# Tricoria

The Tricor Newsletter April 2016

## **Growth and Consolidation**



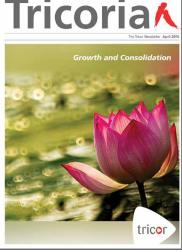
## Tricoria

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#### **Editorial Committee**

Advisers	Johnny Ng Julian Chow Natalia Seng
Editor	Hilary Mar
Project Management	
Coordinators	Kellie Ko Andy Chan Alice Wong
Contributors	
Contributors & Coordinators	Tricorians across the Gro
Cover Photograph	
Agnes Cheung Winner of Tricor Photograph 2014, Hong Kong	hy Competitior
All correspondence should b Project Coordinator, Kellie K	
Published by Tricor Services Limited	
Level 54 Hopewell Centre 183 Queen's Road East Hong Kong	
Tel: (852) 2980 188 Email: info@hk.tricorgl Website: www.hk.tricorgl	obal.com
Tricoric Growth and Const	biddetion

Contributors &	Tricorians
Coordinators	across the Group



Member of BEA Group

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## Dear Fellow Tricorians, Valued Clients and Business Partners,

Tricor Hong Kong, Tricor Group's Head Office, celebrated its 15<sup>th</sup> anniversary in 2015.

Over the past 15 years Tricor has expanded from a local operation based in Hong Kong to becoming a global network. Tricor now operates from 36 cities across 19 countries/territories. For the 6<sup>th</sup> consecutive year in 2015, we have achieved record growth.

#### **Growth and Consolidation**

We are continuing to strengthen and diversify our businesses and seek new opportunities through partnering and acquisitions.

Some highlights of the year include our entry into Ireland through a joint venture, establishment of a Cayman Islands office providing corporate secretarial, principal share registrar and registered office services; introduction of a web portal for the administration of employee share award plans in Hong Kong; opening of two more offices in Mainland China; and launch of a new business incubation centre service in Malaysia.

#### **Corporate Responsibility**

Tricor is committed to the well-being of its employees and to taking part in community service.

We are pleased to report that Tricor Services Limited in Hong Kong has been awarded the "Caring Company Logo" for 2015/16 by The Hong Kong Council of Social Service, in recognition of its commitment to employees and the community; Tricor Hong Kong has been awarded the 2014/15 "Good MPF Employer" recognition by the Mandatory Provident Fund Schemes Authority.

Tricor Singapore has developed an innovative model to provide support to the physically disadvantaged, in collaboration with a social enterprise. Other Tricor offices support their employees and their community in various ways.

#### Welcome and Thank You

We welcome into the Tricor family all new entrants to our different service lines, and look forward to learning from their expertise.

To our fellow Tricorians across the Group, and to our valued clients and business partners, we extend our warmest appreciation of your trust and your unfailing support. We look forward to further collaboration with you in future.

We wish you all a healthy and prosperous year ahead!

#### Johnny Ng

#### Julian Chow

Group Chief Executive & Group Managing Director

Group Managing Director

TRICORIAN April 2016

Tricor celebrated its 15<sup>th</sup> anniversary in 2015.

We have made significant progress as a professional services provider since our establishment in the year 2000.

We continue to enhance our capabilities and grow our businesses. Our global network now covers 36 cities in 19 countries/territories.

We are committed not only to achieving professional excellence, but also to enhancing the well-being of our employees and contributing to the community.

#### Tricor China / Hong Kong

Tricor is headquartered in Hong Kong. Tricor China and Hong Kong have a staff strength of over 900 in total; of which, over 700 are based in Hong Kong.

#### **China Services**

Tricor has set up two additional offices to serve our clients' further expansion in Mainland China.

Our new offices are located in Chengdu and Guangzhou, the hub of business activities in the western and southern regions of the Mainland. These locations enable us not only to serve clients in the two major cities, but also in their vicinity.

Tricor offices in the Mainland now come to five in total, covering the northern, eastern, southern and western regions. Our five offices are located in Beijing, Chengdu, Guangzhou, Shanghai and Shenzhen.

With the new set-ups, Tricor has a network covering potential client activities across the Mainland.

#### **Business Services**

Tricor Business Services (Tricor BS) provides a complete suite of accounting-related services that span a company's business cycle.

#### Service Scope

Tricor BS services are diversified, ranging from business advisory; accounting and financial reporting; treasury and payment administration; human resource advisory, payroll and benefit administration; tax advisory and compliance; trade and letter of credits documentation; trust assets administration; fund accounting and compliance reporting; and governance, risk and compliance.

#### **Technology Enhancements**

Tricor BS has been focusing on innovative uses of technology to enhance business processes and effective remote access for our clients.

#### Accreditation and Recognition

Our two core systems, the Accounting & Financial Reporting System and the Human Resource & Payroll Administration System, are externally audited and accredited each year, in accordance with International Standard on Assurance Engagements (ISAE) 3402, issued by the International Auditing and Assurance Standards Board (IAASB).

We are also an Authorized Employer of the Hong Kong Institute of Certified Public Accountants (HKICPA), Recognized Employer of CPA Australia (CPAA), and Approved Employer of the Association of Chartered Certified Accountants (ACCA).

Work experience validated by us is recognized by these professional associations.

#### **Corporate Services**

Tricor Corporate Services (Tricor CS), with a 260-strong team, is the market leader in the Hong Kong corporate services field.

With the largest number of chartered secretaries in the territory on its staff, Tricor CS has been providing the training ground for graduates joining the chartered secretary profession.

We offer a wide spectrum of corporate services ranging from advisory and support for corporate governance, corporate administration and secretarial to trust and fiduciary services.





Natalia Seng (Tricor CEO for China & Hong Kong) speaking at HKICS symposium to coincide with the 1<sup>st</sup> anniversary of the NCO

Applications of the new Companies Ordinance (NCO) and changes in the Hong Kong Listing Rules have generated increasing demand for our advisory, compliance and secretarial services.

Additionally, we are enhancing services for the administration of employee share award plans, and are introducing one-stop services with the setting up of an office in the Cayman Islands.

Our experienced executives provide support to their profession in various ways.

#### **Compliance with NCO**

Tricor CS has been providing support to transitioning clients incorporated or registered in Hong Kong to the new regime.

We have issued advisories to clients on practice implications and have assisted clients on various corporate matters in accordance with NCO requirements.

We have also shared perspectives at seminars. Executives took part, for instance, in seminars hosted by the Hong Kong Institute of Chartered Secretaries (HKICS) and HKICPA on practice issues relating to the NCO and other pertinent matters.



Sharing of new company secretarial practices in accordance with the NCO at HKICPA seminar

Left to right: Winnie Chan (HKICPA Associate Director) with Tricor speakers, Eva Ngai (Tricor Director) and Susan Lo (Tricor Executive Director)





Carmen So (Tricor Senior Manager) acknowledged by Dr Eva Chan (HKICS Council Member and Treasurer) for her presentation on dissolution of companies under the NCO at HKICS seminar

#### Acting as Trustee of Share Award Plans

Tricor CS has an experienced team to coordinate and provide one-stop services for assuming the trusteeship and undertaking the administration of Share Award Plans (SAPs) for listed issuers.

Our expert team includes corporate secretarial, accounting, tax compliance and IT professionals.

Our services are enhanced with the use of a proprietary, web-based platform for data management and access.

Our web portal facilitates the preparation and maintenance of trust records and accounts and generation of SAP reports, as well as enables online access to award status for issuers' designated personnel and awardees.

The engagement of a professional trustee, such as Tricor, can relieve the company of the administrative burden in maintaining a SAP, establish independence and remove possible conflicts of interest, and give access to expert knowledge and advice.

#### Services in the Cayman Islands

With the setting up of Tricor's new office (Tricor Cayman) in the Cayman Islands (Cayman), Tricor CS has been providing registered office (RO) facility and related corporate services to complement services provided by our new practice.

