

ANNUAL REPORT & ACCOUNTS 2022



Creating world class accountants

ABOUT US

The Association of International Accountants (AIA) is a leading professional body for accountants and finance professionals with a long-standing reputation for excellence in professional education and a dynamic global membership.

OUR MISSION

AIA is a membership organisation providing world class qualifications, training and services to support accountants throughout their working lives, equipping them with the skills, knowledge and expertise to ensure they are at the forefront of their profession. We act in the public interest and promote and develop the accountancy profession and the interests of our members.

OUR VALUES

Collaboration. We work together to achieve our shared aims, creating a collaborative environment where colleagues are empowered to take ownership of their responsibilities.

Innovation. We are agile in response to change, embracing new ideas with enthusiasm and commitment to bring about continuous improvement in everything we do.

Excellence. We strive for excellence, taking pride in the work we produce and the role we play in AIA's success. We are ambitious for ourselves and AIA and focused on our strategy and ensuring our members are at the heart of everything we do.

Integrity and respect. We recognise, value and celebrate our diversity and collective expertise. We treat all members, students, colleagues and stakeholders fairly, welcoming individual differences and opinions.

WE ACT IN THE PUBLIC INTEREST

AIA protects the public interest by making sure our members, their firms, and our students maintain the highest standards of professional competency and conduct. This is embedded throughout everything we do, from our qualifications, robust membership requirements, supervision and regulation, and our production of research, best practice, and skills guidance.

WE BELIEVE IN THE POWER OF SMEs

SMEs play a major role in most economies, particularly in developing countries. According to the World Bank Group, formal SMEs contribute up to 60% of total employment and up to 40% of national income (GDP) in emerging economies. In market economies, SMEs are the engine of economic development, significantly contributing to sustainable growth and employment generation. That's why we focus on creating world class accountants to work in and serve the SME sector.

OUR STRATEGY

OUR VISION

AIA is a leading force in the accountancy profession, providing a strong voice, superior qualifications and unrivalled support for accountants worldwide.

OUR STRATEGIC OUTCOMES

Our goal is to achieve five strategic outcomes which collectively describe what AIA will look like in 2025.



Empowered and exceptional people nurtured to achieve shared goals.



Thought leadership driving excellence in all of AIA's activities.



Outstanding student and member outcomes.



Strong global reputation and market position, with diversified revenue streams.



Organisational sustainability, efficiency, and effectiveness.

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PRESIDENT'S MESSAGE

My presidency has witnessed some of the most tumultuous times in recent history but it has been a challenge I have relished tackling so far. Due to my heritage and unique background, I feel I bring a wealth of experience to the role. I'm focused on adding value and imparting my business knowledge as we seek further accreditation and recognition.

One of the reasons I agreed to join the Council is because AIA's beliefs align with my own. I believe that the principal role of a professional accounting organisation is to act in the public interest and the AIA team embeds this concept throughout the work that they do.

AIA do this through ensuring continuing high educational standards. In my duties as President, I have had the opportunity to witness first hand the labour that goes in to creating and examining the excellent qualifications AIA offer. A commitment which ensures we continue to produce professional accountants of the highest calibre.

AIA is an organisation run by members for members, and at the heart of that concept, the Council are the elected representatives who are responsible for ensuring the organisation delivers the objectives outlined in our

constitution.

Diversity and inclusion is a topic close to my heart, and I am proud to be part of such a heterogeneous board, which reflects the members we represent. We value the benefits that different opinions, life experiences and cultures bring to our decision making. Our aim is to further strengthen our diversity and work towards achieving equal representation of the genders.

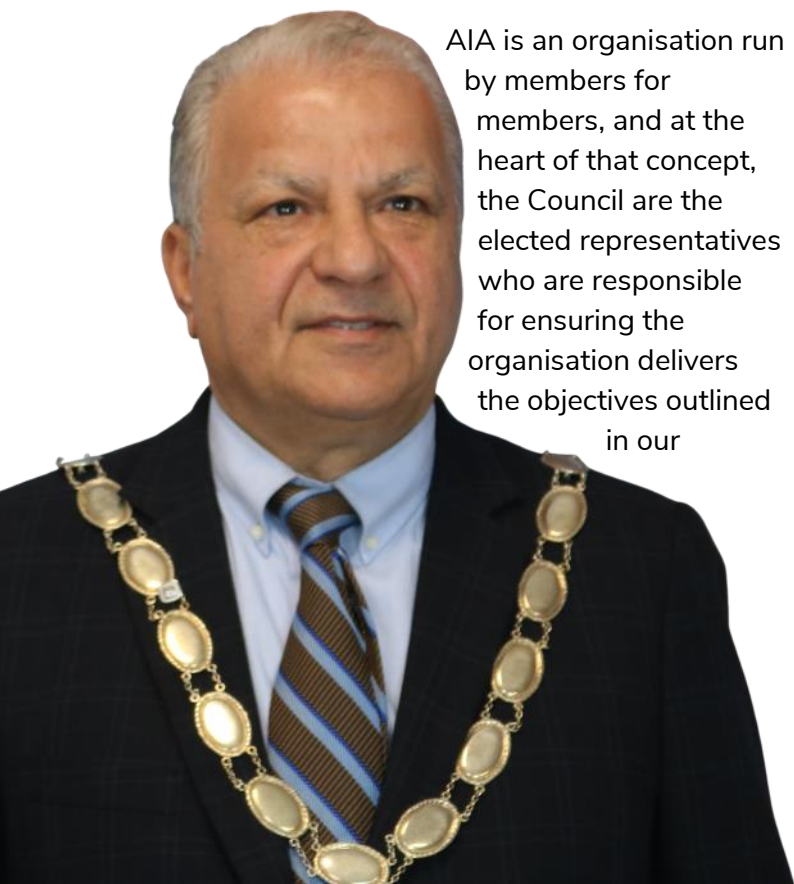
For me, my tenure will be about further strengthening relationships with regulators and overseas partners, and building upon the fantastic work the AIA team are doing in relation to the sustainable agenda. The role of President requires a lot of interpersonal interaction and I look forward to more face-to-face visits with educational partners, branches, members and other stakeholders.

A particular highlight was representing AIA at the World Congress of Accountants in Mumbai in November 2022. AIA was a silver sponsor and I welcome the return of this unique event and the opportunity it presents to further our cause for IFAC membership.

I am sure that the pace of change and uncertainty we are currently living with will bring more trials in the future, but we are resilient and I am confident we will overcome any challenges with the innovative and positive outlook we have demonstrated to date.



Shahram Moallemi
President



CHIEF EXECUTIVE'S STATEMENT

2021/2022 has continued to present challenges characterised by ongoing international conflict and a turbulent economic global outlook.

Despite this geopolitical background I continue to be impressed and reassured by the resilience and positivity of our members, who consistently adapt and rise to the challenges before them.

Across the world our members have been busy providing essential services for their clients or employers in difficult times to protect businesses.

As a Commonwealth Accredited organisation we joined with our members across the world in mourning the loss of Queen Elizabeth II, whilst being inspired by her lifetime of dedicated service.

We have also seen a growing focus on sustainability and green finance, and it is increasingly apparent that for organisations to thrive they must also consider the cost of their business on the environment and society, as well as traditional monetary concerns.

Now more than ever, our members have a vital role to play in supporting the SME sector, whether in an internal finance position or by providing an external service. SMEs are the engines of economic growth and development, they generate competition, encourage innovation and make the marketplace more dynamic.

Despite the challenges we have faced this year, we have maintained the highest standards in professional education and membership,

developed as an organisation and delivered many of the core strategic objectives we set ourselves.

Our primary focus in this period has been towards achieving membership of the International Federation of Accountants (IFAC). To this end we have been building relationships within the global profession and working hard to demonstrate our credentials for membership.

In addition to the ongoing monitoring by our regulators, our qualifications have been independently assessed and benchmarked, providing assurance of their high specification and to facilitate wider understanding of their comparable educational levels.

We have also highlighted how we protect the public interest, with our robust corporate governance structure, complaint, whistleblowing and disciplinary framework.

We are looking forward to building on all these areas of excellence and continue working towards our goals in 2022/2023 and we thank our members for their ongoing support.



Philip JJ Turnbull
Chief Executive



EMPOWERED PEOPLE

We are building an inclusive working environment that attracts and retains talented individuals from diverse backgrounds. We value people and support the health and wellbeing of our colleagues. We want to encourage self-motivated people ambitious for their own achievement and that of AIA.

GOOD GOVERNANCE

AIA's core purpose is to enhance and sustain responsible, ethical professional accountancy education and practices, and work in the public interest.

Our [corporate governance structure](#) is shaped by the Constitution and underpinned by recognition and regulation.

We are governed by a Council of members, responsible for ensuring we deliver the objectives outlined in our Constitution. The Council also decides on strategic goals and monitors our performance and budget.

