. The successful launch of the two bond ETFs in 2005 has raised the awareness level and interest of the public in bonds and increased their investment choices. As at the end of 2005, the approximate net asset values of the two funds amounted to \$2,145 million and \$8,596 million respectively.
- European based UCITS I funds need to be compliant with the UCITS III requirements at the latest by February 2007. The SFC introduced interim measures in March 2005 to facilitate the conversion of those that are authorised for sale in Hong Kong. By the end of 2005, the SFC had approved nearly 90% of the 1,000 plus UCITS III fund applications received.

- Hong Kong is one of the very first jurisdictions in the world to allow the offering of hedge funds to the retail public since 2002. The net asset size of our 13 authorized retail hedge funds was \$8.1 billion (US\$1.04 billion) as at 31 December 2005, more than six times larger than that as at end-2002. With the growing hedge fund industry in Hong Kong, the SFC has revised the Hedge Fund Guidelines in September 2005 to enhance measures for safeguarding investors' interest and the level of transparency.

Fund Management Activities Survey 2005

Introduction

1. The FMAS is an annual survey conducted by the SFC since 1999 to collect information and data on the general state of affairs of the fund management industry in Hong Kong. It helps the SFC plan its policies and operations.
2. The survey covers the fund management activities of two types of firms in Hong Kong, namely:
 - (a) corporations which are licensed by the SFC and engage in asset management and fund advisory businesses (collectively “licensed corporations”); and
 - (b) banks which engage in asset management and other private banking activities (collectively referred to as “registered institutions”), and are subject to the same regulatory regime (i.e. the Securities and Futures Ordinance) as the licensed corporations in respect of their fund management activities.
3. With the assistance of the Hong Kong Monetary Authority, an FMAS questionnaire was sent to registered institutions. The questionnaire was largely the same as that sent to licensed corporations, except for minor adjustments to cater for their different business nature and operations.

Responses

Licensed corporations and registered institutions

4. A total of 234 firms responded to the FMAS 2005 questionnaire, which comprised 186 licensed corporations and 48 registered institutions.
5. 217 firms, comprising 182 licensed corporations and 35 registered institutions, reported that they had conducted asset management, advisory business and/or other private banking activities. Among these companies, 34 licensed corporations and 19 registered institutions reported that they had distributed collective investment schemes in 2005.
6. Another 4 licensed corporations and 13 registered institutions reported that they had not engaged in asset management, advisory business, or other private banking businesses during the year, but they were distributors of collective investment schemes.

Licensed corporations

7. An analysis of the activities of the 182 licensed corporations that had assets under management (AUM) and/or had engaged in advisory businesses on funds/portfolios is shown below:

Respondents with AUM only	107
Respondents with pure advisory assets only	41
Respondents with AUM and pure advisory assets	34
	<u>182</u>