Cayman is a popular choice as a jurisdiction of incorporation. Many of our existing clients that are private companies incorporated in Cayman have changed their RO provider to Tricor Cayman.

We are now ready to offer principal share registrar service and ongoing corporate services to our listed clients that are incorporated in the territory.

We can also support international clients in setting up and administering a variety of entities there (more on this under 'Mergers, Acquisitions & Alliances' in this newsletter).

#### **Technical Support**

Tricor CS executives have the benefit of specialist advice from our technical support teams. These include a PLC Compliance & Advisory Team (PLC standing for public listed companies) and an NCO Taskforce.

These expert teams closely monitor statutory and regulatory changes to provide the necessary advice and training.



One-stop integrated solution for SAPs with Tricor as Trustee



Paul Moyes (Tricor Executive Director, 3<sup>rd</sup> on right), HKICS PSP Chair, and PSP members in a focused group discussion with representatives of Narcotics Division, Security Bureau

#### **Professional Involvement**

Our executives take an active part in promoting the concerns of their profession and service sector.

Natalia Seng, our CEO for Tricor China & Hong Kong, is one of the founding members of the Professional Services Panel (PSP) of HKICS, which group is currently chaired by Paul Moyes, our Executive Director, who is also HKICS Council Member.

Natalia has also been an appointed member of the Inland Revenue Department (IRD) Users' Committee since 2009.



IRD Users' Committee

Front row: Natalia Seng (Tricor, left), Wong Kuen Fai (IRD Commissioner, 4<sup>th</sup> from left), Tam Tai Pang (IRD Deputy Commissioner (Operations) & Chairman of IRD Users' Committee, 5<sup>th</sup> from left)





Companies Registry Customer Liaison Group

Front row: Peggy Lau (Registry Manager, left), Ada Chung (Registrar of Companies, centre) Back row: Wendy Kam (Tricor Director, 7th from left)

Our Director Wendy Kam represents Tricor on the Companies Registry (CR) Customer Liaison Group.

Executives are regular speakers at professional seminars.

Apart from sharing perspectives on applications of the NCO, executives also speak on anti-money laundering

(AML) and counter-terrorist financing (CFT) issues, as well as changes in listing rules and company secretarial updates.

Tricor is a founding member of the HKICS AML/CFT Charter for self-regulation among HKICS AML/CFT organizations, to be launched in mid-2016.



Natalia Seng sharing perspectives at AML/CFT seminar, jointly organized by HKICS and Narcotics Division, Security Bureau

Left to right: Mohan Datwani (HKICS Head of Technical & Research), Natalia Seng (Tricor), Kevin Lai (Assistant Secretary for Security, Hong Kong Government) and Dorothy Yu (Senior Inspector of Police, Hong Kong Government)



#### **Investor Services**

Tricor Investor Services (Tricor IS), a leading share registrar in Hong Kong, continues



Share Registration Clients

to expand our client portfolio, enhance our services through system improvements, and provide integrated solutions to meet the specific needs of clients, working in conjunction with other Tricor divisions.

#### **Client Portfolio**

As at the end of 2015, Tricor IS provides securities registration and associated IT services to over 950 issuers whose shares, warrants and/or REIT units are listed on the Hong Kong Stock Exchange, representing over half of Hong Kong listed issuers.



#### New Issues / IPOs

In 2015, Tricor IS won 67 new listing assignments out of a market total of 124, representing around 54% of market share.

Tricor once again ranked as the no.1 registrar supporting the largest number of new listings, for the  $4^{\text{th}}$  consecutive year in a row (2012-2015).

Among these new listings were 5 of the 10 most overwhelmingly subscribed IPOs in the year.

#### 5 of the 10 most overwhelmingly subscribed IPOs in the year

- Man King Holdings Limited (Stock Code: 2193) <u>1,836.9 times</u> oversubscribed
- In Construction Holdings Limited (Stock Code: 1500) <u>447.9 times</u> oversubscribed
- Beijing Chunlizhengda Medical Instruments Co., Ltd. H Share Issuer (Stock Code: 1858) <u>373.55 times</u> oversubscribed
- Yunnan Water Investment Co., Limited H Share Issuer (Stock Code: 6839) <u>354 times</u> oversubscribed
- Pa Shun Pharmaceutical International Holdings Limited (Stock Code: 0574) <u>239.7 times</u> oversubscribed

#### **Office Expansion**

To accommodate our steady business growth, Tricor IS has added new and dedicated office space for an expanding team handling a growing volume of securities transfer transactions.

At the same time, the Public Office providing services to securities holders and investors has also been enlarged with more service counters and a separate meeting room.

#### **Global Share Alliance**

Tricor IS continues to explore cross border collaboration and share the latest global market updates with members of the Global



Celebration of office expansion

BUSINESS NEWS



Executive Committee of the Federation of Share Registrars

Tricor representatives Allan Tong (Tricor Executive Director and IS Head, front row, right), Winnie Chow and Kevin Leung (back row, left to right)

Share Alliance (GSA), an alliance of leading share registrars in major markets (more on this under 'Mergers, Acquisitions & Alliances' in this newsletter).

#### **Federation of Share Registrars**

Tricor IS executives have been providing strong support to the Federation of Share Registrars Limited (Federation) in Hong Kong.

Our Executive Director and Head of Investor Services, Allan Tong, is Chairman of the Federation. Deputy Head Kevin Leung and Director Winnie Chow are members of the Executive Committee. In 2015, Allan and Kevin actively participated in the Uncertificated Securities Market (USM) discussions with The Securities and Futures Commission and the Hong Kong Stock Exchange.

The Securities and Futures and Companies Legislation (Uncertificated Securities Market Amendment) Ordinance 2015, gazetted in March 2015, stipulated a broad framework for the regulation of the USM. This marked an important step forward for Hong Kong in moving towards the USM regime.

#### **Executive Resources**

Tricor Executive Resources (TERL) continues to assist clients – small, medium and large organizations – to recruit the best talent and offers a range of customized human resource (HR) solutions to meet their corporate needs.

Our services can help clients create a competitive advantage through effective talent sourcing, management, development, engagement and retention.

#### **Executive Search**

We are active in the search for key candidates in senior positions, such as Managing Director, CEO, General Manager, CFO, Director, Company Secretary and Legal Counsel. We also recruit for managerial level and functional department heads in finance, sales/marketing, corporate communications, project management and HR disciplines.



Tricor Executive Resources team

Left to right: Scorpio Lai, Christina Chiu, Raymond Lo, Gemma Sze, Fiona Yung (TERL Executive Director), Tracy Yeung, Cathy Chan and Lydia Chee



Training for a corporate client – 300 participants

In every engagement, we conduct in-depth and rigorous assessments of an individual's competency and relevant skills/knowledge before each candidate recommendation.

#### **Human Resource Solutions**

In our range of HR solutions, we are committed to offering tailor-made services and providing the most up-to-date HR best practices in enhancing our clients' human capital.

We have been conducting soft skills and management development training for individual and corporate

clients, for all levels of staff, on current and ondemand topics. Participants of our training courses could apply to relevant professional institutions for continuing professional development (CPD) accreditation. These include HKICPA, HKICS, The Chartered Institute of Marketing (CIM) and others.

An increasing number of clients have appointed us to provide industry-specific compensation and benefit planning and benchmarking. The benchmarking data is not only useful to remuneration committees of listed issuers, but also useful to private and family-owned businesses for developing a retention strategy for key executives.

The importance of enhancing employee engagement is also on the rise. Companies have been requesting surveys to identify categories of engagement and examine motivating factors that affect an individual's performance.

Our survey results have helped to enhance employee motivation and engagement levels, which in turn will lead to increased productivity and output.

#### **Tricor Consulting**

Tricor Consulting Limited (TCL) works with clients to strengthen organization capabilities, create value, and realize strategic goals and enduring results.



