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OCBC Securities Pte Ltd

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UOB Kay Hian Pte Ltd

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OCBC Securities Pte Ltd

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Ms. Janet Lee Le Lin  
OCBC Securities Pte Ltd

Mr. Ivan Gandasmita  
Lim & Tan Securities Pte Ltd

Mr. Teo Beng Huat  
Phillip Securities Pte Ltd

### Honorary Auditors

Mr. Loh Chen Tian  
DBS Vickers Securities Pte Ltd

Ms. Lily Magdalena Abraham  
UOB Kay Hian Pte Ltd



## President's Message

Dear fellow members,

We have received feedback on your concerns following the launch of the Remaking of the Remisier Profession campaign last November. As mentioned in my post-event note to all members, the campaign primarily aims to uplift the professional profile and enhance the visibility and relevancy of the remisier profession. The remaking effort will be a continuous process which will include training and professional development programmes among others.

These programmes will be specially designed for remisiers to acquire in-depth knowledge of risk management and sales and marketing skills in handling a broader range of products. For those who self-trade, the programmes will sharpen their trading skills, help them to manage their risk exposure and enhance their money management skills. These specialized programmes are not intended to replace the current CEP courses. They will not be mandatory but meant for remisiers who desire to do more and want to upgrade their skills and be rewarded with training credits. We exhort all Member Companies to support and encourage their remisiers to participate in these courses. The ultimate aim is to build and boost sustainable businesses for all stakeholders in a constantly changing business environment.

The event was also an opportunity to seek a direction from SGX's incoming CEO, Mr. Magnus Bocker, on the role of remisiers. It is therefore encouraging to note that he had mentioned "without a doubt, remisiers will continue to act as pulse of the stock market, assuming an important frontline role in our equities market."

One immediate positive outcome of the launch was a sudden increase in membership applications. We have recently received more than 80 new applications representing a laudable 20% increase in our membership. We are confident that more remisiers including dealers will join our Society.

A Business Times article on 19 January 2010 proposed the scrapping of contra-trading with the aim to "force" the investing public to trade leveraged products and derivatives. The Society disagreed and presented its response which was published in the Business Times on 26 January.

As part of our on-going remaking efforts, we have brought in Dr. Alexander Elder directly from New York City, USA to conduct a full-day "Trading for a Living" conference and a two full days advanced workshop. Dr. Elder, MD, is a professional trader and author of best sellers "Trading for a Living" and "Come to my Trading Room", considered modern classics among traders. The workshop was held on 14 March at NTUC Auditorium and aimed to sharpen the trading and money management skills of traders.

A gala dinner to commemorate our Society's 24th Anniversary will be held immediately after our Annual General Meeting at Singapore Marriott Hotel on Friday, 26 March, 2010. I look forward to your presence.

### Albert Fong President

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2010 is the dawn of a New Singapore. Two integrated resorts with casinos will be opened for business. RWS has already opened its casino in Feb and MBS will be opening theirs in Apr. Now we have another legitimate avenue for making money. It used to be said that our securities market is our “casino” because this is where the people can punt or speculate and make some money, hopefully.

The million dollar question is “Will the 2 casinos affect the securities business?” since speculators also hope for “luck” when they “invest” in the securities market and “luck” features strongly in casino gambling. If you have not noticed, the stock market is rather anemic these last 2 months since RWS casino opened. Have all our punters gone to the casino? I leave you with this food for thought.

## SGX Recruitment Fair

by John Wee



On 16th Jan 2010, Singapore Exchange organized its first Capital Market Recruitment Fair at SGX Centre 1 for the year. This is part of its continual effort to grow and expand the securities community. The fair was supported by various securities firms, Association of Financial & Commodities Traders (AFACT) and SRS as part of an industry effort. SRS President, Mr. Albert Fong was one of the key speakers at this fair and he spoke on the roles and responsibilities of remisiers. The session was well-received and participants went away well-informed.

## Members' Night

by Fabian Loi

A members' night was held at InContro at the swanky Robertson Quay on 16 Dec 2009. The event was sponsored by Citibank's Equity Investment Unit. About 50 remisiers and friends attended, besides those from Citibank's EIU.

In his impromptu address, Mr. Albert Fong, President welcomed those present and touched on various topics including the recently launched “Remaking of the Remisier Profession” campaign. He rounded off his speech with heartfelt thanks to Citibank for its unwavering support to our Society all the way back to the first Inter-Stock broking House Golf Tournament.

Mr. Alvin Ong, Business Head of the Citibank's Equity Investment Unit, also welcomed those present and introduced his team. He also took the opportunity to introduce some of their products and promised competitive rates for our members.

It was a night of good food and fine wine. We would like to thank Citibank's Equity Investment Unit for its support of our programmes and for making the evening most enjoyable for all.





On 8<sup>th</sup> Jan 2010, Singapore Pools organized a talk, “Feng Shui for 2010 - Will the Tiger Maul the Market?” by renowned Hong Kong Grand Master Raymond Lo at the Singapore Conference Hall. The event attracted about 40 members and their clients. The public made up the rest of the full house audience.

Master Raymond Lo started off by reviewing his 2009 talk. He had mentioned that due to the absence of the fire element, airline business was not favourable and there were the possibility of plane crashes and other accidents.

