



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

Christina Choi 蔡鳳儀

Executive Director, Investment Products 投資產品部執行董事

8 March 2019

Members of the Hong Kong Trustees' Association
c/o Hong Kong Trustees' Association Ltd

Dear Sirs,

Re: SFC Survey - Asset and Wealth Management Activities Survey 2018

I am writing to invite your firm to participate in the Asset and Wealth Management Activities Survey (the "AWMAS", previously known as Fund Management Activities Survey) conducted by the Securities and Futures Commission ("SFC") for the year ended 31 December 2018.

This survey is conducted annually to collect information and data on asset and wealth management activities in Hong Kong for regulatory and market facilitation purposes and to develop a better understanding of the state of the asset and wealth management industry in Hong Kong. For your reference, the 2017 AWMAS survey report can be accessed at SFC website.

In previous years, the survey focused on assets managed by SFC-licensed corporations, banks and insurance companies and the survey scope has been subsequently expanded to cover private banking and private wealth management.

In view of the importance of trust services to the overall asset and wealth management industry, your participation in the AWMAS by completing the attached survey questionnaire is much appreciated as the information will enable the SFC to present a more comprehensive overview of the industry landscape in Hong Kong.

The data and information collected will only be used by the SFC as part of the industry analysis which will be published in the 2018 AWMAS survey report later in the year. Please be assured that all information supplied will be treated in strict confidence and will not be disclosed to any third party except in an aggregated form of statistics.

To reduce the amount of paper work, you are encouraged to submit your completed questionnaire electronically by email to awmas2018@sfc.hk on or before **31 March 2019**.

If you have any queries on the AWMAS, please contact the Investment Products Division of the SFC at (852) 2231-1769.

As always, your support and participation is greatly appreciated.

Yours faithfully,

Christina Choi
Executive Director
Investment Products