Tricor Consulting team

Left to right: John Ng and Roy Fung (TCL Joint Managing Directors), Louis Lau, David Chung, Stephanie Ng, Athena Lam, Ashley See, Sanita Fung and Yolanda Li In 2015, Roy Fung, founder and CEO of ACME Business Consulting joined the Tricor family as TCL Joint Managing Director together with his team of talent. With their specialty in training, business consulting and organization development, TCL services are much broadened and enriched.

#### **Management Consulting**

We continue to offer services relating to strategic management, organization structure, human resources, talent management, board governance, director remuneration, business processes, and change management. With our success in various government and quasi-government projects in recent years that have contributed to the community and economy of Hong Kong, our advantages in public sector consulting have been well established.

As a strategic move, we have built our Training Resources Consulting that encompasses a full spectrum of performance-based training and consulting solutions to help our clients develop a highly motivated and competent workforce for their business quantum-leap.

#### **Training Resources Consulting**

Through Training Resources Consulting, we transform our clients' training function, enabling them to focus on their business agendas: implement strategy, accelerate change and develop talent.

Our services in Hong Kong and China range from Training Need Analysis (TNA) and content development to programme delivery, and from trainer sourcing to trainer dispatch with the support of the leading learning technology.

Our practice is structured in a way to ensure clear focus on driving value while providing the benefits of top-notch managed services for scalability, process excellence, continual improvement and cost efficiency.

#### **Tricor Barbados**

Barbados just hosted the 36<sup>th</sup> Regular Meeting of the Conference of Heads of Government of the Caribbean Community and Common Market (CARICOM). Connie Smith, Managing Director of Tricor Barbados, in her role as the Immediate Past President of the Barbados International Business Association (BIBA), was invited to attend a High Level Strategic Dialogue meeting. She also attended a lunch meeting with the UN Secretary General, Ban Ki-Moon, along with the Heads of Government and 7 other private sector heads. They discussed the role of the private sector in promoting sustainable development and addressing climate change in small developing states and the sector's support for the UN's Sustainable Development Goals.



Tricor Barbados Managing Director Connie Smith with UN Secretary General Ban Ki-Moon

#### Tricor BVI

#### 10<sup>th</sup> Anniversary Reception

In May 2015, a reception was held to mark the 10<sup>th</sup> anniversary of Tricor BVI. Joining us were BVI-based clients and business associates from law firms and accounting and insolvency firms.



Tricor BVI Managing Director Clair Burke (right) and former CFO/Trust Director Gareth Watkins at the 10<sup>th</sup> anniversary celebration



#### **Tricor India**

#### **Internal Financial Controls**

India's new Company Law specifies certain requirements relating to internal financial controls.

The board of directors of every company is required to comment on the adequacy of internal financial controls with respect to the financial statements. On the other hand, the auditors, in their audit report, are required to comment on whether the company has adequate internal financial controls in place and their operating effectiveness.

To assist clients in India to comply with this mandate, SKP Tricor has geared up to provide an end-to-end advisory and support solution.

#### **Indirect Tax Reform**

In financial year 2016-17, a major indirect tax reform is expected to be implemented in India. Most indirect taxes will be integrated into a single Goods and Services Tax (GST).

This will mean a huge change for businesses, not only from a commercial perspective, but also from an IT, systems, accounting and reporting standpoint.

The SKP Tricor team has started taking steps towards ensuring clients' readiness for GST.

#### **Accounting Standards**

The Ministry of Corporate Affairs has approached the Accounting Standards Board (ASB) of the Institute of Chartered Accountants of India (ICAI) to revise

the current Accounting Standards to bring them as close as possible to the Indian Accounting Standards (Ind AS).

As part of the standard-setting process, Alpesh Surati, Senior Manager of SKP Tricor, has been selected to work with one of the study groups for the revision of certain standards allocated to the group and to issue guidance on the implementation of the allocated Ind AS.

#### **Tricor Malaysia**

#### **Tricor Hive**

Tricor Malaysia is proud to introduce the latest addition to its business outsourcing services, Tricor Hive Sdn Bhd (Tricor Hive).

Tricor Hive is a business incubation centre catering to start-ups through the provision of management guidance, technical assistance and customized consulting.

Tricor Hive is not only about doing business, but "Doing business coupled with a taste for contemporary lifestyle". Tenants are able to enjoy healthy refreshments in the business lounge, TwoJ, while meeting with clients.

TwoJ is named after Toodyay, pronounced "Two J", known as a place of plenty in Western Australia. Inspired by the peace and beauty of this place, Tricor Hive founder wanted to name the lounge after it. Coincidentally, two of his good friends, the towering leaders of Tricor, are Johnny and Julian, the two "Js"! The auspicious coincidence further inspired the name Toodyay or TwoJ, representing the dynamic duo.

#### **New Corporate Office**

Tricor Malaysia moved its corporate office in Kuala Lumpur into new premises in September 2015. The move aims to accommodate expansion in the business with improved environment and facilities.

The new office is located at Bangsar South, known as the next landmark for success in Kuala Lumpur. The location is easily accessible by public transport, and is



TwoJ, business lounge at Tricor Hive



situated in a fast growing business locale with premiere brands and experts as its tenants.

Clients and business associates are welcome to visit our new office premises at the addresses below:

#### Tricor Services (Malaysia) Sdn Bhd

Unit 30-01, Level 30, Tower A, Vertical Business Suite, Avenue 3, Bangsar South, No.8, Jalan Kerinchi, 59200 Kuala Lumpur

#### Tricor Investor Services Sdn Bhd Tricor Investor & Issuing House Services Sdn Bhd

Unit 32-01, Level 32, Tower A, Vertical Business Suite, Avenue 3, Bangsar South No.8, Jalan Kerinchi, 59200 Kuala Lumpur

#### SME 100 Awards -

#### Malaysia's Top Ten Fast Moving Companies

Tricor Malaysia has been awarded the SME 100 Awards 2015 – Malaysia's Fast Moving Companies. The recognition is in the field of Professional and Business Services. To our delight, we were nominated in the Top Ten amongst the winners. The award was presented in October 2015.

**SME100** is an Annual Recognition Award programme organized by SME & Entrepreneurship Magazine – one of the best-selling business magazines in Asia.



Top: Main reception at Tricor Malaysia's new corporate office Bottom: Contemporary design with an internal staircase spanning 3 floors for easy traverse and interaction

The awards identify and recognize Asia's top 100 fast moving small & medium enterprises (SMEs) with a focus on growth (turnover, profit and market share) and resilience (best practices, sustainability and vision).



Kudos! Tricor Malaysia's CEO Yeap Kok Leong (back row, 5<sup>th</sup> from left) and directors celebrating the winning of the SME100 Top Ten Award



#### **Tricor Singapore**

#### **ACRA'S Enhanced Regulatory Framework**

As part of Singapore's effort in combating money laundering and terrorist financing, the Accounting and Corporate Regulatory Authority (ACRA) Act has been amended to enhance the regulatory framework for Corporate Service Providers (CSPs).

The ACRA (Amendment) Act 2014, supported by the ACRA (Filing Agents and Qualified Individuals) Regulations 2015 and the ACRA (Authorised Users of Electronic Transaction System) Regulations 2015 (the ACRA Regulations), have taken effect from 15 May 2015. These have introduced new requirements to ensure alignment with international standards on antimoney laundering (AML) and counter terrorist financing (CFT) established by the Financial Action Task Force (FAFT), the inter-governmental body.

CSPs that use ACRA's electronic filing service (Bizfile) are now required to be registered as Filing Agents (RFAs) and Professionals whom the RFAs employ must also be registered as Qualified Individuals (RQIs).

Both RFAs and RQIs are required to be fit and proper persons with satisfying experience and qualification and need to comply with the requirements contained in the ACRA (Amendment) Act and its Regulations, such as to adopt AML/CFT measures.

Tricor Singapore is in compliance with ACRA's enhanced regulatory framework.

#### **Tricor Thailand**

#### 10<sup>th</sup> Anniversary Seminar

Tricor Thailand held a seminar for clients, business associates, staff and alumni to mark its 10<sup>th</sup> anniversary.