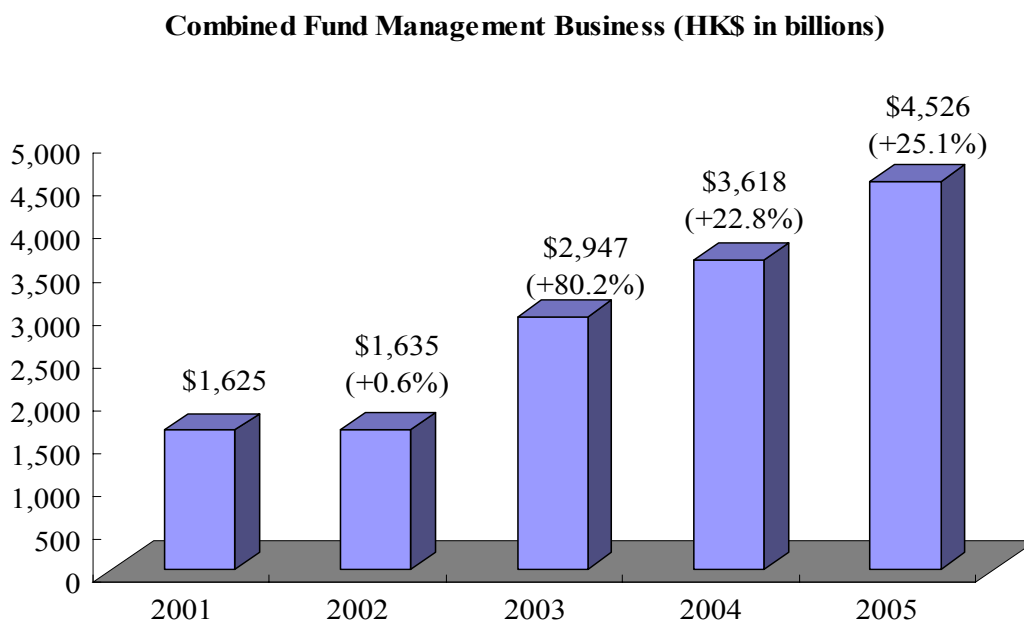
Registered institutions

8. An analysis of the activities of the 35 registered institutions that had AUM and/or had engaged in other private banking activities is shown below:

Respondents with AUM only	12
Respondents with other private banking activities only	12
Respondents with AUM and other private banking activities	11
	<u>35</u>

Findings

Combined fund management business (\$4,526 billion)



9. Hong Kong's combined fund management business continued to demonstrate a sizable growth. The aggregate value rose to \$4,526 billion at the end of 2005, representing a year-on-year growth of 25%:

<i>(HK\$ in billions)</i>	2005
Assets under management	
- licensed corporations	3,127
- registered institutions	115
	<hr/> 3,242
Funds/Portfolios on which advice was given	
- licensed corporations	330
Other private banking activities	
- registered institutions	916
SFC-authorized REITs	38
	<hr/> 4,526

For major aggregate figures of FMAS 2005, please see Appendix on page 17.

10. The number of licensed corporations and registered institutions that reported engagement in fund management activities also grew by 4% to 217, out of which 182 were licensed corporations and 35 were registered institutions.

Total assets under management (AUM)

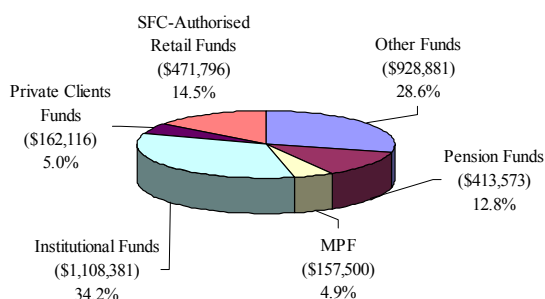
- which excludes pure advisory assets, other private banking activities and REITs (\$3,242 billion)

11. Total AUM, which excluded pure advisory assets, other private banking activities, and SFC-authorized REITs, amounted to \$3,242 billion as at December 31, 2005, representing an increase of 18% over that of 2004 (\$2,741 billion). In general, respondents attributed the growth in the AUM to the positive performance of the financial markets, the inflow of investment monies and the launch of new funds.

AUM (\$3,242 billion) - by types of fund

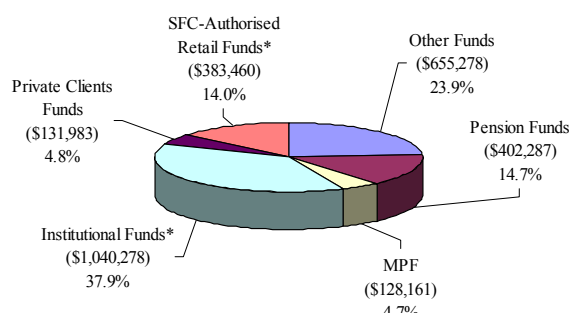
**AUM (LC+RI) - by types of Funds
(HK\$ in Millions)**

2005 - Total \$3,242,247



**AUM (LC+RI) - by types of Funds
(HK\$ in Millions)**

2004 - Total \$2,741,447



* A respondent has misclassified its \$30,732 million SFC-authorized retail funds as institutional funds in 2004. As such, the relevant figures have been restated accordingly.

12. Institutional funds continued to dominate but its weighting reduced from 37.9% to 34.2%, with a growth of only 7% in terms of asset size compared to 2004. The weighting of SFC-authorized retail funds increased from 14% to 14.5% with a year-on-year growth of 23% in asset size. In fact, the weighting and the value of SFC-authorized funds had been increasing gradually over the past several years. This showed the increased market participation by retail investors.
13. Since the introduction of the mandatory provident funds scheme in December 2000, mandatory provident funds have grown to account for 5% of the total AUM. This percentage is expected to rise steadily in the coming years, on the back of continued contributions from existing mandatory provident fund scheme members, contributions from new scheme members as the local economy and the employment situation improves, and accumulation of investment returns generated by the contributions.