The Council comprises members elected at the Annual General Meeting and draws on a wide range of experiences and backgrounds. Encompassing key jurisdictions around the world, the Council represents all our members and reflects AIA's global nature.

The Council is responsible for the overall governance of AIA and its affairs and are supported and advised in their work by committees.

EQUALITY, DIVERSITY & INCLUSION

In 2021/2022 we laid the foundations to build on the already diverse composition of the Council, with the aim to expand its membership in the future to the full complement of 20, comprising members and lay members. The goal being to further enhance the effectiveness of the board, reaffirm our commitment to equality, diversity and inclusion, and achieve gender balance.

We believe it is in the public interest that governing bodies of all professional accountancy organisations should represent their membership, and society as a whole. [Our vision](#) is that our Council reflects the ethnic diversity of our international organisation. The benefits of inclusion and diversity to support the development and implementation of AIA's strategy are clear.

REGULATORY FRAMEWORK

The [AIA Constitution](#) covers the rights and obligations of members and provides a structured framework for our governance processes of the Association. The Council Terms of Reference provides an easy reference interpreting the formal requirements set out within the Constitution.

KEY PRINCIPLES

Selflessness – make decisions in the public interest.

Integrity – don't place themselves under any financial or other obligation that might influence the performance of their duties.

Objectivity – make choices on merit.

Accountability – be accountable for their decisions and actions and be submitted to appropriate scrutiny.

Openness – be as open as possible about the decisions and actions taken.

Honesty – declare any private interests and take steps to resolve any conflicts arising in a way that protects the public interest.

Leadership – promote and support these principles by leadership and example.

COUNCIL & COMMITTEES

At the start of the period, there were 14 Council members in place. During the year, one member resigned and was not immediately replaced.

The echoes of Covid-19 meant the continuance of online meetings using Microsoft Teams. The Annual General Meeting held in May 2022 was also conducted virtually, in line with government guidelines.

During the year four Council meetings were held, plus an additional training meeting to assist members get the best out of the online meeting technology. Each meeting followed an agreed agenda, discussing matters of policy and regulation.

APPLICATIONS COMMITTEE

The Applications Committee met regularly during the period to consider applications for membership and for practising certificates. The Committee also receive information regarding members wishing to resign their membership, and more sadly, of those members who have recently deceased.

FINANCE COMMITTEE

The Finance Committee has a membership of seven Council members and they met on a monthly basis throughout the period. The Committee deals with all matters relating to the accounts and financial affairs of AIA, investments, sanctions expenditure and ensures that sufficient funds are maintained to enable the development of the qualification. The Committee reports back to the Council at the next meeting and the details of their deliberations are confirmed.

QUALIFICATIONS COMMITTEE

The Qualifications Committee met four times during 2021/2022. There are eight Council Members on this Committee, plus two lay members, one being an academic and the other a statutory auditor. Two of the meetings in the year are held to review the report from the Exam Board following each exam session and recommend that the results of the AIA Professional Qualification be published. Other items considered by the Qualifications Committee included the approval of new examiners and study centres.

REGULATORY OVERSIGHT COMMITTEE

The Regulatory Oversight Committee deals with scrutiny, oversight and review of our regulatory requirements as a recognised supervisory body under the Money Laundering Regulations. The Committee is chaired by a member of Council, and the other members are lay members who are expert in the field. The Committee meets twice a year.

“Our Council Members reflect the diversity of an international organisation, and we are currently working towards achieving gender balance on the Council within the next five years to reflect the balance within society.”

Doreen Bland
Secretary to the Council



OUR PEOPLE

One of our strategic outcomes is to attract, recruit and retain the best possible team to serve our members and to create an inclusive working environment where people are nurtured and empowered to reach their full potential.

In the past year we've implemented a number of key measures to achieve our goals in this area. We revamped our onboarding process, making sure new hires are made to feel welcome and part of the team at the outset. Each new hire is assigned a mentor to help make their induction to the organisation as smooth as possible.

RECRUITING TALENT

We have also taken a fresh look at our recruitment and selection process. Picking the right person to join our team is of paramount importance to us and we aim to ensure the best person for any post is recruited on merit and the process is free from bias and discrimination. This is embedded throughout our recruitment and selection process.

We believe greater diversity within our workforce facilitates problem-solving and drives innovation and we're committed explore ways in which we can build on our practices and strengthen diversity and inclusion.

During the year we restructured and expanded our teams to enhance our continuing professional development and event programming, and strengthen our sales and marketing functions, welcoming two new colleagues joining us in this area.

TRANSFORMING WORK

2021/2022 saw the phased return to office-based working, which has been beneficial for the wellbeing of staff and for collaborative working. We have continued with a hybrid working pattern which gives both AIA and our team the greatest flexibility.

We recognise the value of giving our colleagues the space they need to work most effectively and concentrate on demanding projects, and our technology and the way we use our physical environment gives them the agility to minimise distraction or find a quiet space to focus.

ENGAGING EMPLOYEES

We have taken the lessons learnt during the pandemic to use technology to connect our teams and have continued to adapt them to the hybrid work environment. Microsoft technologies enable us to communicate and collaborate with our colleagues, keeping them informed and engaged, as well as to coordinate projects and cooperate across functions effectively.

LEARNING & DEVELOPMENT

Our learning and development strategy is about providing the right culture and the right tools for our colleagues to learn and grow. Key to its success is driving engagement in continuing professional development. Our programme draws on a blend of learning approaches, including digital, face-to-face, and coaching.

"Developing people at every level of the organisation is essential for AIA to achieve our strategic and business outcomes. From the Council and committees to our colleagues at Head Office and branches around the world, we are committed to continuing professional education."

Linda Richards
Vice President



THOUGHT LEADERSHIP

We are working hard to achieve recognised professional status for all our members, actively collaborating and engaging with international, government, educational and regulatory bodies to achieve mutual goals.

AML SUPERVISORY ACTIVITY

AIA published our annual professional body supervisor (PBS) report in October 2021, which explains work we've carried out to ensure accountants prevent criminals from using their services to launder money.

We supervise our practising members for the purposes of the UK [Money Laundering Regulations 2017](#) (as amended), where AIA is listed in schedule 1 as an approved supervisory body. In the Republic of Ireland we are a designated body under the [Criminal Justice \(Money Laundering and Terrorist Financing\) Act](#). This work is overseen by HM Treasury, the Office for Professional Body AML Supervision (OPBAS) and the Republic of Ireland Departments of Finance and Justice.

Our strategy is to provide robust anti-money laundering supervision through a risk-based approach. This requires firms to assess risks and target resources to the areas or products that are most likely to be used to launder money.

AIA also offers support to members through education, guidance, training, events, compliance checklists and templates.

The accountancy sector plays a key role in preventing economic crime and reporting suspicious activity. AIA is committed to working in the public interest to tackle money laundering and economic crime and we will continue to work with our members to prevent criminals taking advantage of the professional services offered by accountants.

Our role as a PBS includes both enforcing compliance where breaches are detected in the course of monitoring and supervision and educating members on their AML obligations.

AIA's Regulatory Oversight Committee forms part of an effective governance framework, overseeing and scrutinising the work we undertake as a PBS, to ensure we continue to meet the requirements and comply with the regulations.

Also in October, we participated in two consultations issued by HM Treasury on 'Amendments to the Money Laundering, Terrorist Financing and Transfer of Funds (Information on the Payer) Regulations 2017 Statutory Instrument 2022' and 'Call for Evidence: Review of the UK's AML/CFT regulatory and supervisory regime'.

Working with other accountancy sector supervisory bodies through the Accountancy AML Supervisors' Group (AASG) and more widely with government, regulators and other sectors through the AML Supervisors Forum (AMLSF) enables a real public-private partnership which delivers a focussed response to the threat of money laundering and terrorist financing.

In Spring 2022 we undertook a thematic review to assess the nature of the trust and company services offered by the firms we supervise and to explore the risk that these services may be used to facilitate money laundering.

The UK [National Risk Assessment \(2020\)](#) highlighted trust and company service providers (TCSPs) as being at a higher risk of exploitation by criminals to facilitate money laundering. 51% of AIA's total population of supervised firms offer trust and company services to clients.

The findings show that all the firms we surveyed consider and assess the risk of providing TCSP services as lower when provided to existing clients with a clear business rationale expressed for the service.

Understanding the underlying risk factors within our supervised population means we can better educate our firms to identify, mitigate and avoid these risks and protect themselves from unwittingly aiding economic crime. The subsequent guidance released by AIA is another key tool for our supervised firms.

We expect firms providing higher risk services to recognise the risks, have a documented firm-wide risk assessment, strong verification procedures and robust procedures for monitoring ongoing relationships with clients.