The seminar covered tax implications on payments to vendors overseas and Double Tax Agreements (DTAs). Presenting at the seminar was Dr. Tanapone Kaesathit of the Revenue Department, a specialist in DTAs. Dr. Tanapone, our guest of honour, made the opening remarks for Tricor Thailand's 10<sup>th</sup> anniversary and gave us an excellent insight into the Revenue Department's direction and regulations.

We also gave a presentation on Tricor Group and Tricor Thailand's professional services and capabilities.

#### **Business Update**

We welcome new members into the Tricor Thailand Executive Recruitment team: Carlo Principe, from Australia, as Director; Tim Fay, from England, as



At the 10<sup>th</sup> anniversary Tax Seminar

Somjin Pholpornprasert, Tricor Thailand CEO (5<sup>th</sup> from right) with guest of honour, Dr Tanapone Kaesathit of the Revenue Department (6<sup>th</sup> from right), and the Tricor Thailand team



Business Development Principal; Woranan Seneewong Na Ayudhya as Business Development Manager; Chontiput Duangchaum as Senior Consultant; and Nadasuang Sangphisutsombat as Consultant.

Previously, Munthana Thamlikitkul has been leading the Recruitment part of the business in a retained search capacity, focusing on top level positions. With the addition of the new team members, the business will expand to cover the mid-level contingency market.

Tricor Thailand intends to enter the Business People Outsourcing (BPO) market in the coming year, as the team grows further.



Munthana Thamlikitkul, President of Tricor Executive Recruitment (front, centre), with members of the recruitment team

#### **Tricor Vietnam**

#### 1<sup>st</sup> Anniversary and Opening of Tricor Center

Tricor Vietnam celebrated its 1<sup>st</sup> anniversary and opening of the Tricor Center with visitors from the Head Office in Hong Kong.



Celebration of Tricor Vietnam's 1<sup>st</sup> anniversary, with Group Chief Executive Johnny Ng (4<sup>th</sup> from left) and Tricor Vietnam General Director Chor Ghee Lim (5<sup>th</sup> from left)

Tricor's global network continued to expand in 2015.

#### **Entry into Ireland**

In March 2015, Tricor acquired a 25% interest in **MBSL Limited** (MBSL) in Ireland, through our UK-based subsidiary, **Tricor Services Europe LLP** (Tricor Europe).

MBSL, an outsourced services provider, is based in Dublin. The company has a strong technology focus and specializes in accounting and financial controllership services, together with payroll, company secretarial and taxation services. Its clientele includes multinationals as well as private businesses. The principals are chartered accountants with extensive, proven professional experience.

With the MBSL joint venture, Tricor stands ready to provide support to companies planning to set up operation in Ireland.

#### New Office in the Cayman Islands

In November 2015, Tricor set up a new office in the Cayman Islands. Our new office operates under the name of **Tricor Services (Cayman Islands) Limited** (Tricor Cayman).

Our Cayman operation marks another milestone in our provision of one-stop, value-added services.

Tricor Cayman can provide a comprehensive range of professional services to client companies that are incorporated in the Cayman Islands, either private or



Tricor signing the deal to acquire 25% of MBSL Left to right: Gerry McNally (MBSL), Richard Tozer (Tricor Europe) and Kieran O'Brien (MBSL)

listed on the Hong Kong Stock Exchange and other major stock exchanges.

We can also support international clients in setting up and administering a variety of entities in the Cayman Islands, including unregulated exempted company, registered foreign company, exempted limited partnership or registered foreign limited partnership.

Our services include entity incorporation, providing registered office facility, acting as principal share registrar, as well as providing ongoing corporate secretarial services.



Celebrating the successful launching of Tricor Cayman at the Hong Kong Head Office

Front row, left to right: Julian Chow and Johnny Ng (Tricor) with Alex Ohlsson (Carey Olsen) and Anthony McKenzie (Tricor Cayman) Back row, left to right: Shirley Tsang, Betty Yeung, Natalia Seng, Susan Lo and Kevin Leung (Tricor)





GSA annual conference in Hong Kong in 2015

Front row, left to right: Shirley Tsang (Tricor), Alison Mcguire (Link), Natalia Seng (Tricor), John Parker (Equiniti), Katie Sevcik (Wells Fargo) and Ferzana Yale (Link)

Back row, left to right: Kevin Leung and Patrick Lo (Tricor), Paul Matthews (Equiniti), Phillip Muhlbauer (Link), Iqbal Haniff (Link), Allan Tong and Julian Chow (Tricor), David Geddes (Link), Sanjeev Nandu (Link) and Terry Ip (Tricor)

#### **Global Share Alliance**

Tricor continues to forge links with members of the **Global Share Alliance** (GSA), an alliance of leading share registrars in major markets.

The GSA can provide integrated registry and related services across diverse equity markets.

Service locations cover Australia, Brunei, Canada, Germany, Hong Kong, India, Malaysia, New Zealand, Papua New Guinea, Singapore, South Africa, United Arab Emirates, the United Kingdom and the United States.

GSA partners hold an annual conference each year to exchange updates and explore cross-border servicing opportunities. In 2015 the conference was held in Hong Kong.

#### Alliance in Malaysia

Tricor Malaysia has teamed up with **YGL Convergence Berhad** (YGL).

The parties signed a Memorandum of Understanding (MOU) to explore areas of collaboration. In tandem, Tricor Malaysia acquired 5% shareholding in YGL via a private placement exercise.

YGL is a leading business solutions provider listed in Malaysia and headquartered in Penang. The company

specializes in business application software that can be customized to meet client requirements.

The alliance takes advantage of the strengths of both parties.

YGL's IT platform and enterprise resource planning (ERP) software, used in front-end and back-end processes, will enhance cost-efficiency of our outsourcing services.



Sealing the MOU

Left to right: Yeap Kok Leong (Tricor Malaysia), Y B Datuk Chua Tee Yong (Deputy Minister of Finance, Malaysia) and Yeap Kong Chean (YGL)



#### **Corporate Governance & Regulatory Updates**

Tricor Seminar 2015, held on 6 November, received overwhelming support from our valued clients and business partners. Attendance at the seminar was in the region of 1,300 business executives and professionals.

#### **Seminar Topics**

The seminar addressed a variety of interesting topics:

- The evolving role of accounting professionals & auditors' reports in a challenging business and regulatory environment
- Observations and insights on governance issues in connection with the very active securities markets in China and Hong Kong (*panel discussion*)
- Planning & implementing Share Awards Plans
- Enhancing corporate governance in Vietnam
- Planning ahead for compliance with certain recent Listing Rule Amendments

#### **Opening Address**

A warm welcome and opening address was delivered by Dr David Li, Chairman of Tricor Group.

Dr Li highlighted improvements to be introduced to the regulatory regime for auditors of listed entities,



Dr David Li on the regulatory regime for auditors

and changes to the audit process and audit reports. He commented on the likely impact of these changes on corporate reporting.

#### **Tricor Update**

Julian Chow, Group Managing Director, followed on with a Tricor update. Tricor celebrated its 15th anniversary this year and Julian took the opportunity to thank our employees for their dedication and our business partners globally for their loyal support.

He reported on Tricor's continued growth, with entry into Ireland and the Cayman Islands, and opening of



Tricor management and assembled experts at the opening of the 2015 Tricor Seminar

Left to right: Natalia Seng and Johnny Ng (Tricor), Patrick Lam (NWS Holdings), Dr David Li (Tricor), Dennis Ho (HKICPA), Professor C K Low (CUHK Business School), T C Chan (BEA), Chor Ghee Lim and Julian Chow (Tricor), Agnes Chan, Alex Wong and Grace Tang (Ernst & Young) with Susan Lo (Tricor)





Julian Chow with Tricor's latest news

Keynote speaker Dennis Ho on accounting professionals & auditors' reports

new offices in Guangzhou and Chengdu of Mainland China. Tricor now has a presence in 36 cities across 19 countries/territories.