AUM (\$3,242 billion) – by source of funds

(HK\$ in Millions)	LC		RI		LC + RI	
	AUM	%	AUM	%	AUM	%
Sourced From Non HK Investor	2,070,792	66.2%	73,309	63.8%	2,144,101	66.1%
Sourced From HK Investor	1,056,596	33.8%	41,550	36.2%	1,098,146	33.9%
Total	3,127,388	100.0%	114,859	100.0%	3,242,247	100.0%

14. As a whole, \$2,144 billion or 66% of the AUM was sourced from overseas, and the remaining 34% from Hong Kong investors. In terms of value, the AUM sourced from overseas increased by 19% over 2004 (\$1,802 billion) and the AUM sourced from Hong Kong increased by 17% over 2004 (\$939 billion).
15. The continuous growth of AUM sourced from overseas reflected significant interests from overseas investors to make investment allocation to the Asian Pacific region in view of the great potential and strong growth in the PRC and regional markets.

AUM (\$3,242 billion) – allocation of investments

16. Similar to the geographical exposure in the previous year, 22% (2004: 23%) of the AUM was invested in Hong Kong and 78% (2004: 77%) in overseas markets. In terms of value, investment in Hong Kong and investments in overseas showed an increase of 13% and 20%, respectively.

AUM by allocation of investments (in millions)						
	LC	%	RI	%	LC + RI	%
Invested in HK	713,089	22.8%	8,150	7.1%	721,239	22.2%
Invested overseas	2,414,299	77.2%	106,709	92.9%	2,521,008	77.8%
Total	3,127,388	100.0%	114,859	100.0%	3,242,247	100.0%

Investments in Hong Kong – by asset class

AUM invested in HK – by asset class (in millions)						
	LC	%	RI	%	LC + RI	%
Equities	464,353	65.1%	4,956	60.8%	469,309	65.1%
Bonds	181,951	25.5%	1,249	15.3%	183,200	25.4%
Cash, deposits or money market instruments	46,095	6.5%	1,691	20.8%	47,786	6.6%
Derivatives or Structured Products	7,405	1.0%	28	0.3%	7,433	1.0%
Other investments	13,285	1.9%	226	2.8%	13,511	1.9%
Total	713,089	100.0%	8,150	100.0%	721,239	100.0%

17. Of the \$721 billion worth of assets invested in Hong Kong, 65% were invested in equities and 25% in bonds, maintaining a similar weighting observed in previous years. The remaining 10% was invested in cash, deposits, or money market instruments, derivatives or structured products, or other investments.

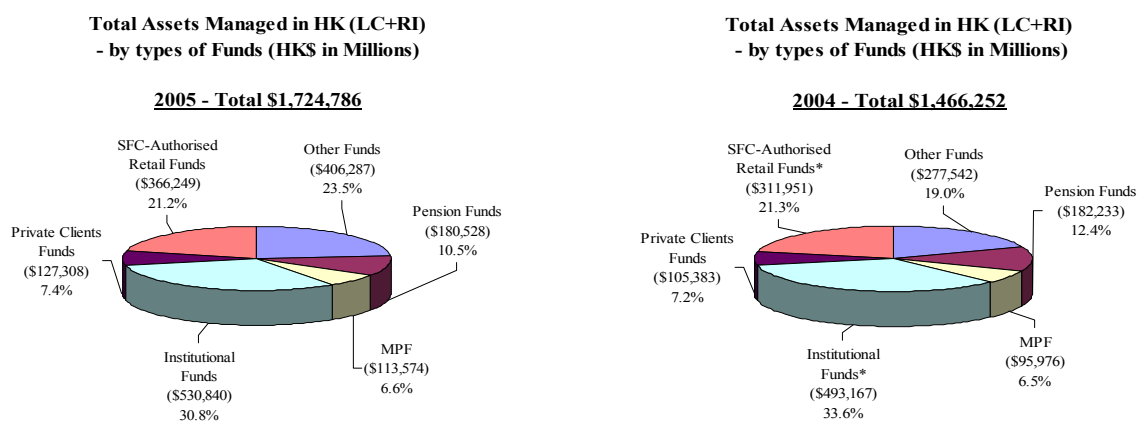
AUM (\$3,242 billion) - Assets managed in Hong Kong (\$1,725 billion)