FIGHTING FRAUD

Fraud is an ever-evolving and increasing criminal threat to society. Every organisation is susceptible to fraud and cybercrime by criminals exploiting the current global crisis. No organisation can make itself completely immune to fraud but it can take steps to minimise the risks.

As part of our commitment to protecting the public interest, AIA signed the [Fraud Pledge](#) to show we work actively to prevent fraud, wherever it might occur in our organisation. We are also a signatory to the Joint Fraud Taskforce [Accountancy Charter](#), a voluntary agreement between law enforcement, professional supervisory bodies and government.

Developed in conjunction with the Home Office, the charter has four main actions to be delivered in collaboration between the accountancy profession, government and law enforcement agencies.

REFORMING AUDIT

The long anticipated Government response to proposals to restore trust in audit and corporate governance was published in May 2022. AIA welcomed the proposed extension of accountancy oversight where it supports the public interest and contributes to effective regulation, however we highlighted areas of concern which could lead to confusion in the market and a fall in standards.

We also expressed our view that an opportunity had been missed to protect the term 'accountant'.

We look forward to working with ARGAs to deliver vital reform to safeguard the public and we will continue to support members with changes to the UK regulatory framework, including engaging with regulators on proposed amendments and highlighting the effect adjusting exemption provisions will have on SMPs.

"The role an accountant plays in fraud prevention can be vital, and we are pleased to be working alongside government, law enforcement agencies and other professional bodies in the sector to educate professional accountants and protect against fraud."

David Potts
Director of Operations & MLRO



TALKING TAX

To represent our members and the wider profession on key issues we joined the All Party Parliamentary Group (APPG) on Taxation. Formed in 2006, the APPG on Taxation engages with government and Parliament to look at and understand tax policy and taxation on all levels, including administration, simplification and digitalisation, EU Brexit and its impact on the UK's taxation system, and international taxation in the post-Brexit and Covid-19 economy.

The group has produced a series of papers and reports on tax administration and hosted several private and public events on a wide range of taxation policy issues. It has strong links with a broad range of parliamentarians, organisations and individuals across the tax spectrum in the UK and internationally. Working in partnership with the government, the Group aims to create a "safe space" for stakeholders to meet, examine best practice, discuss and develop innovative proposals to reform, simplify and make the UK's taxation system fairer.

WORKING TOWARDS SHARED GOALS

As a Commonwealth accredited organisation, we continued to engage proactively with the Commonwealth Organisation and were delighted to see leaders gather in Kigali, Rwanda for the return of the Commonwealth Heads of Government Meeting (CHOGM). The theme explored how partnerships are key to delivering a better common future for the people of the Commonwealth in this challenging global context of increased conflict, pandemic recovery, and economic uncertainty. AIA believes in the values and principles of the Commonwealth; continually striving for gender equality as we aim to sustainably educate tomorrow's accountants today.

POWERING UP THE NORTH

AIA participated in the Powering Up the North, Northern Asian Power Policy Think Tank meeting at the House of Lords in July 2022 where leading experts were brought together to discuss this topic of vital importance. This inspiring conversation was chaired by Lord Rami Ranger CBE, FRSA and was attended by Paul Scully, the Minister for Levelling Up, and who addressed the attendees.

Chief Executive, Philip Turnbull, was also privileged to represent AIA as a member of the judging panel for the [Northern Asian Powerlist 2022](#). The list profiled the top 100 Asian business and professional influencers across the North of England, showcasing the Asian wealth and influence across the UK's Northern Powerhouse and the economic achievements of the Asian community.

CHAMPIONING FINANCIAL SERVICES

As a member of TheCityUK we support work promoting UK-based financial and related professional services to encourage collaboration between industry, government and regulators.

According to TheCityUK [Key facts about UK-based financial and related professional services 2022](#) report, over 2.2 million people in the UK work in financial and related professional services and this accounts for 1 in 14 people in employment, with two thirds of this employment based outside of London. Related professional services has over 1.2 million people in employment with accountancy contributing 421,000 to that figure.

SUPPORTING SMEs

In June 2022 AIA was accepted to membership of the [European Federation of Accountants and Auditors for SMEs](#) (EFAA).

An IFAC Network Partner, the EFAA is an umbrella organisation for 15 national accounting, auditing and tax advisor organisations that collectively have more than 380,000 individual members. These individual members are mainly SMPs that provide a range of professional services primarily to SMEs within the European Union and Europe as a whole. Formed in 1994, EFAA is a sectorial member of [SMEunited](#) and a founding member of the [European Financial Reporting Advisory Group](#) (EFRAG).

In July 2022 AIA was pleased to support the EFRAG-EFAA-SMEunited Joint Outreach on Draft EU Sustainability Reporting Standards (ESRS) Exposure Drafts and the speech made by Salvador Marin, President, EFAA.

In his speech, Marin said: “We welcome the Corporate Sustainability Reporting Directive’s (CSRD’s) embrace of SMEs. Sustainability is not just an indulgence of the large companies.

“Collectively SMEs account for the majority share of private sector sustainability impact. So, they cannot, they must not, be left behind or ignored. Accordingly, EFAA welcomes the CSRD and its intent. And we welcome, in principle at least, the development of ESRS.”

EFAA outlined several key observations to consider, including capacity, pace of change, prioritisation, and proportionality.

Philip Turnbull, Chief Executive, AIA, added: “The standards are clearly necessary, but it is our duty to be realistic and find a balance between excellence and the practicalities required by companies and society.”

AIA subsequently responded to the European Commission’s proposals outlining the adoption of ESRS linked to the CSRD.

Many SMEs, and the SMPs supporting them through the provision of advisory, accounting and assurance services to them, stand to be impacted directly or indirectly, by the CSRD and EFRAG’s ESRS. Our response is focused on the impact and implications for SMEs and SMPs. And our response is principle-based.

In submitting our response we collaborated with other members of the EFAA, with particular input from the Accounting, Assurance and EU Professional Regulation Expert Groups.

Working with other professional bodies through EFAA provides real leverage for members across Europe and beyond; together we are committed to supporting the role of SMPs and SMEs. In this consultation response we had real concerns that the proposed standards would create a disproportionate burden for SMEs and made recommendations for improvement whilst maintaining the core function of the sustainability reporting standard.



“We look forward to working closely with EFAA in supporting and promoting small and medium practices throughout Europe, contributing to their work publicising professional standards, and advocating for sustainable, ‘future ready’ SMPs.”

George Josephakis
Council Member

OUTSTANDING OUTCOMES

We aim to embed a customer-centric approach throughout all of our activities and transform student and member experiences and outcomes. We want to create a community of colleagues, members and students collaborating to achieve our shared vision.

HIGHEST QUALITY EDUCATION

The AIA professional qualification has been independently assessed by the [UK National Information Centre \(UK ENIC, formerly NARIC\)](#) for global qualifications and skills, ensuring it remains at the appropriately high specification. AIA first commissioned the independent evaluation and benchmarking of our professional qualifications in the UK in 2021. The overall aim of this exercise was to facilitate wider understanding of the comparable educational levels of all three levels of the programme and the AIA International Accountant (IA) designation.

In 2022 we commissioned a further benchmarking review in relation to four international qualifications frameworks: India, Malaysia, United Arab Emirates and the People's Republic of China.

An [in-depth comparison](#) of the AIA PQ content and assessment was conducted as part of the comparative analysis in the context of the UK system in 2021. The findings and recommended levels of comparability of the AIA PQ and the three exit qualifications against the RQF in 2021 were used to determine an appropriate range of reference points in the international education systems. A comparative

analysis was subsequently conducted against framework level descriptors and qualification levels in China.

REGULATED & MONITORED

As a Recognised Qualifying Body (RQB) for statutory auditors, we are regulated by the Financial Reporting Council (FRC) and by the Irish Auditing and Accounting Supervisory Authority (IAASA) as a prescribed body in Ireland.

QUALITY ASSURED

Our quality assurance procedures ensure the integrity of the exam process at every level. The process is overseen by the Chief Examiner and Exams Board, a team of moderators, examiners, test sitters and e-tutors, and the Qualifications Committee, at board level, which has overall control.



STUDY ONLINE, PASS ONLINE

AIA study texts, supplied by [BPP Learning Media](#), the benchmark for quality in professional education study materials, have launched a new interactive platform offering students an enhanced online learning experience.

VitalSource is a premium global eBook provider, which has improved search and annotation features and includes new features such as read aloud. The platform is faster, more reliable and is more user friendly, enabling users to search, bookmark, highlight and annotate content. It also allows students the opportunity to create their own revision flashcards and download the Bookshelf App, which provides offline functionality across multiple devices.

This new interactive platform in combination with [Achieve Academy](#) provides students with a full suite of digital services to support them on their student journey.