He mentioned that according to the Hsia calendar, the year of the Tiger, which commenced on 4<sup>th</sup> February 2010, is represented by two elements with “metal element sitting on the wood” which symbolizes conflict and disharmony. This year will be marked with more international clashes and disagreements. It is similar to the Tiger year of 1950 when the Korean War broke out, and competition arose for developing atomic bombs. A person born in the Tiger year tends to show image of strength. An example of such a powerful person is Margaret Thatcher.

His insights for 2010 also covered various business sectors. Favorable industries include entertainment, finance, energy, hi-tech and internet. Unfavorable industries include wood related ones, shipping, communication, drinks and Spa. He commented that due to the absence of water element in 2010, businesses will have more activities but without real substantial monetary gains. Disasters like earthquakes and misfortunes related to children can be expected for the year. Moderate sectors include property, hotel, mining and insurance which will still be active, but are unlikely to make obvious profits. Generally, 2010 is a year of steady improvement in optimism that will bring more healthy economic recovery and growth with uptrend in the stock market.

## Karaoke Gathering

by Janet Lee



An informal gathering of about 20 karaoke enthusiasts gathered at OCBC Recreation Club in the basement of OCBC Centre South on Fri, 15 Jan. The singing members came from DBS Vickers, Kim Eng, Lim & Tan, UOB Kay Hiang and OCBC Securities. While some sang, others listened and helped themselves to the food and drinks provided. The Committee will organize similar events in future if the demand is there, be it karaoke, pub nights, etc. where members can unwind and interact socially.



## Upcoming Events

### Schedule of Courses for Apr - Dec 2010

14 Apr	Understanding the Minerals, Oil & Gas Sector
15 May	Profit Drivers from a Sectorial Perspective
12 Jun	High Yield Investing, Myths and Pitfalls
17 Jul	Trading Modern Market Conditions
14 Aug	Value Investing: Stock Selection for the Long Run
17 Sep	Soft Skills: The Moments of Truth in Selling
15 Oct	Understanding Mergers, Acquisitions & RTOs
12 Nov	Soft Skills: Corporate Etiquette
11 Dec	Legal Issues in Securities Trading

- 1 24th AGM-cum-Gala Dinner on 26th March 2010, Friday at Singapore Marriott Hotel, Ballroom 1 at 5.45pm.
- 2 Visit Shanghai World Expo 2010, Tentatively end May. Contact John Wee for details.
- 3 Continuing Education Programme for Dealers and Remisiers (SGX-accredited).

Contact Education Centre @ 6323 6208 or visit [www.remisiers.org/education](http://www.remisiers.org/education) for further details.

# List of New Members

We welcome the following new members who joined from January to March 2010

## CIMB-GK Securities Pte Ltd

Heng Peng Seng Jan 2010

## DBS Vickers Securities Pte Ltd

Cheng Lai Quek Jan 2010  
 Chew Chin Koon Jan 2010  
 Ang, Carolyn Feb 2010  
 Ang, Prisllyn Feb 2010  
 Chin Tet Nee Feb 2010  
 Low, Ronald Feb 2010  
 Thiang, Larry Feb 2010  
 Thong, Allan Feb 2010  
 Yan, Willie Mar 2010

## Lim & Tan Securities Pte Ltd

Lee, Terence Jan 2010  
 Lim Chin Kai Jan 2010  
 Soh Choon Jin Jan 2010  
 Wei, John Jan 2010  
 Tye, Albert Feb 2010

## UOB Kay Hian Pte Ltd

Chean, Robin Jan 2010  
 Lee Hee Chye Jan 2010  
 Lim, Betty Jan 2010  
 Lim, Amy Jan 2010  
 Ng, Andy Jan 2010  
 Tan, William Jan 2010  
 Tan, Eric Jan 2010  
 Tan, Andy Jan 2010  
 Yee, Sarah Jan 2010  
 Yeo, Judith Jan 2010  
 Tan, Andrew Feb 2010

## OCBC Securities Pte Ltd

Choo Boo Chuan Jan 2010  
 Hong, Priscilla Jan 2010  
 Soh, John Jan 2010  
 Chia, Irene Feb 2010  
 Foo Jung Boon Feb 2010  
 Ong Eng Gian Feb 2010  
 Ong Kwee Lan Feb 2010  
 Ong, June Feb 2010  
 Poon, Angelia Feb 2010  
 Yeo, Tony Feb 2010  
 Yeo, Gracie Feb 2010  
 Wong Kok Lee Mar 2010

## Kim Eng Securities Pte Ltd

Chua King Tiong Jan 2010  
 Eng, Michael Jan 2010  
 Fan Jun Jan 2010  
 Fung, Alex Jan 2010  
 Lim Tong Hin Jan 2010  
 Loke Poh Sim Jan 2010  
 Lo, Lance Jan 2010  
 Loo Chang Yuan Jan 2010  
 Ng Beng Kiong Jan 2010  
 Oh Beng Tie Jan 2010  
 Quah, Raphael Jan 2010  
 Sim, Mervyn Jan 2010  
 Tan Choon Peng Jan 2010  
 Tan Hua Thye Jan 2010  
 Tan Khoon Chua Jan 2010  
 Teh, Evelyn Jan 2010

## Phillip Securities Pte Ltd

Lieu Teck Hua Jan 2010  
 Lim, Tracy Jan 2010  
 Lyn, Victoria Jan 2010  
 Ng Kok Leong Jan 2010  
 Lim Cheng Lay Feb 2010  
 Tan, Joseph Mar 2010



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 The last qualifying day for this promotion is 30<sup>th</sup> September 2010

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