AUM (in millions)						
	LC	%	RI	%	LC + RI	%
Managed in HK	1,639,247	52.4%	85,539	74.5%	1,724,786	53.2%
Managed overseas	1,488,141	47.6%	29,320	25.5%	1,517,461	46.8%
Total	3,127,388	100.0%	114,859	100.0%	3,242,247	100.0%

18. Out of the total \$3,242 billion worth of AUM, 53% (same as last year) or \$1,725 billion was managed in Hong Kong and the rest was managed overseas. In terms of value, there was a year-on-year growth of 18%. This could also be attributed to the rich pool of talents in Hong Kong and the expertise that licensed corporations have developed in investments in assets and business in Asia and particularly China.
19. Among licensed corporations, the value of AUM managed in Hong Kong increased by 17% and stood at \$1,639 billion, while AUM managed in overseas registered an increase of 18% and stood at \$1,488 billion. Of the total AUM of \$1,639 billion, about 91% was directly managed by licensed corporations and the remaining was sub-contracted or delegated to other offices or third parties for management in Hong Kong.
20. Out of the \$86 billion managed by the registered institutions in Hong Kong, 95% was directly managed by the registered institutions. Similar to licensed corporations, only a small portion (5% of AUM managed in Hong Kong) was delegated to other offices or third parties in Hong Kong for management.

Assets managed in Hong Kong – by types of funds

21. Among the \$1,725 billion worth of AUM managed in Hong Kong, \$1,639 billion was under the management of licensed corporations and \$86 billion was under the management of registered institutions. Institutional funds continued to dominate but its weighting has been decreasing over the past few years. On the other hand, the value of assets allocated to the SFC-authorized funds had grown from \$312 billion to \$366 billion.



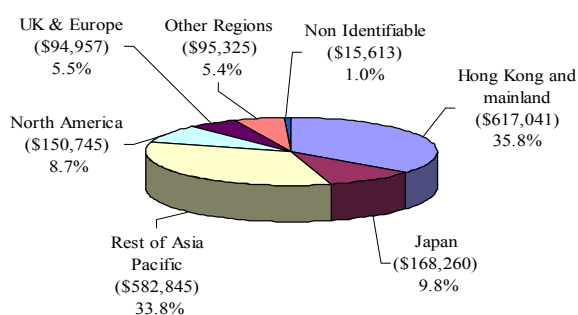
* A respondent has misclassified its \$30,732 million SFC-authorized retail funds as institutional funds in 2004. As such, the relevant figures have been restated accordingly.

Assets managed in Hong Kong – geographical spread

22. In terms of geographical exposure, Asia remained the primary destination of the AUM managed in Hong Kong. 36% of the AUM was invested in markets in Hong Kong and the mainland, 10% in Japan and 34% in the rest of Asia Pacific.
23. While the concentration of AUM in the Asian region reflected asset allocations to a certain extent, it also demonstrated the expertise that the local industry has developed with respect to investments in the Asian region.

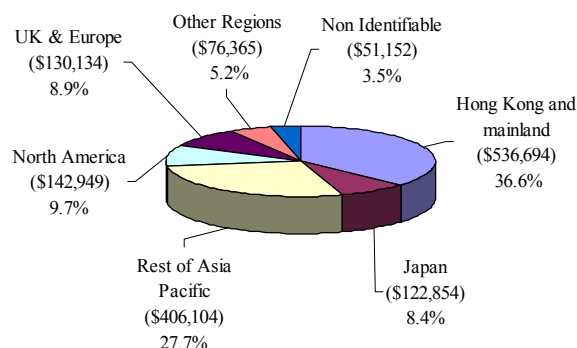
**Total Assets Managed in HK (LC+RI)
- by regions (HK\$ in Millions)**

2005 - Total \$1,724,786



**Total Assets Managed in HK (LC+RI)
- by regions (HK\$ in Millions)**

2004 - Total \$1,466,252

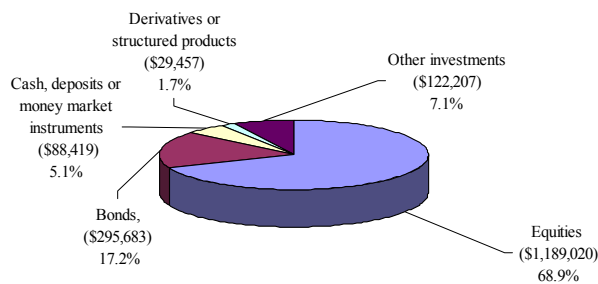


Assets managed in Hong Kong – by asset class

24. The majority of the AUM managed in Hong Kong (69% in 2005) was invested in equities. In value terms, allocation to equities grew by 20% from last year, which reflected investors' positive sentiment on equity markets and the growth of market. Investments in derivatives/structured products were up 53% in value terms compared to last year. The significant growth in derivatives/structured products showed increasing investors' interest in searching alternative investments.