[Achieve Academy](#) is a fully integrated online learning platform which provides students with a structured programme of study for our exams. The programme was designed in conjunction with BPP Learning Media, and utilises a range of teaching and learning tools that align teaching to the qualification and assessments. Students benefit from the guidance and experience of subject experts and have access to extensive support with exam relevant workbooks, questions, lectures, and study guidance.

STATE-OF-THE-ART SECURE EXAMS

All AIA exams are conducted online in our eAssessment platform, powered by [Rogo](#). The system utilises industry-leading data security to provide students with an easy to access, safe and secure form of invigilation.

All exams involve both automated and human invigilation, alongside supervision of candidates' assessment through live proctoring, which allows access to real-time technical advice if required.

SUPPORTING OUR STUDENTS

Throughout 2021/2022, we continued to support our students leading up to the exams via email, social media and through live webinars, ensuring they receive the reminders and key information they need before each exam session.

NEW STUDY OPPORTUNITIES

We want our students to succeed and recognise online learning is not for everyone, and we are continually looking for new partners to offer our qualifications around the world.

In 2021/2022 we welcomed Illumin IT in Mauritius to the network of [study centres](#) offering the AIA professional qualification around the world and giving prospective students a new avenue to achieve the qualification.

"I'm proud to be part of the Qualifications Committee and to play my part in ensuring the relevance and high academic standards of the AIA professional qualifications, guaranteeing that AIA qualified candidates have the skills and attributes to succeed in the world of accountancy and finance."

Philip Ford
Vice President



STRATEGIC PARTNERSHIPS

AIA expanded on our strategic partnerships in 2021/2022, broadening the value-added offering to members. The first of the new partners was [Pixafusion Marketing Agency](#), one of the fastest growing full service digital marketing agencies, providing members with brand, marketing and advertising solutions at competitive rates.

Pixafusion offers our members a creative, dedicated and unapologetically human approach to all aspects of marketing, whether that be for a small one-off simple marketing task or an in-depth complex marketing strategy.

The second strategic partner was global banking services provider, [Airwallex](#), giving AIA members the opportunity of operating without borders and restrictions with easy access to global accounts, transfers and FX, payment acceptance, and borderless cards.

Airwallex helps businesses grow without limits, providing a global business account. Members can manage multiple currencies from one account with no monthly fees, enjoy bank-beating transfer and FX rates, and cut the cost of global payment acceptance.

The third exclusive partner provides self-employed and freelance members with the opportunity to invest in a bespoke powerful, flexible pension. [Penfold Agency](#) understand the time constraints for the self-employed so they built a pension to make saving for tomorrow simple. The pension can be set up in minutes and managed effortlessly on your phone, with everything accessible 24/7.

The final partnership was with [Croner-i](#), an information resource for tax, accounting, HR and compliance. The agreement offers members discounts, as well as free and exclusive use of Navigate-Business Lite, helping our members to keep their business compliant, get things done faster, and enjoy more time to focus on any key projects.

SUPPORTING OUR SMPs

AIA offers extensive support services to help small and medium sized practices work, evolve and grow. Our members in practice have access to everything they need to ensure they operate a successful practice and adhere to all necessary regulations. We continually review the services we provide and identify where we can add value.

The [AIA practising certificate](#) comes with additional recognition that allows members to offer a greater range of services to clients and help them reach their financial and business goals.

In early 2022 we launched a new online resource page for members outlining the channels to effectively engage and source information and achieve answers to queries from HMRC, as well as routes to assist in strengthening and improving the service to agents.

HMRC supports agents through a wide range of communication channels and services. Effectively accessing information needed to support SME clients can improve efficiency and reduce time in securing answer to queries.

Continuing to build on the wealth of online resources available to members and as an outcome of our [Trust and Company Service Providers Thematic Review](#) published in May 2022, we created new guidance for Trust or Company Service Providers (TCSP).

The [guidance](#) outlines what is a TCSP, where the risk is, how to manage the risk, explains firm-wide risk assessments and the importance of customer due diligence, as well as guidance around Suspicious Activity Reporting (SAR).

These resources are accessed through the Guidance and Resources menu in [My AIA](#).

Throughout 2021/2022 we have continued to represent our members in practice and HMRC confirmed the AIA practising certificate was approved documentary evidence when applying for agent codes.

LIFELONG LEARNING

We are committed to ensuring our members continue to learn throughout their careers, and we aim to provide a programme of learning that enables members to develop their skills and knowledge, ensuring they remain up-to-date with the latest legislation, guidance, standards and best practice in a rapidly changing profession.

All AIA members are required to complete a minimum of 20 units of verifiable CPD each year and at least 120 units of CPD over a rolling three-year period.

Our professional development team have been working hard to ensure members have access to a relevant, topical and varied continuing professional development programme. We deliver this internally through our online and face-to-face events, and with accredited partners such as [Tolley](#), [Instant CPD](#), and the [Beijing National Accounting Institute \(BNAI\)](#).

Instant CPD provides online and on-demand HD video CPD courses. Their suite of courses, presented by expert lecturers, range from tax and technical to strategic and professional development.

BNAI offers free of charge online CPD for AIA members in China, members can select up to 40 hours of courses from over 100 hours worth of content.


Tolley works in partnership with AIA to provide tax technical information to all members to help them fulfil their CPD requirements and stay on top of the latest developments in tax and accountancy.

We believed it was crucial to be able to connect with our members during the Covid-19 pandemic and launched an extensive and entirely online programme of events. This continued into 2021/2022 with 52 events being hosted across the year. Delivering content online allowed us to attract audiences of nearly 700 for some of our webinars.

Subject areas are many and varied, including ethics, corporate governance, IFRS, tax, green finance, cryptocurrencies, money laundering, audit, pensions and crypto accounting. We keep up to date with news and trends in the profession and we also listen to members' feedback to ensure our events meet their needs and hopefully inspire them.

In the past year we experimented with and invested in our technology to provide members' with the best experience of online events as possible and we continue to look at how we can innovate in this area.

We have big plans to continue to develop the CPD programme throughout 2022/2023, continuing to offer our comprehensive and frequent range of online webinars, but we're also excited to resume face to face events and provide members with the opportunity to connect with their peers.

A portrait of Sharon Gorman, a woman with shoulder-length blonde hair and bangs, smiling. She is wearing a dark blue or black top. The background is a solid yellow color.

"The convenience and flexibility of online delivery, and its accessibility, will ensure we continue to offer events this way going forward, but we also recognise the importance of making connections and networking at face-to-face events."

Sharon Gorman
Director of Development

OUR GLOBAL NETWORK

2021/2022 continued to be a testing year for our global network as countries around the world emerged from the Covid-19 pandemic at different rates, but the resilience and positivity of our members and colleagues has been inspiring.

HONG KONG & MACAU

Our Hong Kong Branch has the honour of being the first overseas branch, established in 1973. The branch provides technical assistance for all AIA members in Hong Kong and organises an ongoing programme of CPD seminars, webinars, workshops and conferences, as well as social and networking opportunities.

The 47th Annual General Meeting of the Hong Kong Branch was held in June 2022, at the AGM five Executive Committee members were elected. After the AGM, the first Executive Committee meeting was held which elected the office bearers, consultants and co-opted members. The Hong Kong Branch is celebrating its 50th Anniversary in 2023 and several special events will be held to mark the anniversary.

SINGAPORE

Social activities started to resume, but with slow momentum. Throughout the pandemic the Singapore Branch continued to hold their regular bi-monthly meetings through Zoom. The Branch held their 47th AGM in June 2022, which saw the election and re-election of office bearers.

The Branch was pleased to participate in the [Accounting and Corporate Regulatory Authority \(ACRA\)](#) visual dialogue for professional partners and contribute to IRAS/ACRA public consultation papers.

The Branch are an active member of the Singapore Professional Centre, a representative body of professional associations linked to 11 other professional centres in the Commonwealth under the umbrella organisation, the Commonwealth Association of Professional Centres (CAPC).

CHINA

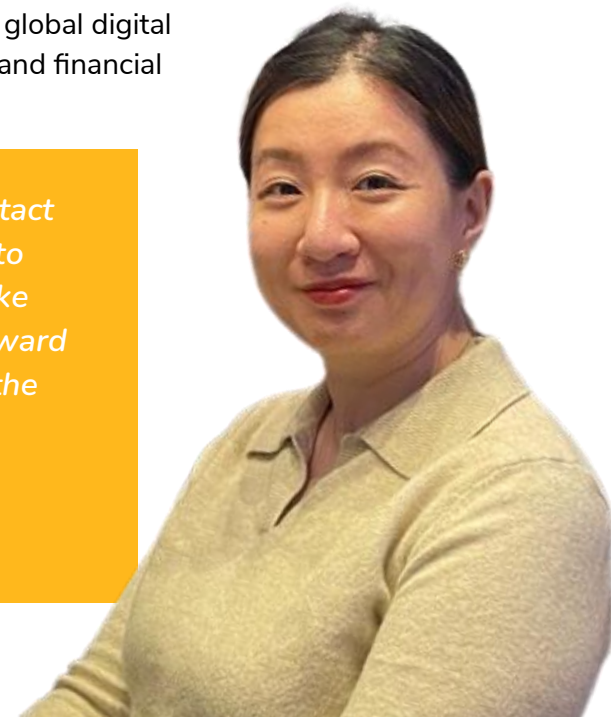
The zero-Covid-19 policy in China impacted on the provision of face-to-face events during the period, but the AIA UK Beijing Representative Office continued to provide effective and timely member services.