### Evolving Role of Accounting Professionals & Auditors' Reports

Our keynote speaker Dennis Ho, President of Hong Kong Institute of Certified Public Accountants, outlined the key challenges and focus areas for the audit profession in view of regulatory and liability reforms, especially for internal control and risk managers.

#### **Panel Discussion**

A stimulating panel discussion came next. Dennis Ho was joined by T C Chan, Senior Adviser to The Bank of East Asia, Limited; Patrick Lam, Executive Director of NWS Holdings Limited; and Professor C K Low, Associate Professor in Corporate Law at CUHK Business School, who moderated the discussion.

The panel shared their experiences on pressing issues regarding corporate governance, given the active securities markets in Mainland China and Hong Kong.

Speakers commented on the challenging role of independent non-executive directors on boards in Hong Kong, with increasing requirements and higher standards expected of them.

The panel agreed that by maintaining good financial records, high quality management and sound corporate governance, companies will continue to prosper.



Johnny Ng with souvenir for T C Chan



Distinguished panellists on corporate governance Left to right: T C Chan, Dennis Ho, Professor C K Low and Patrick Lam





Alex Wong on long term incentive vehicles

Katherine U on regulatory issues

William Lai on implementation of share award plans

#### **Share Awards Plans**

This was followed by an informative session with leading experts Alex Wong, Director of People Advisory Services at Ernst & Young; Katherine U, Partner at MinterEllison; and William Lai, our Director of Information Technology, Business Services.

Speakers highlighted the key features and regulatory issues in establishing employee share-based incentive plans and gave suggestions on how to implement share award plans.



Chor Ghee Lim on corporate governance in Vietnam

#### Vietnam: Corporate Governance

Chor Ghee Lim, General Director of Tricor Vietnam, updated attendees on recent changes under the New Enterprise Law in Vietnam.

#### **Compliance with Recent Listing Rule Amendments**

The final session was presented by Amy Ho and Wendy Kam, both our Directors of Corporate Services. Amy and Wendy shared with the audience a dialogue on practical issues in implementing recent Listing Rule Amendments that affect annual reporting.

At the close of the seminar, Natalia Seng, our Chief Executive Officer – China & Hong Kong thanked





Amy Ho on risk management disclosures

Wendy Kam on environmental, social & governance (ESG) reporting

our distinguished guest speakers and seminar attendees for their support. Natalia unveiled this year's souvenir, a Bluetooth speaker, and reiterated Tricor's continued commitment to enhancing services for clients with IT innovations.

For more detailed information on Tricor Seminar 2015, please visit www.hk.tricorglobal.com/event/tricor-seminar-2015.



Natalia Seng on Tricor's commitment to IT enhancements



#### 15 Regulatory Update



Left to right: Fanny Man (Y. T. Realty Group Limited), Sylvia Leung (The Cross-Harbour (Holdings) Limited), Allan Tong (Tricor) and Cindy Lau (The Cross-Harbour (Holdings) Limited)



Left to right: Christina Lai (Tricor), Queendy Li and Phoebe Lau (Hysan Development Company Limited) with Cynthia Wong (Tricor)



Left to right: Joanne Chiu (Champion Technology Holdings Limited), Kevin Yuen (Tricor), Leo Kan (Champion Technology Holdings Limited) with Angelina Shi and Patsy Cheng (Tricor)



Y T Soon (Tricor, centre) with John Chow (left) and Richard Yuen (S. Culture International Holdings Limited)



Left to right: Susan Lo (Tricor), Steven Lo (Toppan Leefung Group), Julia Cheung (Skyfame Realty (Holdings) Limited), John Chong (Deloitte China), Sophia Cheng (Skyfame Realty (Holdings) Limited) and Caron Lee (Tricor)



Left to right: Janice Chu (Tricor), Clara Lau (Starlite Holdings Limited) and Jacqueline Tam (Tricor)





Natalia Seng (Tricor, left) with Eirene Yeung (Cheung Kong Property Holdings Limited)

## 

Left to right: Ricky Lee and Natalia Seng (Tricor), Christiana Yiu (Trinity Limited), Ken Chan (Sam Woo Construction Group Limited) with Allan Tong and Mildred Chan (Tricor)



Susan Lo (Tricor, left) with Terry Wan (Li & Fung Group)



Left to right: Anita Tsang and Angel Fung (Tricor), Jackson Yee (Shanghai Industrial Holdings Limited), Eva Ngai (Tricor) and Alice Kam (TriState Holdings Limited)



Left to right: Ricky Lee (Tricor), Tom Lee (Lee Kee Holdings Limited), Andy So and Kenneth Fan (Tricor)



Left to right: Carina Foo (New Sports Group Limited), Angelina Shi (Tricor) and Ada Teh (Daohe Global Group Limited)

Tricor Singapore is one of the most successful among Tricor Group companies.

At its helm is Ho Lon Gee, Tricor Singapore CEO. The reporter for the 'Tricorian' is privileged to have had the opportunity not only to speak with Lon Gee, but also to meet some of his staff, and five exceptional individuals who took part in an unusual CSR project.

Read on to see Lon Gee in action, and the rippling effect of his beliefs and ideas on others.

In the following report, T stands for the 'Tricorian' and H stands for Ho Lon Gee.

## *T*: At what stage do you think you are in your work life?

*H*: I love my work. My focus is not only on the business, but also on people development – helping our people to reach their full potential.

I came from Malaysia and Singapore is now my home. I am a chartered accountant and I was educated in the UK. I was in the UK for 10 years. While I was in London, I used to think of myself as an observer in a carnival; whereas in Singapore, I feel that I *am* part of the carnival. In other words, I can relate and identify with Singapore.

#### T: What services does Tricor Singapore offer?

*H*: We specialize in Business, Corporate and Investor Services, among other things, similar to Tricor's Head Office in Hong Kong.

We have come a long way since our separation from our legacy firm, PwC.

Today Tricor Singapore has a strong brand identity as a total solutions provider. We are a trusted professional services provider.

#### T: How do you stay on top of things?

#### Н: мвwa

In the office, I practise **MBWA** – management by walking about. I take at least two rounds of the office each day to chat with the staff.



#### **Professional Background**

Prior to joining Tricor in 2004, Lon Gee was a Partner and the Head of Assurance Enterprise Group and the Head of Corporate Services Division of PricewaterhouseCoopers (PwC) Singapore. He was also the former partner-in-charge of PwC's Japanese and German client practice. He joined PwC in 1981.

Lon Gee has more than 30 years of professional experience in public accounting and consultancy work in Singapore. He is the driving force behind Tricor Singapore's success, building up Tricor's brand name as a leading corporate services provider in Singapore.



Lon Gee on one of his office rounds

## MEET OUR CEO, TRICOR SINGAPORE



Bottom: Presentation of long service awards at off-site meeting

#### Interaction

I like to interact with staff and work with young people. I give everyone a nickname; it makes us level with each other. It is like a big family here.

Many of our staff have been here for a long time. We give out long service awards at what we call an 'offsite meeting' every two years.

#### Information

And of course, I have databases that would enable me to have a full grasp of what is happening in the business.

## T: What do you consider are the keys to your success?

#### *H*: Lean Organization

I maintain a lean organization.

We have about 300 staff and less than 8% are non-fee generating.

We review the organizational structure on an ongoing basis. Our cost structure is visible to clients who also assess us on this basis.

#### **Multi-tasking**

Although our fees are not the highest by industry standards, we have very good margins.

This is partly achieved through multitasking. By this I mean that staff do not focus only on one area of work; they take up the full range.

For accounting staff for instance, they might work on client accounts at month-beginning (when such accounts are usually due); move to payroll duties at mid-month; and switch to GST or other duties near month-end. The staff are fully engaged.

#### Flexibility

I am moving towards greater flexibility in work arrangements, so that some staff may work from home. Working mothers do not have to come in on time every day, for instance, as long as they are productive.

