



CHARTERED INSTITUTE FOR
SECURITIES & INVESTMENT

2023/24

Full form
accounts

Company Registration No. RC000834

Charity Commission Reg. No. 1132642

OSCR Registration No. SC040665

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
(A Company Incorporated by Royal Charter)

REPORT AND FINANCIAL STATEMENTS

31 MARCH 2024

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

REPORT AND FINANCIAL STATEMENTS 2024

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CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

TRUSTEES' REPORT

The Trustees present their annual report and financial statements for the year from 1 April 2023 to 31 March 2024. The Chartered Institute for Securities & Investment (“CISI”, or “the Charity”, or “the Institute”) is registered as a charity in England & Wales by the Charity Commission (Registration No. 1132642) and in Scotland by the Office of the Scottish Charities Regulator (Registration No. SC040665). The company is incorporated by Royal Charter (Registration No. RC000834) and is governed by said Charter and its associated Bye-Laws. The group results combine the results of the Charity with the results of the following:

- a) Chartered Institute for Securities & Investment (Services) Ltd, a wholly owned UK subsidiary, which runs the trading activities of the Institute.
- b) Securities & Investment Institute, a registered charity number 1132642-1 and a company limited by guarantee, governed by a memorandum and articles of association, company registration number 2687534. The company is dormant and a wholly owned subsidiary of CISI.
- c) Chartered Institute for Securities & Investment (India), a branch, established in Mumbai and which acts as a liaison office for the Indian subcontinent.
- d) Chartered Institute for Securities & Investment (Singapore) Pte Ltd, a wholly owned subsidiary of Chartered Institute for Securities & Investment (Services) Ltd, established in Singapore. This company did not trade during the year.
- e) Securities & Investment Institute (China), a wholly owned subsidiary of Chartered Institute for Securities & Investment (Services) Ltd, established in the People’s Republic of China, which runs the consulting activities of the Institute in China.
- f) Chartered Institute for Securities & Investment (Services) Ltd (DMCC Branch), a branch of Chartered Institute for Securities & Investment (Services) Ltd, established in Dubai, UAE which acts as a representative office.
- g) Chartered Institute for Securities & Investment (Services) Ltd, a legally registered Sri Lankan branch office of the UK company of the same name, which also provides operational support for the global activities of the Institute.
- h) Chartered Institute for Securities & Investment (Services) Ltd is a branch registered as a representative office in the Philippines. This company does not trade in its own right.
- i) Chartered Institute for Securities & Investment Cyprus Ltd is registered as a wholly owned subsidiary in Cyprus. This company did not trade during the year.

Trustees		Committee
The following individuals served as Trustees throughout the year (except where noted)		
Chris Allen MCSI	Resigned 15 January 2024	
Nandika Buddhipala MCSI		A
Chris Clark, Chartered MCSI ±	Appointed 29 November 2023	G
Debbie Clarke, Chartered MCSI	Resigned 29 September 2023	
Michael Cole-Fontayn MCSI (Chair)		B, H
Danny Corrigan MCSI		E
Tracey Davidson, Chartered MCSI	Resigned 8 August 2023	
Petros Florides, Chartered FCSI		G
Robert Hughes-Penney, Chartered FCSI		A, D, F
Catherine McGuinness *		H
Clair Mills *		A
Peter Moores, Chartered FCSI		G, H
Graham Nicoll MCSI		C
Claire Perryman, Chartered MCSI (Deputy Chair)		A, B, F, H
Ravikumar Puranam FCSI(Hon)		E
Alan Ramsay FCSI(Hon)	Resigned 29 September 2023	
Amyr Rocha Lima, CFP™ Chartered Financial Planner, Chartered FCSI		H
Sushil Saluja ±	Appointed 29 November 2023	
Rebecca Taylor, Chartered FCSI	Resigned 29 September 2023	
Jane Valls *		E, H

* denotes a co-opted Trustee

± Trustee to hold office until following Annual General Meeting and may be reappointed at such Annual General Meeting.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

The Trustees, all of whom are non-executive, are elected by the members (except for co-optees who are appointed by the Board) at the Annual General Meeting for a term of office of three years. None of the Trustees had any commercial interest in the company or its subsidiaries.

The Trustees served on the following Committees:

A	Audit and Risk Committee	F	Investment Committee
B	Editorial Panel	G	Membership Committee
C	Examinations Board	H	People & Remuneration Committee
D	Integrity & Ethics Committee		
E	International Committee		

INVESTMENT POWERS

The Institute's Charter provides the Board with the power to invest monies not immediately required for its purposes in or upon such investments, securities or property as may be thought fit, subject to such conditions and with such sanction as may for the time being be imposed or required by law.

ORGANISATION

The Institute's ultimate management group comprises the non-executive Board of Trustees shown above, including up to three Board-appointed co-opted Trustees, which decides upon strategic and policy matters. The executive staff are organised into the departments of learning and qualifications, membership & professional standards, operations, global business development, corporate governance & support and services (Chartered Institute for Securities & Investment (Services) Ltd).

Chief Executive

Tracy Vegro, OBE

Executive Director, Membership & Business Development

Kevin Moore, Chartered FCSI

Executive Director of Finance and Resources

Karen Ashcroft, CA, MCSI

Chief Operating Officer

John Preston

Executive Director of Global Learning

Mandy Gill

CHARITABLE OBJECTIVES

The Institute's charitable objectives are to:

1. promote for the public benefit the advancement and dissemination of knowledge in the field of securities and investments;
2. develop high ethical standards for practitioners in securities and investments and to promote such standards in the United Kingdom and overseas; and
3. act as an authoritative body for the purpose of consultation and research in matters of education or public interest concerning investment in securities.