Their advocacy and hard work saw AIA being included in the catalogue of Quanzhou High-level Talent Identification and Team Review and Policy Support Regulations and the National Service Industry Expansion and Opening-up Comprehensive Demonstration Zone and China (Beijing) Pilot Free Trade Zone Overseas Professional Qualification Recognition catalogue. This recognition offers further opportunities for AIA members in China.

We also partnered with the China Enterprise Financial Management Association and the China Professional Managers Association to jointly cultivate high-end accounting talent in China, focusing on global digital technology and financial expertise.

"It has been a pleasure to provide a central point of contact for AIA members in China, when we have been unable to connect face-to-face, but we have still been able to make social connections over the phone and online. I look forward to meeting with members and students in person over the coming year."

Maggie Wu
AIA UK Beijing Representative Office



GLOBAL REPUTATION

We are undertaking more targeted, high-quality activities in key markets to strengthen AIA's brand, while offering agile, innovative and attractive qualifications to meet ever changing market demands.

WELCOMING A NEW TEAM

A new and expanded sales and marketing team was created in 2021/2022 to drive forward our strategy. To meet our ambitious goals, we are focusing efforts on proactively generating leads and increasing conversion rates.

RECRUITING NEW MEMBERS & STUDENTS

We carried out several student recruitment campaigns through Facebook during 2021/2022. The campaigns were designed with diverse audiences in mind, looking to attract school-leavers and graduates, but also parents, guardians, teachers, and career advisers.

Separate member recruitment campaigns were carried out during the year targeting qualified and part-qualified accountants on LinkedIn. We also ran a successful member referral campaign through our website, email and own social media channels.

We have also continued to collaborate with our study centres around the world on their student recruitment campaigns, and to build on our relationship with our strategic partners in China.

ACCOUNTINGWEB LIVE

AIA was proud to be an association partner for the inaugural AccountingWeb Live Expo in December 2021. It was a great opportunity to get back out there and meet accountants face-to-face, to build the AIA brand and promote the benefits of our membership.

ACCOUNTEX

In May 2022 we were a supporting partner at Accountex, the largest UK based Accountancy exhibition as it returned after a three year break. Accountex is always busy, attracting over 8,000 attendees and 250 exhibitors from all over the UK and overseas. It provided an excellent forum to raise awareness of the AIA brand and promote membership.

BUILDING OUR BRAND

Our public relations activities form part of our strategic communication process that builds mutually beneficial relationships with our key stakeholders. Content is key as we look to continually educate our membership, work in the public interest, and maintain a thought leadership position within the accountancy sector.

SOCIAL MEDIA

AIA actively use LinkedIn, Facebook and Twitter social platforms, these provide direct, free communication channels to our members and prospective members. Our large follower base provides a strong foundation for our voice to be heard in the industry. We publish regular market insights and provide valuable content, contributing to our credibility.

ACCOUNTING EXCELLENCE AWARDS

We supported the Accounting Excellence Awards, recognising the achievements and innovations of outstanding firms and individuals across the profession. Chief Executive, Philip Turnbull was part of the prestigious judging panel. The Awards cover 20 prize categories aimed at accounting firms, individuals, teams, projects, and industry vendors from across the UK accounting industry.

TOLLEY'S TAXATION AWARDS

We were also pleased to attend and support Tolley's Taxation Awards in May 2022. Our strategic partnership with Tolley has spanned many years, providing a range of benefits to our members including access to the Tolley Tax Library.

AN INTERNATIONAL VOICE

International Accountant continues to be published bi-monthly in both print and digital formats and is a highly-regarded magazine with a worldwide readership. Filled with news, articles, features, technical information and legislative updates, it is an essential way for accountants to keep up to date with developments in their profession.

KEEPING MEMBERS IN THE KNOW

We continued to produce our range of long established and well received e-publications, including the E-news, CPD Focus, In Practice and Student Focus.

A QUALIFICATION FOR EVERYONE

We launched our new Certificate in Business Finance towards the end of 2020/2021 and throughout the past year have been working to promote this stand-alone qualification to small and medium sized businesses around the world. The first students sat the qualification at the November 2021 exam session.

Working with our strategic partners in Greece, EpsilonNet, we developed a new Diploma in Advanced Greek Taxation, with the first exams taking place in December 2022. This new qualification compliments the other diploma qualifications we already offer.

We collaborated with Beijing Far East Education Consulting Co Ltd, one of our key partners in China, the China Enterprise Financial Management Association, and the China Professional Managers Association to offer two new global certifications for professional accountants.

The goal of these certifications is to recognise and cultivate international, high-end accounting talent in China with a focus on global digital technology and financial expertise. China's finance professionals can choose between the Global Digital Accountant (GDA) certification and the Global Financial Leadership and Risk Appraiser (GFLRA) certifications.



"As a new team, we have a tremendous opportunity to bring fresh perspectives and innovative ideas to the table. By working collaboratively and leveraging our diverse skills and experiences, we are poised to take our sales and marketing efforts to new heights. We are confident that by continually listening, innovating, and adapting, we will exceed members' expectations and help them achieve their career goals."

Carl Jepson
Director of Sales & Marketing

ORGANISATIONAL SUSTAINABILITY

AIA is an integrated, technology-enabled organisation, efficient, effective and focused on delivering value for members and students. We have a sustainable financial model which supports reinvestment in our vision.

OUR CORPORATE SOCIAL RESPONSIBILITY

AIA is committed to being an ethical and sustainable organisation and significant work was undertaken in 2021/2022 to lay the groundwork for future projects in this area. At the heart of our commitment lies the 17 [Sustainable Development Goals \(SDGs\)](#), a crucial part of the [United Nation's 2030 Agenda for Sustainable Development](#).

Whilst we accept that we may not be able to directly influence all 17 goals, we do recognise the significant role we can play as a professional accountancy organisation and the contribution our members can make as professional accountants. We can do our small part and work towards peace and prosperity for people and the planet, now and into the future.

As a Commonwealth accredited organisation, AIA also adheres to the values and principles embedded in Commonwealth Declarations, notably the Singapore Declaration on Commonwealth Principles (1971) and the Harare Commonwealth Declaration (1991), which outlines a commitment to promoting democracy and good governance, human rights and the rule of law, gender equality and sustainable economic and social development.

Watch this space for new initiatives coming in 2022/2023.



SUSTAINABILITY & GREEN FINANCE

Tackling climate change and working to preserve our oceans and forests is a fundamental aspect of achieving sustainable development. Acting now and doing our tiny part may bring immediate climate benefits, as well as associated health, food security and economic benefits.

Sustainability has become increasingly critical for organisations to remain relevant and competitive in today's world. Brands with strong sustainable credentials are being sought out by a third of UK consumers. With the level of demand for sustainability only set to increase globally, embedding sustainability into our strategy is essential for AIA to remain relevant in the coming years. We are under increasing demand from our regulators to demonstrate how our operations are sustainable and also to promote sustainability through education and learning to our global membership.

One of the main areas where AIA and our members can contribute to the environmental goals is through [Green Finance](#). The accountancy profession has a huge part to play as companies look towards calculating carbon footprints and how to plan for net zero. Sustainability accounting standards are being considered globally to bring the profession into line with each other.

We play two distinct roles in promoting green finance and sustainability. As a professional accountancy organisation, we are committed through our policy agenda to act as an authoritative voice within the sector to raise standards and education in green finance and sustainability. We also ensure our members have the skills, knowledge and tools to promote sustainable business practices.

GREEN FINANCE EDUCATION CHARTER

The government, the Green Finance Institute, and a number of leading financial professional bodies, including AIA, are signatories of the [Green Finance Education Charter](#), designed to embed green finance and sustainability into the core curricula, new qualifications, and the continued professional development of accountants.

Each of the signatories acknowledge the collective responsibility of the global community including the banking, finance and professional services sectors to deliver [Article 2.1c of the Paris Agreement](#) and the [UN Sustainable Development Goals](#).

EFAA FOR SMES

As an EFAA member we work with other professional bodies across Europe to provide guidance and support to SMPS and SMEs and how they can best respond to the rapid emergence of sustainability reporting and how they can support the creation of a sustainable EU economy.