We also take on certain clients to fit in with our work schedule. We would charge clients a lower fee if they would accept account deliverables at month-end instead of at month-beginning, to help us spread out the workload in a month. Money in itself is not the primary consideration.

#### Workforce at Full Strength

We hire throughout the year, not as a means to fill vacancies, but as a means to identify suitable employees.

I take part in almost all recruitment interviews.

When we find the appropriate staff, we simply allocate to divisions that would benefit from the additional manpower. In this way we are rarely short of staff.

I pay higher than the benchmark provided by HR for each post. I want people to be happy at Tricor and be productive.





Fruit day

#### T: What else do you do to support the staff?

#### H: Caring

I do care for the well-being of the staff.

An important aspect is health awareness.

Many of our staff are from Malaysia and do not have family here. So I started up fruit days at the office, on Wednesdays and Fridays, to raise awareness of healthy eating. We buy fruit wholesale for distribution to everyone at the office.

I also support activities that promote health, among other things.

We give out tokens of appreciation to the staff on special occasions.

At Chinese New Year, all staff would get a carton of oranges and staff with more than two years of



Good wishes to all at Chinese New Year

service, a can of abalone. At Ramadan, all Muslim staff would get a carton of dates which Muslims would consume to break fast every day. These are little things that the staff could share with their families at special times.



All ready for the dragon boat race



Lon Gee with runners for the J.P. Morgan Run

#### **Identifying Needs**

The challenge for me in my job – what keeps me awake at night – is figuring out how I could facilitate our people in their development.

I sometimes take up a counselling role. On one occasion one of our staff tendered her resignation. I called a meeting with HR, the staff and the manager-in-charge.

The resignation in itself was not the issue. The point at issue was the lack of self-knowledge of the staff, which had led to slack performance at work and a loss of direction. For the staff, changing job was not the real answer.

At the meeting I shared my observations, and the staff broke down. But I knew that this was what would help her in the end – with better selfknowledge she would know what she was looking for in a job. My manager and HR staff also learned from the counselling session.

#### T: How do you build the business?

#### *H*: Building trust

Clients come to us, because of the reputation we have built up over the years with our clients. Clients become promoters and sales persons for Tricor; we do not need to go out looking for them.

I meet, where possible, every new client personally and decide which client to take up and what services to pursue from them.

We look for common ground in the building of a client relationship. We go for long-term, sustainable business relationship that leads to a win-win situation with the clients.

#### **Maintaining friendships**

I keep up with business contacts as well as the people I have worked with. Many of them would still come to me to share issues or ask for support, relating to business and other matters.

#### Partnering

We have business associates with whom we have worked over the years. These include and are not limited to global providers of professional services. Partnering with these business associates in a variety of ways is effective and mutually beneficial.

#### Networking

Not only do clients continue with us; their staff that over the years have moved to other firms also come back to us.

In one case, one of these alumni moved to Shanghai and asked us for a quotation on a substantial service contract. We won the contract worth SGD280,000 without any other competitive quote.

In another case, out of the blue, a senior executive at our client's head office called me up long distance on a Friday night. She was desperately looking for our servicing team, but did not have personal numbers to call. Urgent work had to be done over the week-end for a valuable transaction that their London and Hong Kong teams had mistakenly overlooked.

I messaged my secretary who called in our Tricor team. The job was done over the weekend. As a result, the client was able to close a deal worth hundreds of millions of USD. The client was most appreciative. She personally flew in to Singapore just to say a personal thank you to our Tricor service team.



With Nomura-san (former employee) and family on a visit to Japan





Our four friends in action at the Tricor office: two Indians, one Chinese and one Malay

#### Going the Extra Mile

We aim to be a total solutions provider, going beyond the obvious and giving extra support where required. Staff are encouraged to do the little extras.

At times the little extras may relate to personal matters, such as shopping for a specific purpose for an overseas client. For us, it is a small thing really; but for the client who is unfamiliar with the locality, it could be time consuming and inconvenient.

It is the overall level of comfort that we offer. In time the client feels that he could leave everything in Tricor's good hands. He would keep coming back to us for service.

## *T*: What is your view of corporate social responsibility (CSR)?

#### *H*: CSR has to be meaningful.

We have taken on an interesting project. An old friend of mine is the architect of this project. He had come to me with a request for training four people who had become physically disabled from accident or stroke. They were no longer productive. He wanted to help them return to normal life. Together with friends, he taught the four people accounts from basics to help them pass the LCCI book-keeping exams.

The project is sponsored by Caritas of the Catholic Church, although none of the people we have supported are Catholics. To provide employment opportunities, Caritas set up a social enterprise named 'Abilities Beyond Limitations and Expectations' (ABLE). My friend is on ABLE's board of directors.

Although qualified under LCCI, our four friends had no practice experience. None of them had worked in an office before.

I decided that we would need to bring them into Tricor, in a real office setting where they could bond with the staff. Our office facilities were altered to make them wheelchair friendly. We added four wheelchair friendly workstations.

They were with us for 6 months. With interaction, everyone became more open with each other and this facilitated the coaching.

I suggested to my director friend that Tricor would levy charge for the internship, but we would match the fees paid and donate the sum back to ABLE. In the end we donated SGD30,000 to ABLE and got a 3-fold (SGD90,000) tax deduction for Tricor from the government – so all 3 parties are happy with the outcome.

This is not the end of my story. Our four friends at ABLE now provide book-keeping services for small companies. Tricor provides ongoing support. We send one accounting staff to the ABLE office for half a day every week, as a form of quality control and continuing coaching.

Thinking out of the box brings unexpected returns. Tricor has become known for its part in this project. This has brought us referrals of business, as well as an invitation to sit on the board of another wellknown local charity.





Happy couple at Santorini

*T*: You have a more than full working life. How do you spend your time outside work?

*H*: I play golf; and do a lot of travelling.

I like to collect wines; and keep a pretty large collection.



3<sup>rd</sup> hole-in-one!

With family and friends in Istanbul – adept at being organizer of trips

I read up on wine. It is a complex and dynamic subject – difficult for the memory and keeps my mind active – better than Sudoku. It has also made a lot of friends for me, from all countries. I receive regular updates on wine from wine merchants in different parts of the world. I know the owners of famous French and Spanish vineyards, visit them regularly, and play host to them when they visit Singapore.

Last summer I arranged for my son, an undergraduate, to work as an intern for two months in the oldest wine store in Paris. It is good education for him. He has become more knowledgeable about my collection after this exposure.

This will be a tangible remembrance for my son too. At some point in the future, he may open a bottle of rare wine out of my collection, and will be able to talk about it and remember the old days.

Thank you, Lon Gee, for your time, and for sharing with us.

The 'Tricorian' wishes to extend our best wishes to Lon Gee and Tricor Singapore for many more innovations and successes to come.

TRICOR IN THE COMMUNITY

China / Hong K

Tricor is committed to sustainable development, and encourages Tricorians to contribute meaningfully to their community.

Tricor Group member companies demonstrate this commitment in their respective ways.

#### Recognition

Tricor Services Limited (TSL) in Hong Kong has been awarded the "Caring Company



Logo" for 2015/16 by The Hong Kong Council of Social Service, in recognition of its commitment to employees and the community.

Four Tricor Hong Kong companies, including TSL, Tricor Greater China Limited, Tricor Executive Resources Limited and Tricor Consulting Limited, have received the 2014/15 Good MPF Employer Award from the Mandatory Provident Fund Schemes Authority.

#### **Pro Bono Services**

Tricor Hong Kong continued to provide pro bono professional services to various non-government organizations (NGOs). Among these NGOs are charitable foundations and organizations providing support to disadvantaged groups.

#### **Gift Transfer**

Tricorians in Hong Kong transferred a variety of food gifts at Chinese New Year to support the gift transfer programme of St. James' Settlement People's Food Bank.

#### Earth Hour

Tricor companies in Hong Kong, Mainland China, Macau, Brunei, BVI, Malaysia, Singapore and UK took part in Earth Hour 2015, organized by the World Wide Fund for Nature (WWF).