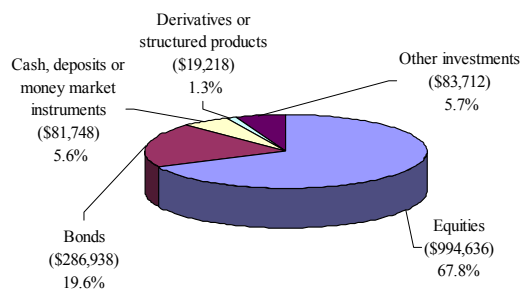
**Total Assets Managed in HK (LC+RI)
- by Assets class (HK\$ in Millions)**

2005 - Total \$1,724,786



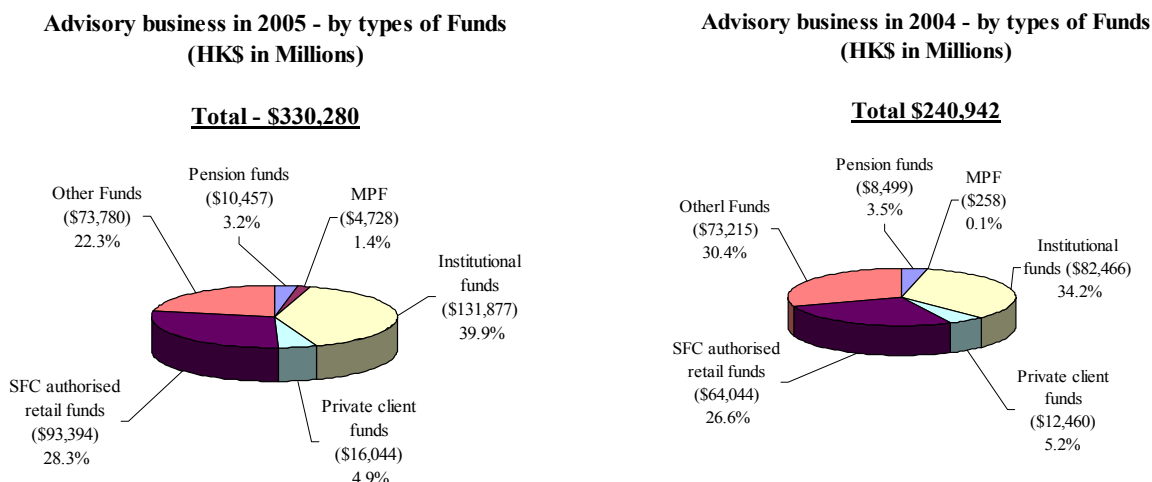
**Total Assets Managed in HK (LC+RI)
- by Assets class (HK\$ in Millions)**

2004 - Total \$1,466,252



Total assets under pure advice (\$330 billion)

25. Aside from asset management, some licensed corporations also engaged in advisory business on funds or portfolios. The value of assets which were the subject matter in respect of which advisory services were given amounted to \$330 billion, up from \$241 billion in 2004.



26. The size of MPF registered a 18 times growth. This might reflect that Hong Kong investors realized the importance of seeking good investment advice in their retirement planning. Meanwhile, institutional funds increased by 60% from 2004 and remained as the largest type of funds in the advisory business. SFC-authorized retail funds also increased by 46%.
27. By geographical origin, non-Hong Kong investors remained the major source of funds, accounting for 85% of the advisory business.
28. The amount of assets advised in Hong Kong remained as 63% of the total advisory business in 2005, compared to 2004. In value term, it grew from \$151 billion to \$207 billion.
29. Out of the total \$207 billion worth of assets advised in Hong Kong, 97% (\$201 billion) was directly advised by the respondents in Hong Kong and the remaining was sub-contracted or delegated to other offices/third parties.

Other private banking activities (\$916 billion)

30. In addition to asset management, registered institutions also provided the service of managing clients' portfolios of securities and/or futures contracts wholly incidental to the dealing of securities or futures for their clients. Such other private banking activities increased to \$916 billion in 2005 from \$636 billion in 2004.