In August 2022 we responded to the European Commission's proposals outlining the adoption of EU Sustainability Reporting Standards (ESRS) linked to a Corporate Sustainability Reporting Directive (CSRD). In submitting our response we collaborated with other EFAA members, with particular input from the Accounting, Assurance and EU Professional Regulation Expert Groups. Expressing concern the proposed standards would be a burden for SMEs and their complexity would make it impossible for them to implement in time.

MOVING TO NET ZERO

Being a sustainable business is important to attract talent and has a beneficial impact on productivity. Internally we have begun a review to identify where we can further embed Environment, Social, and Governance (ESG) standards into our processes, procedures, and strategy, with a view to becoming carbon neutral in the future.

FUNDING ACCOUNTANCY EDUCATION

AIA launched two new scholarship programmes to support students with strong career aspirations in accountancy or audit, to obtain the [AIA professional qualification](#) with full financial assistance.

The scholarships are intended to support UN SDG 4 “Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all”, by giving individuals the opportunity to achieve a professional qualification where financial restrictions may prevent them from doing so.

They also recognise that professional accountants make a significant contribution to the economy at local, national and global levels. A greater number of accountants correlates to better economic performance, supporting SDG 1 “End poverty in all its forms everywhere” and 8 “Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all.”

Five awards were made available through the [AIA Accountancy Scholarship UK](#), two of which were given with priority to applicants from lower socio-economic backgrounds to support AIA's commitment to [Access Accountancy](#).

The [AIA Commonwealth Scholarship](#) offered a further five awards open to applicants from all Commonwealth countries, outside of the UK. The

scholarship is part of the AIA's aims as a Commonwealth Accredited Organisation to support education and the economy through financial education and professional skills.

The awards cover all fees for the AIA Professional Qualification and the Recognised Professional Qualification (audit route).

The scholarship programme provides a great opportunity for fully-funded learning and applications are encouraged from a diverse range of candidates.

EDUCATIONAL & BENEVOLENT TRUST

The AIA Educational and Benevolent Trust provides funding to support educational development in the accountancy profession and aims to make a meaningful difference to members who have fallen on tough times.

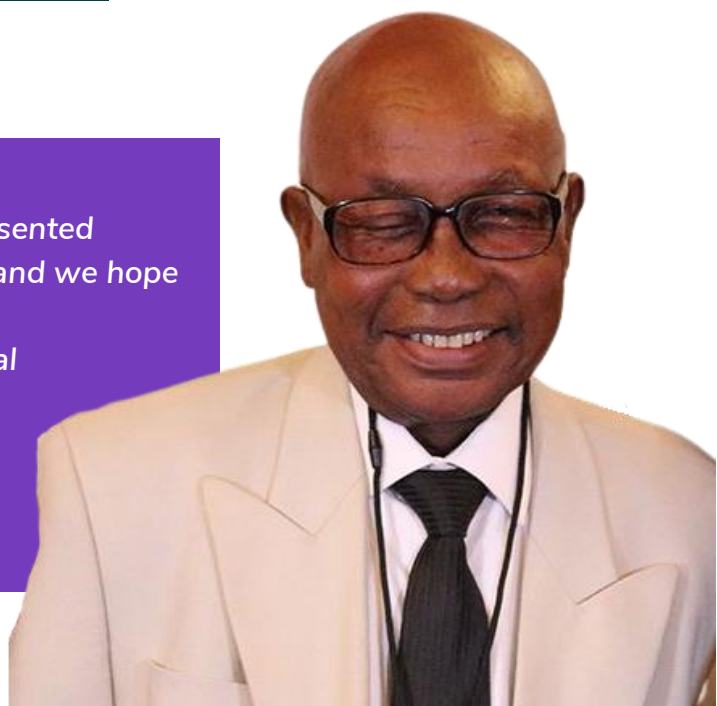
The Trust is governed by a board of trustees elected under the terms of its Constitution. The trustees meet and correspond regularly to discuss policies and to consider claims made upon the Trust.

The Trust funded the scholarship programmes and academic prizes for university students.

The income for the Trust is received mainly from donations from our members to provide aid in times of hardship for current AIA members, ex-members and their dependents. Members can [donate online](#).

“Our scholarships help students from under-represented groups all over the world reach their career goals and we hope to contribute to long-lasting change by providing opportunities for students to achieve a professional education they wouldn't otherwise have.”

Seth Ganu
Council Member



LEVERAGING TECHNOLOGY & DATA

There are very few organisations that can exist today without technology; leveraging technology makes processes quicker and more efficient, enhances members' experience and makes businesses more competitive.

MAINTAINING THE INTEGRITY OF OUR DATA

AIA has fully embraced the benefits offered by technology and has an ongoing programme of development across all areas. AIA's CRM system underpins all our operations, allowing us to work productively and focus on adding value for members and students.

We have a continuous programme of data checking in place, and members can log in online to check and update their own data, making sure they always have access to our full suite of services.

STREAMLINING OUR PROCESSES

We regularly review and map our internal processes to assess their efficiency and identify where we can improve productivity and effectiveness, to pass on those gains on to members. Dynamics CRM allows us to be agile and responsive in making changes.

PROTECTING OUR DATA & SYSTEMS

The past 12 months have reminded us that global events have a direct impact wherever we are. The conflict in Ukraine has involved a range of cyber activities that have highlighted how online, the defender chooses how vulnerable they are to attack.

Cyber security, like climate change, has become a broad sustainability issue. Cyber security threats jeopardise our evolving connected society and the digital economy on which individuals, organisations, and nations now rely. It is intrinsic to AIA's strategy and we review our position continually.

We moved our infrastructure to the Cloud in October 2020 and as part of that process, carried out an internal review of cyber security measures. Following on from that we commission an external review with our IT partner, which generated several recommendations and those solutions were subsequently implemented.

We followed this up with a further review in May 2022 to audit the security controls in place within our Microsoft 365 environment and have significantly improved our score and enhanced security controls within the environment.

We have also been laying the groundwork to ensure we are in a position to successfully apply for Cyber Essentials certification, and have implemented several key actions ready for this.



"The heart of AIA is our members and at the beating heart of our daily operations is members' data. That data is how we provide members with targeted, relevant, valuable services and products. A key aspect of our strategy involves how we can improve and protect this information to enhance our member experience."

Nicola Perry
Corporate Project Manager

DIRECTORS' REPORT

FOR THE YEAR ENDED 30 SEPTEMBER 2022

The directors present their annual report and financial statements for the year ended 30 September 2022.

PRINCIPAL ACTIVITIES

The principal activity of the company continued to be that of an accountancy Recognised Qualifying Body (RQB).

DIRECTORS

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

H G McCormack
 M Timoney (Resigned 27 October 2021)
 A R Lamb
 P M Ford
 S Moallemi
 T Oozeerally
 V Carpenter
 M Chow
 G A Josephakis
 S E K Ganu
 G Murray
 L M F Richards
 L D Bradley
 R Hossain (Appointed 21 October 2022)
 Dr D Shah (Appointed 21 October 2022)
 J D Froggett (Appointed 21 October 2022)
 Dr P Ellington (Appointed 3 November 2022)
 S Jandu (Appointed 12 December 2022)
 R Bell (Appointed 12 December 2022)
 K S Robinson (Appointed 26 January 2023)
 K S Jong

FINANCIAL INSTRUMENTS

The company has a bank loan which is interest bearing and which is secured on the company's freehold property. The applicable loan interest rates are linked to movements in the bank base rates. Interest rate risk with regard to unfavourable interest rate movements is not considered to be material to the financial statements due to the arrangements in place.

AUDITOR

In accordance with the company's articles, a resolution proposing that Robson Laidler Accountants Limited be reappointed as auditor of the company will be put at a General Meeting.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the surplus or deficit of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;

- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the company website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

STATEMENT OF DISCLOSURE TO AUDITOR

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

SMALL COMPANIES EXEMPTION

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

On behalf of the board



.....
S Moallemi

Director

Date: 18 May 2023
.....

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF THE ASSOCIATION OF INTERNATIONAL ACCOUNTANTS

OPINION

We have audited the financial statements of The Association of International Accountants (the 'company') for the year ended 30 September 2022 which comprise the income and expenditure account, the balance sheet, the statement of changes in equity and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 September 2022 and of its surplus for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

BASIS FOR OPINION

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the

financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

CONCLUSIONS RELATING TO GOING CONCERN

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

OTHER INFORMATION

The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other

information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

OPINIONS ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion, based on the work undertaken in the course of our audit:

- the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or

- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption in preparing the directors' report and from the requirement to prepare a strategic report.