For one hour, we switched off non-essential lighting as a vote of support for international action against climate change.



#### Nepal Earthquake Relief

The destructive earthquake that struck Nepal in April 2015 claimed thousands of lives and caused havoc in the country. Tricor Hong Kong supported relief and recovery efforts with a donation to the Hong Kong Committee for UNICEF.



Transfer of gifts at Chinese New Year



#### **Blood Donation**

Over 70 Tricorians took part in the second in-house blood donation campaign in support of Hong Kong Red Cross.



Blood donation in-house

#### **Education Aid**

Tricor Hong Kong sponsored the Sowers Action Charity Golf Tournament 2015 and participated in the event with clients. Donations from the charity golf tournaments are used for education aid.

Sowers Action aims to improve education in Mainland China by providing multipurpose aid, including student sponsorship, construction of schools and facilities, teacher training and support for underprivileged groups.



At the Sowers Action charity golf tournament Left to right: Stephen Liu (EY), Terry Wan (Li & Fung), Allan Tong (Tricor) and Richard Yeung (Convenience Retail Asia Ltd)

#### Free Ride Day

As a show of support for the community, Tricor sponsored the Free Ride Day organized by the Hong Kong General Chamber of Commerce (HKGCC). The public could enjoy free rides on trams and the Star Ferry on the specified day.



In support of HKGCC Free Ride Day



#### **Charity Sale**

We invited Po Leung Kuk (PLK) to mount a handicraft workshop for staff at the Tricor Hong Kong office. Staff learned to make beautiful key holders and card holders from PLK representatives, including volunteers and persons with disabilities.

At a charity sale held later in the office, these products and others from PLK were put on sale. All proceeds went to PLK.





Learning and fun for a worthy cause

#### Swim for a Million

Tricor Hong Kong, alongside The Bank of East Asia Group (BEA Group), took part again in The Community Chest Wheelock Swim for a Million. With cheering colleagues' support, the Tricor team came 26<sup>th</sup> out of 60 corporate teams in the Corporate Relay Race.

The event raised funds for people in need as well as promoted a healthy lifestyle.



Well done, Tricor swimmers! Left to right: Raymond Wong, Kenneth Chan, Michael Cheung and Bernard Wong



#### Service for Home for the Aged

Tricor Hong Kong volunteers joined BEA Group volunteers to clean and repaint the external railings of St. Mary's Home for the Aged.



A show of support for St. Mary's Home for the Aged



#### **Charity Run**

Tricor Hong Kong, for the 10th consecutive year, sponsored Tricorians to take part in this charity event at Hong Kong Disneyland, in support of UNICEF's 'Zero AIDS' campaign.



Johnny Ng with the Tricor team at the UNICEF Charity Run

#### Charity Vertical Run – Race to Shanghai IFC

Tricor Shanghai took part again in this event, organized by Sun Hung Kai Properties (SHKP) to raise funds for Shanghai Children's Health Foundation.

Four ladies from our Shanghai office successfully climbed the 1,460 steps of the race to finish at Level 57 of Two Shanghai International Finance Centre (Shanghai IFC).



#### **School Fundraising**

Tricor Barbados has been supporting the fundraising efforts of a local school for the past five years. Funds raised are used to enhance the school's educational programmes.

In 2015 Tricor Barbados sponsored and participated in the school's annual golf tournament fundraiser .



Well done, Tricor runners! Left to right: Crystal Wang, Lina Ren, Eva Shang and Cathy He



Tricor as sponsor and participant of the golf tournament fundraiser



SKP employees purchasing items made by the Helen Keller Institute for the Deaf & Deafblind

#### Support for Children

During the Diwali Festival in India, the SKP Tricor team along with other SKP Group colleagues organized a fundraiser to support Vrindavan, a home for underprivileged children.

Food and game stalls were set up in the SKP office, including a stall selling snacks by the children themselves.

Items handcrafted by students from the Helen Keller Institute for the Deaf & Deafblind were also sold in the office.

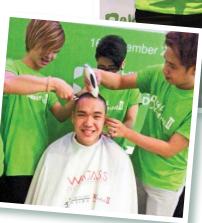


## TRICOR IN THE COMMUNITY



#### Support for Cancer Research

In Malaysia, four Tricorians joined the Bald & Beautiful challenge organized by KHIND StarFish Foundation and other co-organizers. They had their hair shaved to raise funds for Cancer Research Malaysia and the Sarawak Children's Cancer Society.





Bald and beautiful in the interest of cancer research

#### **Charity Run**

Tricor Labuan took part in the Labuan International Business and Finance Centre Corporate Executive Run 2015 (Lex\_Run).

The event was organized by Labuan Financial Services Authority as a contribution to charitable organizations.





Tricorians at the Lex\_Run

# Training for Persons with Physical Disabilities

Tricor Singapore provided a 6-month training programme for four persons with physical disabilities in the second and third quarter of 2015. This is a project sponsored by Abilities Beyond Limitations and Expectations (ABLE), a social enterprise established by Caritas to serve this particular group.

Tricor Singapore's role was to coach the four beneficiaries and assist them in preparing statement of accounts independently during the training period. While this programme has ended, we are currently still providing continuing support to ABLE in their engagement with clients.



To learn more about this innovative project, please go to our earlier article in this issue, 'Meet Our CEO, Tricor Singapore'.



## Visit to Children at Wat Botworadit

Tricorians in Thailand visited Wat Botworadit, a Buddhist temple which has become a home and boarding school for nearly 450 orphaned children from the north of Thailand.

The visitors provided a meal and gave donations such as notebooks, pencils, food, clothing, gifts and daily necessities.



Children at Wat Botworadit ready for lunch with Tricor visitors

# **Blood Donation**

With Bangkok hospitals in constant need of blood donations, Tricorians in Thailand responded to the call from Thai Red Cross and were happy to be giving back to the community.





## **Cancer Support**

Tricor UK supported the World's Biggest Coffee Morning for Macmillan Cancer Support and hosted a Coffee Morning in the office.

Tricorians enjoyed the coffee and cakes baked by colleagues and made donations. Tricor UK contributed with a matching donation.



# 

### — HKICS -



In support of the 16th Annual Corporate and Regulatory Update (ACRU) organized by The Hong Kong Institute of Chartered Secretaries (HKCIS)

Natalia Seng (Tricor) with Dr Maurice Ngai (HKICS)



HKICS Chief Executive Samantha Suen with four HKICS Past Presidents at the Annual Dinner

Front row, left to right: Samantha Suen and Neil McNamara Back row, left to right: Edith Shih, Natalia Seng and Dr Maurice Ngai

#### **Visit of Student Ambassadors**



Participants of the HKICS Student Ambassadors Programme on a company visit to Tricor



#### – HKICPA –

Cross-straits, Hong Kong and Macau Accounting Profession Conference



In support of the accounting profession conference organized by Hong Kong Institute of Certified Public Accountants (HKICPA)

Left to right: Thomas Yip (Elite Partners CPA Limited), Shirley Tsang (Tricor), Mabel Chan (HKICPA), Roy Lo (SHINEWING (HK) CPA Limited), Joel Chan (Aon Hong Kong Limited)

#### Qualification Programme (QP) – Case Analysis Competition



As sponsor and reviewers of HKICPA QP Case Analysis Competition, held in Hong Kong and Guangzhou Our Shirley Tsang (centre) with the merit team in Hong Kong

**Annual Dinner** 



Tricor executives at the HKICPA Annual Dinner



In support of the CPA Australia Congress Shirley Tsang (Tricor) with Jeff Hughes (CPA Australia)

### – CPA Australia –



Recognition from CPA Australia for sponsorship of the Career Expo Left to right: Kenneth Chen (CPA Australia) and Shirley Tsang (Tricor) with Paul Tighe, Australia's Consul-General to Hong Kong and Macau





