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行政總裁  
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“ 監管局已和業界代表研究如何向業界提供支援，但所有建議最終都要經過監管局的董事局及委員會（包括有業界代表在內）的詳細討論和審慎考慮。 ”

“ The EAA and trade representatives have been discussing how to provide support to practitioners. Yet, all proposals will ultimately require detailed deliberation and careful consideration by the EAA Board and committees, which members include trade representatives. ”

## 明白業界困難

## Understanding the difficulties of the trade

監管局一直與業界保持積極溝通，過去兩個月與商會代表舉行了兩次聯絡會議，以及與前線從業員舉行聚焦小組會面。目的是了解業界的執業情況，及聆聽業界的意見。

筆者和監管局都明白，近月地產代理業界生意受到影響，亦理解從業員面對困難，因此也理解有業界人士提出希望得到牌費減免。筆者希望在此向各位持牌人解釋一下，局方並非無意提供支援或協助，但實際空間真的極為有限。

首先，監管局是一個自負盈虧的機構，和其他政府部門或一些法定機構不同，我們並沒有政府的資助，財力有限。監管局的法定收入及營運資金的主要來源，就是牌照費用。假若持牌人數下跌，局方的總收入便會相應減少。因此，我們必須謹慎理財，以確保萬一牌費收入一旦減少，局方仍然有足夠的營運資金，履行法定規管工作，而不用增加牌費補貼收入。

不少持牌人可能會記得，監管局曾在 2008 年作出一次半年牌費寬免。筆者當時已在監管局工作，清楚知道該次寬免其實大大影響了局方的財政狀況，當時之儲備被大幅減少一半，需要數年時間才可追回。

值得注意的是，近期持牌人數一直出現下跌情況，假如跌勢持續，局方收入將難免受到影響。因此，若現時寬減牌費，一年後局方一方面因持牌人數下跌導致收入減少，另一方面又因寬減牌費而令財政儲備少了一大截的話，局方便有機會出現財困，甚至可能需要增加牌費。換句話說，這變相由到時仍留在行內的持牌人去分擔這次牌費寬減的代價，此舉對監管局或持牌人雙方都沒有好處。

最近，監管局已和業界代表研究如何向業界提供支援，但所有建議最終都要經過監管局的董事局及委員會（包括有業界代表在內）的詳細討論和審慎考慮。筆者希望各位持牌人理解，局方會盡力研究有否可行方案，抱歉暫時未能給大家任何承諾。

All along, the EAA has been actively communicating with the trade. In the past two months, we held two liaison meetings with representatives from trade associations and a focus group meeting with frontline practitioners. The purpose is to understand the practice of the trade and listen to their opinions.

The EAA appreciates that the business of the estate agency industry has been affected in recent months and the difficulties faced by practitioners. Hence, we understand that some trade members have voiced that they would like to have a licence fee concession. Here, I would like to explain to all licensees that it is not that the EAA is unwilling to provide support or assistance, but the actual room for doing so is really extremely limited.

First, the EAA is a self-financing organisation and it does not have any government funding support like other government departments or some statutory organisations. Our financial resources are limited. Licence fees are the main source of statutory revenue and operating capital of the EAA. If the number of licensees drops, the total revenue of the EAA will decrease accordingly. We must therefore manage our finances prudently so as to ensure that in the case of a fall in our licence fee income, the EAA could still have sufficient operating capital to discharge its statutory regulatory duties without looking for an increase in the licence fees to subsidise its shortfall.

Many licensees may remember that the EAA had granted a half-year licence fee concession back in 2008. At the time, I had already joined the EAA and clearly observed that the concession had substantially impacted the EAA's financial situation. The financial reserve then was greatly reduced by half and it took a number of years to recover.

It is worth noting that the number of licensees has been dropping recently. If the decline continues, the EAA's revenue will inevitably be affected. Therefore, if we make any licence fee concession now, the scenario in a year's time could be like, the EAA's revenue will be reduced on one hand due to a decline in the number of licensees and, on the other, its fiscal reserve would have largely shrunk due to the licence fee concession. Under such circumstance, the EAA will possibly face financial difficulties and may even have to raise its licence fees. In other words, those licensees who remain in the industry at that time will have to bear the cost of the licence fee concession, which is not in the interest of both the EAA and its licensees.

Recently, the EAA and trade representatives have been discussing how to provide support to practitioners. Yet, all proposals will ultimately require detailed deliberation and careful consideration by the EAA Board and committees, which members include trade representatives. I hope that licensees can understand that the EAA will make every effort to study whether there is a feasible solution, but we regret we are unable to make any promises for the time being.