RESPONSIBILITIES OF DIRECTORS

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

Based on our understanding of the company, we identified that there were principal risks of non-compliance with laws and regulations central to the company's operations due to the oversight of the Financial Reporting Council (FRC) with regard to the company's status as a Recognised Qualifying Body for audit in the UK. We also considered those laws and regulations that have a direct impact on the financial statements of the company such as the Companies Act 2006 and UK tax legislation.

Audit procedures performed by the engagement team included:


- Review of the FRC review reports;
- Discussions with UK directors and key management including consideration of known or suspected instances of non-compliance with laws and regulations and fraud;
- Evaluation and testing of the operating effectiveness of management's controls designed to prevent and detect irregularities;
- Reviewing relevant meeting minutes;
- Identifying and testing journal entries based on risk criteria;
- Testing transactions entered into outside of the company's normal course of business.

There are inherent limitations in the audit procedures described above and, the further removed non-compliance with laws and regulations is from events and transactions reflected in the financial statements, the less likely we would become aware of it. Also the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment or collusion.

A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

USE OF OUR REPORT

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.



.....
 Peter Charles BSc FCA (Senior Statutory Auditor)
 For and on behalf of Robson Laidler Accountants
 Limited
 Statutory Auditor

Date: 23 May 2023

Fernwood House
 Fernwood Road
 Newcastle upon Tyne
 NE2 1TJ
 United Kingdom

INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 30 SEPTEMBER 2022

| | Notes | 2022 £ | 2021 £ |
|---|-------|-------------|-------------|
| Turnover | | 1,715,913 | 1,612,448 |
| Administrative expenses | | (1,615,443) | (1,583,952) |
| Other operating income | | 4,025 | 12,500 |
| Exceptional operating costs | 3 | (36,157) | (79,073) |
| Operating surplus/(deficit) | | 68,338 | (38,077) |
| Interest receivable and similar income | | 7,784 | 3,141 |
| Interest payable and similar expenses | | (5,653) | (4,976) |
| Gain/(loss) on revaluation of investments | | (50,874) | 66,413 |
| Surplus before taxation | | 19,685 | 26,501 |
| Tax on surplus | 5 | (15) | (88) |
| Surplus for the financial year | | 19,670 | 26,413 |

BALANCE SHEET

FOR THE YEAR ENDED 30 SEPTEMBER 2022

| | Notes | 2022 £ | 2021 £ |
|--|-------|--------------------|--------------------|
| Fixed assets | | | |
| Tangible assets | 6 | 1,076,772 | 1,099,753 |
| Current assets | | | |
| Stocks | | 5,483 | 6,975 |
| Debtors | 7 | 663,789 | 533,627 |
| Investments | 8 | 142,972 | 186,203 |
| Cash at bank and in hand | | 946,177 | 1,018,652 |
| | | <u>1,758,421</u> | <u>1,745,457</u> |
| Creditors: amounts falling due within one year | 9 | <u>(1,025,214)</u> | <u>(1,020,736)</u> |
| Net current assets | | <u>733,207</u> | <u>724,721</u> |
| Total assets less current liabilities | | <u>1,809,979</u> | <u>1,824,474</u> |
| Creditors: amounts falling due after more than one year | 10 | <u>(257,423)</u> | <u>(291,588)</u> |
| Net assets | | <u>1,552,556</u> | <u>1,532,886</u> |
| Reserves | | | |
| Income and expenditure account | | <u>1,552,556</u> | <u>1,532,886</u> |
| Members' funds | | <u>1,552,556</u> | <u>1,532,886</u> |

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements were approved by the board of directors and authorised for issue on 18 May 2023 and are signed on its behalf by:



S Moallemi
Director

Company Registration No. 00264086

STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 30 SEPTEMBER 2022

| | Income and expenditure £ |
|---|--------------------------------|
| Balance at 1 October 2020 | 1,506,473 |
| Year ended 30 September 2021: | |
| Surplus and total comprehensive income for the year | 26,413 |
| | <hr/> |
| Balance at 30 September 2021 | 1,532,886 |
| Year ended 30 September 2022: | |
| Surplus and total comprehensive income for the year | 19,670 |
| | <hr/> |
| Balance at 30 September 2022 | <u><u>1,552,556</u></u> |

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2022

1. ACCOUNTING POLICIES

COMPANY INFORMATION

The Association of International Accountants is a private company limited by guarantee incorporated in England and Wales. The registered office is Staithes 3, The Watermark, Metro Riverside, Newcastle upon Tyne, Tyne and Wear, NE11 9SN.

1.1 ACCOUNTING CONVENTION

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

The financial statements are prepared in UK sterling which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £1.

The financial statements have been prepared under the historical cost convention modified to include the revaluation of certain financial instruments at fair value. The principal accounting policies adopted are set out below.

1.2 TURNOVER

Turnover is recognised at the fair value of the consideration received or receivable. The policies adopted for the recognition of turnover are as follows;

Subscription Income

(i) The subscription year commences on 1 October in each financial year when the annual subscription is due for the year ending 30 September of the following year.

(ii) Subscription income is recognised on a straight line basis over the term of the subscription period.

Subscription income not recognised in the income and expenditure account under this policy is carried forward as deferred income in the balance sheet.

Sale of goods

Turnover from the sale of merchandise is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer, the amount of turnover can be measured reliably, it is probable that the economic benefits associated with the transaction will flow to the company and the costs incurred in respect of the transaction can be measured reliably. This is usually on despatch of the products.

Rendering of services

When the outcome of a transaction can be estimated reliably, turnover from the supply of examinations, courses and certificates is recognised by reference to the stage of completion at the balance sheet date. Stage of completion is measured by reference to the date of examination, the date of the course and the date of award of certificate. Where the outcome cannot be measured reliably, turnover is recognised only to the extent of the amount recognised that is recoverable.

1. ACCOUNTING POLICIES (CONTINUED)

1.3 TANGIBLE FIXED ASSETS

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

| | |
|--------------------|----------------------------|
| Freehold property | Not provided |
| Office equipment | Straight line over 5 years |
| Computer software | Straight line over 5 years |
| Computer equipment | Straight line over 5 years |
| E-books | Straight line over 4 years |

Freehold land is not depreciated.

In the opinion of the directors, the estimated residual value of the freehold building at the end of its useful economic life is expected to be greater than its current carrying value in the accounts and so no depreciation has been charged.

1.4 CURRENT ASSET INVESTMENTS

Investments in equities are shown at fair (market) value.

The investments are valued by an investment managers, having due regard to latest dealings, professional valuation, asset values and other appropriate financial information.

The fair value movement credited/(debited) to the profit and loss for the year is £(50,874) (2021 £66,413).

1.5 IMPAIRMENT OF ASSETS

Assets not measured at fair value are reviewed for any indication that the asset may be impaired at each balance sheet date. If such indication exists, the recoverable amount of the asset, or the asset's cash generating unit, is estimated and compared to the carrying amount. Where the carrying amount exceeds its recoverable amount, an impairment loss is recognised in profit or loss.

1.6 STOCKS

Stock consists of membership certificates, promotional material and goods for resale, namely study manuals and medallions valued at the lower of cost and net realisable value. Provision is made for obsolete stock as appropriate.

1.7 LOANS AND BORROWINGS

Loans and borrowings are initially recognised at the transaction price including transaction costs. Subsequently, they are measured at amortised cost using the effective interest rate method, less impairment. If an arrangement constitutes a finance transaction it is measured at present value.

1. ACCOUNTING POLICIES (CONTINUED)

1.8 TAXATION

Taxation for the year comprises current and deferred tax. Tax is recognised in the income and expenditure account, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current and deferred taxation assets and liabilities are not discounted.

Current tax

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of timing differences.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

1.9 PROVISIONS

Provisions are recognised when the company has a legal or constructive present obligation as a result of a past event, it is probable that the company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value, the unwinding of the discount is recognised as a finance cost in surplus or deficit in the period in which it arises.

1.10 EMPLOYEE BENEFITS

The costs of short-term employee benefits are recognised as a liability and an expense.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.11 RETIREMENT BENEFITS

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

1.12 GOVERNMENT GRANTS

Government grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance that the company will comply with conditions attaching to them and the grants will be received using the performance/accrual model.

Grants in respect of revenue expenditure are credited to revenue in order to match the income against the expenditure to which the grant relates.

1. ACCOUNTING POLICIES (CONTINUED)

1.13 FOREIGN EXCHANGE

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in profit or loss.

1.14 DEBTORS AND CREDITORS RECEIVABLE/PAYABLE WITHIN ONE YEAR

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in the profit and loss account in other administrative expenses.

1.15 OVERSEAS BRANCHES

It should be noted that the funds of the branches in Hong Kong, Singapore and Malaysia are not included in these financial statements. The branches are separately constituted and act independently in the day to day management of their affairs. Only in the unlikely event of a dissolution of a branch would its remaining accumulated funds be returned to AIA and be brought to account in its financial statements.

2. JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities at the date of the financial statements. If, in the future, such estimates and assumptions, which are based on management's best judgement at the date of the financial statements, deviate from the actual circumstances, the original estimates and judgements will be modified as appropriate in the year in which the circumstances change.

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year include:

The estimated useful lives of tangible fixed assets

The estimated residual value of the freehold property at the end of its useful economic life

3. EXCEPTIONAL ITEM

| | 2022 £ | 2021 £ |
|------------------------------|-----------|-----------|
| Expenditure | | |
| Regulatory professional fees | 36,157 | 79,073 |

The above item includes non-recurring expenditure on professional fees relating to the AIA's dealings with various regulatory authorities in the UK and other parts of the world.

4. EMPLOYEES

The average monthly number of persons (including directors) employed by the company during the year was:

| | 2022 Number | 2021 Number |
|-------|----------------|----------------|
| Total | 15 | 17 |

5. TAXATION

| | 2022 £ | 2021 £ |
|--|-----------|-----------|
| Current tax | | |
| UK corporation tax on profits for the current period | 15 | 88 |

6. TANGIBLE FIXED ASSETS

| | Freehold Property £ | Office equipment £ | Computer software £ | Computer equipment £ | E-books £ | Total £ |
|--|---------------------------|--------------------------|---------------------------|----------------------------|--------------|------------|
| Cost | | | | | | |
| At 1 October 2021 | 1,030,302 | 21,762 | 87,992 | 37,634 | 104,520 | 1,282,210 |
| Additions | - | - | - | 1,414 | - | 1,414 |
| At 30 September 2022 | 1,030,302 | 21,762 | 87,992 | 39,048 | 104,520 | 1,283,624 |
| Depreciation and Impairment | | | | | | |
| At October 2021 | 1,932 | 15,998 | 50,648 | 9,359 | 104,520 | 182,457 |
| Depreciation charged in the year | - | 1,771 | 15,397 | 7,227 | - | 24,395 |
| At 30 September 2022 | 1,932 | 17,769 | 66,045 | 16,586 | 104,520 | 206,852 |
| Carrying amount | | | | | | |
| At 30 September 2022 | 1,028,370 | 3,993 | 21,947 | 22,462 | - | 1,076,772 |
| At 30 September 2021 | 1,028,370 | 5,764 | 37,344 | 28,275 | - | 1,099,753 |

Included in the cost of freehold property is land of £215,021 (2021 £215,021) which is not depreciated.

7. DEBTORS

| | 2022 £ | 2021 £ |
|---|-----------|-----------|
| Amounts falling due within one year: | | |
| Trade debtors | 434,998 | 299,592 |
| Other debtors | 69 | 397 |
| Prepayments and accrued income | 228,722 | 233,638 |
| | 663,789 | 533,627 |

8. CURRENT ASSET INVESTMENTS

| | 2022 £ | 2021 £ |
|--------------------|-----------|-----------|
| Listed investments | 142,972 | 186,203 |

9. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2022 | 2021 |
|------------------------------------|------------------|------------------|
| | £ | £ |
| Bank loans | 36,816 | 39,467 |
| Trade creditors | 411,152 | 323,251 |
| Corporation tax | 15 | 88 |
| Other taxation and social security | 37,414 | 16,592 |
| Other creditors | 18,246 | 9,934 |
| Accruals and deferred income | 521,571 | 631,404 |
| | <u>1,025,214</u> | <u>1,020,736</u> |

10. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

| | 2022 | 2021 |
|--|----------------|----------------|
| Notes | £ | £ |
| Bank loans and overdrafts | <u>257,423</u> | <u>291,588</u> |
| Amounts included above which fall due after five years are as follows: | | |
| Payable by instalments | <u>120,157</u> | <u>133,721</u> |

11. SECURED LIABILITIES

Bank loans secured on the company's freehold property are £254,239 (2021 £281,055)

12. MEMBERS' LIABILITY

The company is limited by guarantee, not having a share capital and consequently the liability of members is limited, subject to an undertaking by each member to contribute to the net assets or liabilities of the company on winding up such amounts as may be required not exceeding £1.

13 .OPERATING LEASE COMMITMENTS

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, as follows:

| 2022 | 2021 |
|--------------|--------------|
| £ | £ |
| <u>2,870</u> | <u>2,392</u> |

14. RELATED PARTY TRANSACTIONS

During the period the company charged a fee of £3,125 (2021 £11,250) to the AIA Benevolent and Educational Trust for administrative costs. At the year end an amount of £34,678 (2021 £31,553) was owed by the trust. Total compensation paid to key management personnel in the year was £129,930 (2021 £129,383).

DETAILED INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 30 SEPTEMBER 2022

| | 2022 | | 2021 | |
|---|----------|-------------|----------|-------------|
| | £ | £ | £ | £ |
| Turnover | | | | |
| Subscriptions and fees receivable | | 1,715,913 | | 1,612,448 |
| | | | | |
| Other operating income | | | | |
| Government grants receivable | - | | 1,250 | |
| Sundry receipts | 4,025 | | 11,250 | |
| | | 4,025 | | 12,500 |
| Administrative expenses | | | | |
| Wages and salaries | 600,286 | | 660,712 | |
| Social security | 60,517 | | 67,432 | |
| Staff pension costs defined contribution | 25,769 | | 28,303 | |
| Council and committee expenses | 2,110 | | 676 | |
| Practice monitoring and visits/AML | 46,822 | | 5,948 | |
| Rent, rates and insurance | 28,665 | | 28,551 | |
| Heat, light and cleaning | 12,595 | | 6,614 | |
| Repairs and renewals | 114,187 | | 90,011 | |
| Examinations | 315,076 | | 327,949 | |
| Branch network | 83,298 | | 69,216 | |
| Legal and professional fees | 39,797 | | 37,836 | |
| Audit fees | 11,810 | | 10,534 | |
| Bank charges | 50,517 | | 42,826 | |
| Printing, stationery and advertising | 17,037 | | 14,619 | |
| Public relations | 132,623 | | 135,200 | |
| Postage and telephone | 23,858 | | 15,115 | |
| Miscellaneous expenses | 26,081 | | 13,485 | |
| Depreciation | 24,395 | | 27,939 | |
| Profit or loss on sale of tangible assets (non Exceptional) | - | | 986 | |
| | | (1,615,443) | | (1,583,952) |
| Exceptional items | | | | |
| Regulatory professional fees | (36,157) | | (79,073) | |
| | | (36,157) | | (79,073) |
| Operating surplus/(deficit) | | 68,338 | | (38,077) |

DETAILED INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 30 SEPTEMBER 2022

| | 2022 | | 2021 | |
|---|-------------------|---------------|-------------------|---------------|
| | £ | £ | £ | £ |
| Interest receivable and similar income | | | | |
| Bank interest receivable | 79 | | 462 | |
| Dividends receivable | 7,795 | | 2,679 | |
| | <u> </u> | 7,874 | <u> </u> | 3,141 |
| Interest payable and similar expenses | | | | |
| Mortgage interest | 4,518 | | 4,503 | |
| Other interest | 1,135 | | 473 | |
| | <u> </u> | (5,653) | <u> </u> | (4,976) |
| Other gains and losses | | | | |
| Gain/(loss) on revaluation of investments | | (50,874) | | 66,413 |
| Surplus before taxation | | <u>19,685</u> | | <u>26,501</u> |

KEY PERSONNEL

CHIEF EXECUTIVE

Philip JJ Turnbull

EXECUTIVE TEAM

Secretary to the Council

Doreen Bland

Director of Operations

David Potts

Director of Sales & Marketing

Carl Jepson

Director of Development

Sharon Gorman

Corporate Project Manager

Nicola Perry

BANKERS

Barclays Bank plc

1 Churchill Place, London, E14 5HP, United Kingdom

SOLICITORS

Lee Bolton Monier-Williams

1 The Sanctuary, Westminster, London, SW1P 3JT, United Kingdom

AUDITORS

Robson Laidler Accountants Ltd

Fernwood House, Fernwood Road, Jesmond, Newcastle upon Tyne, NE2 1TJ, United Kingdom

LOCATIONS

AIA HEAD OFFICE

Staithes 3, The Watermark, Metro Riverside, Newcastle upon Tyne, NE11 9SN, United Kingdom

Registered number: 00264086 (England and Wales)

BRANCHES

AIA UK Beijing Representative Office

Beijing | China

Cyprus Branch

Nicosia | Cyprus

Ghana Branch

Accra | Ghana

Greece Branch

Thessaloniki | Greece

Hong Kong Branch

Kowloon | Hong Kong

Malaysia Branch

Seremban | Malaysia

Singapore Branch

Toa Payoh | Singapore

