

MEDIA RELEASE

Tuesday, November 20, 2007

PAGE 1 OF 3

Global report shows pay packets booming for CFA Institute members in Australia

CFA Institute members in Australia experienced a sharp rise in their financial compensation last year, according to the 2007 CFA Institute Member Compensation Survey.

The survey finds that 83 per cent of Australian respondents received an increase in their total salaries from 2005 to 2006, with 43 per cent receiving an increase of 20 per cent or more, and 40 per cent receiving 5 to 20 per cent extra.

CFA Institute members in Australia received the second-highest increase in income after China, where 85 per cent of the respondents reported an increase in financial compensation.

Further, 86 per cent of Australian respondents were eligible for a cash bonus. More than half of the cash bonuses were awarded for business unit or overall firm performance, with 45 per cent reporting their bonus is primarily tied to individual performance. Among the countries surveyed, Australia had the lowest percentage of respondents eligible for cash bonuses, with Switzerland having the greatest at 96 per cent.

CFA Society of Sydney President Olivia Engel, CFA, said the survey showed CFA Institute members in Australia were receiving highly competitive financial packages. "That may be a reflection of their high demand in the investment industry," she said.

Other key survey findings for Australian CFA Institute members include:

- Portfolio managers earn more than research analysts with a median income of \$A260,000
- Sell-side research analysts (median \$A230,000) earn more than buy-side analysts (\$A180,000)
- About one-third of respondents were awarded long-term incentives in 2006, with 47 per cent received restricted shares; 25 per cent received share options; and 42 per cent received other incentives, such as mandatory deferred cash, phantom shares, performance units and investment partnership payments
- 45 per cent of respondents work for an investment management firm
- 28 per cent work for an investment bank, commercial bank or brokerage firm
- 45 per cent hold an advanced degree (MBA, Masters, Ph.D or equivalent)

The survey was conducted in 11 countries, with 13,562 CFA Institute members responding out of the 75,406 who were invited to partake in the survey. Locally, 173 members responded and completed the online survey between April 30 and May 29, 2007.

The popularity of the CFA® credential is soaring. The number of registrations for the CFA exam in Australia has increased by 32 per cent in fiscal year 2007. CFA Society of Sydney attributes the rise to growing awareness of the CFA Program and employers' improved understanding of the charter process.

The CFA examination is widely regarded as the world's most rigorous investment exam. CFA Institute recommends that to be successful, a candidate should study a minimum of 750 hours for the three examination levels. On average, candidates take about four years to complete the program and earn the coveted CFA charter. In addition to passing the exams, candidates must also have at least four years of work experience in the investment profession and must commit to abide by the CFA Institute Code of Ethics and Standards of Professional Conduct, a commitment they must reaffirm each year once they earn the charter.

Ms Engel encourages investment professionals and existing members to view the full report because it may assist in career planning, strategies and world-wide comparisons.

- For a copy of the Australian report visit:
http://www.cfainstitute.org/memresources/career/pdf/survey/australia_2007.pdf
- For a copy of the global summary report visit:
http://www.cfainstitute.org/memresources/career/pdf/survey/summary_2007.pdf
- For a copy of any of the 11 country reports, visit:
<http://www.cfainstitute.org/memresources/career/surveys.html>

ENDS

For more information or interviews, please contact:

Campbell Fuller or Melanie Spence
evolution media
p +61 (0)2 8969 6077
e campbell@evolutionmedia.com.au, melanie@evolutionmedia.com.au



Setting a higher standard



Editors Note:

PAGE 3 OF 3

About CFA Society of Sydney

CFA Society of Sydney is a member society of CFA Institute. It was established in 1996 and has over 830 members, of whom 85 per cent hold the CFA® (Chartered Financial Analyst®) designation. CFAS is a member-focused organisation, run by a group of dedicated volunteers elected by the members. The society is an association of local investment professionals engaged in a wide variety of roles, including portfolio management, security analysis, corporate finance, and investment advice. CFAS aims to promote the highest ethical and professional standards within the investment industry. It encourages professional development through the CFA program and continuing education; it facilitates the exchange of information and ideas within the local investment community and beyond; and it works to further the recognition of the CFA designation and what it stands for. As one of 135 CFA Institute member societies, it also connects members with a global network of investment professionals. Visit www.cfas.org.au for further information.

About CFA Institute

CFA Institute is the global membership association that administers the CFA® (Chartered Financial Analyst®) and Certificate in Investment Performance Measurement (CIPM) curricula and exam programs worldwide; publishes research; conducts professional development programs; and sets voluntary, ethics-based professional and performance-reporting standards for the investment industry. CFA Institute, with more than 96,000 members in 134 countries and territories, has awarded the prestigious CFA charter to 79,000 investment analysts. There are 135 professional societies affiliated with CFA Institute, in 56 countries and territories. In 2007, CFA Institute celebrates the 60th anniversary of "the founding of a profession". CFA Institute has offices in Charlottesville, Va., London, Hong Kong, and New York. More information may be found at www.cfainstitute.org.