31. 56% of these funds were sourced from Hong Kong investors and the rest from non-Hong Kong investors.

SFC-authorized REITs (\$38 billion)

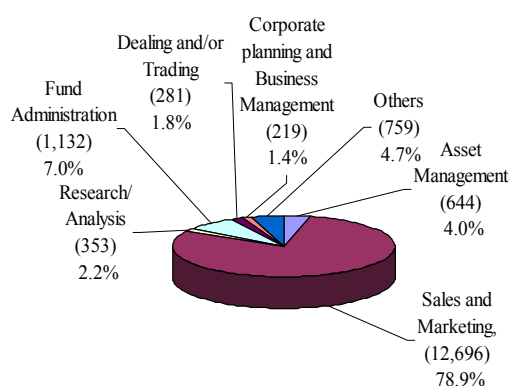
32. A new type of alternative investment management, namely real estate investment management, has emerged (3 SFC-authorized REITs of total \$38 billion market capitalization as at end 2005). It is expected that the REITs universe will provide a strong source of growth to the fund management business in the longer term as property assets in the region, particularly those in the mainland, are packaged into REITs.

Profile of staff

Licensed corporations and registered institutions

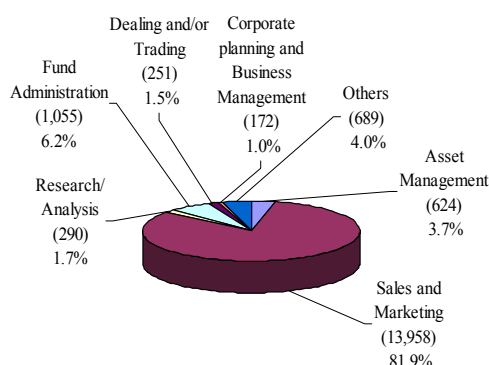
**Total staff in Fund Management Business 2005
(LC +RI) - by types of Job Functions**

Total = 16,084



**Total staff in Fund Management Business 2004
(LC+RI) - by types of Job Functions**

Total - 17,039



33. Respondents reported that a total of 16,084 staff was engaged in fund management business, representing a decrease of 6% from 2004. The decrease was largely due to the reclarification of roles and redeployment of employees of a registered institution, such that more than 1,000 staff were assigned with a variety of duties and no longer dedicated to fund management business.
34. Among the total staff, the majority (79% in 2005) was responsible for sales and marketing.

Recent development in the fund industry

- Reflecting Hong Kong as a leading fund management centre in Asia, both the depth and breadth of investment funds managed in Hong Kong increased notably in recent years. A broad range of investment products ranging from low risk funds (e.g. bond or money market funds) to more sophisticated and specialized products (e.g. REITs, Exchange Traded Funds and hedge funds) has been developed and offered.
- During 2005, the SFC authorized 238 funds and 3 REITs. At the end of December 2005, there were 1,964 authorized unit trusts and mutual funds (excluding REITs) in Hong Kong, with a net asset value totaled around \$5,210 billion, up 21% from 2004. Since the establishment of the SFC in 1989, the number of retail funds in Hong Kong had more than doubled from 781 to 1,964 at the end of 2005, with the value jumping 18 times from \$283 billion to \$5,210 billion.
- The last quarter of 2005 saw the takeoff of the Hong Kong REIT market. To date, four REITs managed by licensed corporations in Hong Kong have been successfully launched and listed on the Hong Kong Stock Exchange. As at the end of June 2006, the total market capitalization of the four REITs amounted to approximately \$49 billion (US\$ 6.3 billion), with an average daily turnover of \$373 million (US\$47.8 million) for the first half of 2006. Since the listing of the first REIT in Hong Kong in November 2005, we saw major milestones in the development of the REIT market in Hong Kong. The first product, the Link REIT marks the largest initial public offering of REITs so far in the world. We also have the first REIT with 100% of its portfolio in mainland properties. To date, the REIT market in Hong Kong offers investors a wide choice of properties, ranging from retail properties, commercial properties in decentralized locations in Hong Kong, Grade A offices in Hong Kong to properties in the mainland.
- In June 2005, the SFC authorized the first bond index-tracking Exchange Traded Funds (ETFs) in Asia under the Asian Bond Fund (ABF) 2 project. The successful launch of the two bond ETFs in 2005 has raised the awareness level and interest of the public in bonds and increased their investment choices. As at the end of 2005, the approximate net asset values of the two funds amounted to \$2,145 million and \$8,596 million respectively.
- European based UCITS I funds need to be compliant with the UCITS III requirements at the latest by February 2007. The SFC introduced interim measures in March 2005 to facilitate the conversion of those that are authorised for sale in Hong Kong. By the end of 2005, the SFC had approved nearly 90% of the 1,000 plus UCITS III fund applications received. The SFC continued to maintain close dialogue with the industry and monitor the development in the European market in relation to processing of UCITS III funds, in particular those funds with innovative product features.