Visit from Gibraltar government officials and the Gibraltar Financial Services Commission (GFSC) Left to right: Paul Moyes, Natalia Seng and Julian Chow (Tricor) with Albert Isola and James Tipping (Gibraltar government), Joanne Beiso (GFSC) and Jason William Cruz (Gibraltar government)



# At the conference of Hong Kong Institute of Human Resource Management (HKIHRM) with David Li ( $4^{th}$ from left), HKIHRM president



Visitors at HKIHRM conference showing interest in our services

## - HKIHRM Conference



- HKCIB Conference -



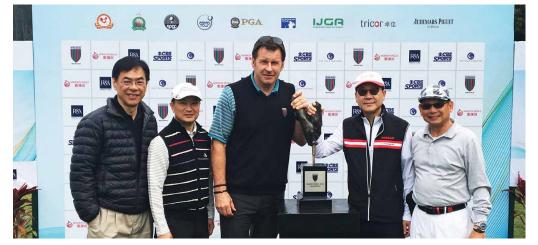
Left to right: Paul Moyes (Tricor) with B S Rath, HKCIB Chairman

**Seminar for Clients and Business Partners** 



Pushkar Bagmar (SKP Tricor) with the latest news on India's business and political environment

#### On the Green -



Joining in the fun with clients

Left to right: Raymond Woo (formerly EY), Bryan Wong (Emperor Group), Sir Nick Faldo (Faldo Series), Allan Tong (Tricor) and Patrick Yeung (Asian Capital Holdings Limited)



Tricor executives with clients and business associates at the Hong Kong Tens tournament



## · HRoot China Human Resource Service Expo in Mainland China



Tricor experts at the HRoot China Human Resource Expo in Shanghai



Exchanging the latest HR news with industry practitioners at the HRoot China Human Resource Expo in Beijing



Tricor exhibition booth at the HRoot China Human Resource Expo in Guangzhou

## Career Days at Universities in Mainland China



Career Day at Beijing Technology and Business University



Career Forum at Jinan University in Guangzhou



Career Fair at Shanghai University of Finance and Economics





Tricor Malaysia with business partners from Affin Hwang Investment Bank Berhad and The Bank of East Asia at a Chinese New Year luncheon





Tricor Vietnam alongside IMM Group at the Vietnam New Investment / Enterprise Law Seminar

# 15<sup>TH</sup> ANNIVERSARY GALA DINNER

In September 2015, Tricor Hong Kong held a Crystal Gala to mark 15 years of success.

More than 700 Tricorians, including country heads from Malaysia and Singapore, attended the event in sparkling attire.

It was an evening complete with surprise performances, lively games and delicious food, not to mention beautifully dressed Tricorians doing the catwalk in the Best Dress Competition and generous prizes for the lucky draw.





TRICOR CRYSTAL GALA

单 tricc









# **TRICOR GROUP CONTACTS**

# Group Chief Executive & Group Managing Director

Johnny Ng johnny.ng@hk.tricorglobal.com

#### **Group Managing Director**

Julian Chow julian.chow@hk.tricorglobal.com

#### **CHINA and HONG KONG**

Chief Executive Officer, Practice Leader, Corporate Services & China Consultancy Services

Natalia Seng natalia.seng@hk.tricorglobal.com

Deputy Chief Executive Officer, Practice Leader, Business Services & China Consultancy Services

Shirley Tsang shirley.tsang@hk.tricorglobal.com

#### **Executive Director Practice Leader, Corporate Services**

Betty Yeung betty.yeung@hk.tricorglobal.com

**Executive Director Practice Leader, Investor Services** 

Allan Tong allan.tong@hk.tricorglobal.com

#### Executive Director Head of Learning & Development

Susan Lo susan.lo@hk.tricorglobal.com

# CHINA and HONG KONG (HEAD OFFICE)

HONG KONG Tricor Services Limited info@hk.tricorglobal.com www.hk.tricorglobal.com

MAINLAND CHINA Tricor Consultancy (Beijing) Limited info@cn.tricorglobal.com www.cn.tricorglobal.com

MACAU Tricor Services (Macau) Limited tricor@macau.ctm.net www.cn.tricorglobal.com

#### **OTHER OFFICES**

BARBADOS Tricor Caribbean Limited Caribbean Corporate Services Limited info@bb.tricorglobal.com www.bb.tricorglobal.com

BRITISH VIRGIN ISLANDS Tricor Services (BVI) Limited info@bvi.tricorglobal.com www.bvi.tricorglobal.com

BRUNEI Tricor (B) Sdn Bhd info@bn.tricorglobal.com www.bn.tricorglobal.com CAYMAN ISLANDS Tricor Services (Cayman Islands) Limited info@ky.tricorglobal.com www.ky.tricorglobal.com

DUBAI UAE Tricor Praesidium Limited info@ae.tricorglobal.com www.ae.tricorglobal.com

INDIA SKP Tricor Corporate Services Pvt Ltd info@in.tricorglobal.com www.in.tricorglobal.com

INDONESIA PT Amalgamated Tricor info@id.tricorglobal.com www.id.tricorglobal.com



BARBADOS Managing Directors

**Connie Smith** connie.smith@bb.tricorglobal.com

Jennifer Smith jennifer.smith@bb.tricorglobal.com

BRITISH VIRGIN ISLANDS Managing Director

Clair Burke clair.burke@bvi.tricorglobal.com

BRUNEI COO & Director

Cecilia Wong cecilia.wong@bn.tricorglobal.com

CAYMAN ISLANDS Director

Natalia Seng natalia.seng@hk.tricorglobal.com

DUBAI UAE Directors

Hari Bhambra hari.bhambra@ae.tricorglobal.com

Sagheer Mohammed sagheer.mohammed@ae.tricorglobal.com

INDIA Chief Executive Officer

Sapan Parekh sapan.parekh@skptricor.com

INDONESIA President Director

Istama Siddharta istama.siddharta@id.tricorglobal.com

IRELAND Executive Director

Gerry McNally gerry.mcnally@mbsl.ie

JAPAN Representative Director

Henry Tan henry.tan@jp.tricorglobal.com

KOREA Chief Executive Officer

Byung-Doo Choi bchoi@ioikorea.com

LABUAN CEO & Managing Director

Yeap Kok Leong kok.leong.yeap@my.tricorglobal.com MALAYSIA CEO & Managing Director

Yeap Kok Leong kok.leong.yeap@my.tricorglobal.com

SINGAPORE CEO & Managing Director

Ho Lon Gee lon.gee.ho@sg.tricorglobal.com

THAILAND CEO – Tricor Outsourcing

Somjin Pholpornprasert somjin.pholpornprasert@th.tricorglobal.com

#### **President – Tricor Executive Recruitment**

Munthana Thamlikitkul munthana.thamlikitkul@th.tricorglobal.com

UNITED KINGDOM Senior Partner

Richard Tozer richard.tozer@uk.tricorglobal.com

VIETNAM General Director

Lim Chor Ghee chorghee.lim@vn.tricorglobal.com

IRELAND MBSL Limited info@ie.tricorglobal.com www.ie.tricorglobal.com

JAPAN Tricor K.K. info@jp.tricorglobal.com www.jp.tricorglobal.com

KOREA

International Outsourcing Inc. info@ioikorea.com www.ioikorea.com LABUAN Tricor Trustco (Labuan) Limited info@my.tricorglobal.com www.my.tricorglobal.com

MALAYSIA Tricor Services (Malaysia) Sdn Bhd info@my.tricorglobal.com www.my.tricorglobal.com

SINGAPORE Tricor Singapore Pte Ltd info@sg.tricorglobal.com www.sg.tricorglobal.com THAILAND

Tricor Outsourcing (Thailand) Limited Tricor Executive Recruitment Limited info@th.tricorglobal.com www.th.tricorglobal.com

UNITED KINGDOM Tricor Services Europe LLP info@uk.tricorglobal.com www.uk.tricorglobal.com

VIETNAM

Tricor Vietnam Company Limited contact@tsvservices.com www.vn.tricorglobal.com

www.tricorglobal.com