- Hong Kong is one of the very first jurisdictions in the world to allow the offering of hedge funds to the retail public since 2002. The net asset size of our 13 authorized retail hedge funds was \$8.1 billion (US\$1.04 billion) as at 31 December 2005, more than six times larger than that as at end-2002. With the growing hedge fund industry in Hong Kong, the SFC has revised the Hedge Fund Guidelines in September 2005 to enhance measures for safeguarding investors' interest and the level of transparency.

¹ A "licensed corporation" means a corporation which is granted a licence under section 120 or 121 of the Securities and Futures Ordinance to carry on a regulated activity in Hong Kong.

² A "registered institution" means an authorized financial institution which is registered under section 119 of the Securities and Futures Ordinance. An "authorized financial institution" means an authorized institution as defined in section 2(1) of the Banking Ordinance (Cap. 155).

³ All figures are in Hong Kong dollars unless otherwise specified.

⁴ Beginning 2003, the asset management and other private banking businesses of registered institutions have been included in the survey.

⁵ "Combined fund management business" comprises fund management business and SFC-authorized real estate investment trusts ("REITs") management business. Due to the alternative investment nature of REITs, they have been excluded from the detailed analysis in this report.

"Fund management business" comprises asset management, advisory business and other private banking activities.

"Asset management" refers to the provision of services which constitute type 9 regulated activity as defined in Schedule 5 of the Securities and Futures Ordinance carried out by licensed corporations and registered institutions, but excludes REIT management, and "assets under management" or "assets managed" shall be construed in the same manner.

"Advisory business" refers to the provision of pure investment advisory services on funds/portfolios and constitutes type 4 and/or type 5 regulated activities as defined in Schedule 5 of the Securities and Futures Ordinance carried out by licensed corporations.

"Other private banking activities" refers to the provision of financial services to private banking clients other than by means of type 9 regulated activity carried out by registered institutions. They include providing the service of managing clients' portfolio of securities and/or futures contracts wholly incidental to the carrying on of type 1 and/or type 2 regulated activity.

Appendix

The major aggregate figures are summarized in the following table.

Major Aggregate Figures of FMAS 2005			
(HK\$ in Millions)	(as of 31 December 2005)	Aggregate asset size	
Managing Funds or Portfolios	LC	RI	LC+RI
Total asset under management by the company (A) = (B) + (C)	3,127,388	114,859	3,242,247
Amount of assets directly managed by the company in Hong Kong (B)	1,488,993	81,563	1,570,556
Amount of assets sub-contracted or delegated to other offices/third parties for management (C) = (D) + (E)	1,638,395	33,296	1,671,691
Amount of assets sub-contracted or delegated to other offices/third parties in Hong Kong for management (D)	150,254	3,976	154,230
Amount of assets sub-contracted or delegated to other offices/third parties overseas for management (E)	1,488,141	29,320	1,517,461
Total asset managed in Hong Kong (F) = (B) + (D)	1,639,247	85,539	1,724,786
Giving advice on Funds/Portfolios⁶			
Total assets on which company advices (H) = (I) + (J)	330,280		
Amount of assets directly advised by the company in Hong Kong (I)	200,721		
Amount of assets sub-contracted or delegated to other offices/third parties for providing advisory services (J) = (K) + (L)	129,559		
Amount of assets sub-contracted or delegated to other offices/third parties in Hong Kong for providing advisory services (K)	6,376		
Amount of assets sub-contracted or delegated to other offices/third parties overseas for providing advisory services (L)	123,183		
Total assets on which advice is given in Hong Kong (M) = (I) + (K)	207,097		
Other private banking activities			
Total assets under other private banking activities		916,196	
SFC-authorized REITs			
Total market capitalization	37,935		

⁶ Only licensed corporations engaged in the advisory business.