A full description of the activities undertaken by the CISI in pursuit of its charitable objects can be found in the published annual report or online at the CISI's website (www.cisi.org).

REVIEW OF ACTIVITIES

Set out below is a summary of the Institute's activities, classified by its three charitable objectives. A more detailed review appears in our Annual Report, a separate document that can be obtained by application to our Registered Office or can be downloaded from our web site (www.cisi.org).

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Charitable Objective 1: How the CISI promotes, for the public benefit, the dissemination and advancement of knowledge in the field of securities and investments.

ATTAINING COMPETENCE

More than 46,000 CISI exams were taken over the year, an increase of 10% on the previous year. CISI's global reach continues to grow; for the first time, exams taken outside of the UK outnumbered those in the UK with nearly 24,000 exams taken internationally.

As in previous years, there was notably strong growth in the Middle East. Nearly 11,000 exams were taken in Saudi Arabia. These exams were developed on behalf of the Saudi Capital Markets Authority to support professionalism in the Saudi capital markets. We received funding from the UK Government's Department for Business and Trade to work with regulators in North Africa and signed an agreement with the Moroccan Capital Market Authority (AMMC) to develop exams for practitioners in Morocco. CISI also continues to work with regulators, partners, and firms across Europe, India, sub-Saharan Africa and Asia Pacific to offer qualifications to practitioners and develop a level of benchmark competency across financial markets globally.

CISI works with partners in the education sector globally, with students taking our examinations at Christ University and Jain University in Bangalore, the University of Johannesburg in South Africa and the University of Sussex in the UK, amongst others.

MAINTAINING COMPETENCE

Global membership continues to grow, as we build on our networks, partnerships, and regulatory approvals in new jurisdictions. As a result, at 31 March 2024 we had 52,000 members, including 24,000 student members.

We continue to develop new learning resources and invest in a digital-first offer for CISI members and students. In 2023 we launched a new digital Learning Platform for our members, to provide an accessible, flexible and engaging way for members to access learning across a diverse range of topics and channels. We held more than 300 events, both online and in person, to help practitioners keep their knowledge and skills up to date. These include a full programme of events for CISI members working in financial planning to support them in developing and sharing their knowledge and skills, such as the Financial Planning Conference 2023, the annual Accredited Financial Planning Firms Conference, Change Festival in October 2023 in Birmingham for the financial planners of the future and the Pensions Webinar Series launched at the beginning of 2024.

Our examinations are accredited by the UK regulators Ofqual, Qualifications Wales, and the Council for the Curriculum, Examinations and Assessment (CCEA) in Northern Ireland. We are also accredited in the UK by the Financial Conduct Authority (FCA) to provide many thousands of individuals with their personal Statement of Professional Standing. CISI also holds a UK license issued by the US-based Financial Planning Standards Board (FPSB) to certify Financial Planners and Financial Planning firms as having attained the required competencies for their trade via CFPTM certificates.

During the year, the Institute spent £11,653,113 in the pursuance of this charitable objective, compared to £10,742,935 in the preceding year.

Charitable Objective 2: How the CISI seeks to develop high ethical standards for practitioners in securities and investments and to promote such standards in the United Kingdom and overseas

Integrity is one of the key pillars of professionalism on which the Institute is founded. The Institute seeks to maintain its reputation as a thought leader in the field of ethical standards and behaviour within the Financial Services sector, and our products and services aim to promote and reinforce an expectation of professionalism and high standards. CISI responds to relevant consultations by regulators and other public bodies on related topics, which this year included subjects such as 'Diversity and inclusion in the financial sector' and 'Proposals for closing the advice gap'.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

The Institute's integrity case studies and guidance continued to be well received during the year, especially overseas, as many countries look to discover how they can change the culture of the finance sector and help it maintain public trust. CISI held its Annual Integrity Event, open to all CISI members, on 2 November 2023 on the topic of 'Transformation', and the influence of integrity and ethics in an era of developments in technology and societal norms.

On 1 November 2023 CISI launched a new online course, the *Certificate in Ethical Artificial Intelligence (AI)*, working closely with the 695th Lord Mayor of the City of London, Alderman Professor Michael Mainelli Chartered FCSI(Hon), on his Ethical AI Initiative. More than 2,500 people registered to take the course in both the UK and elsewhere during the year, including individuals at universities, firms, central banks, and regulators.

A further 7,000 IntegrityMatters tests were completed during the year, taking the total number to tests since inception to more than 110,000. This unique integrity test is a required gateway for those taking capital market exams. CISI also has a mandatory policy ensuring that all members complete an appropriate amount of continuing professional development (CPD) study. The minimum is set at 35 hours for senior members and ten hours for more junior levels. Of this, at least 10% must be in ethics-related topics.

Regrettably, not every member lives up to the Institute's expectations and during the year 73 disciplinary cases were reviewed by our Disciplinary Review Panel, of which 52 cases were closed in this period. Five of the cases reviewed were sufficiently serious to be referred to the Disciplinary Hearing Panel, an independent review body made up of CISI and lay members. Seven cases remain under investigation and 11 cases are on hold pending regulatory or legal outcomes. A further three cases have been referred to the Disciplinary Panel to be heard in the next few months.

The cases that were heard by the Disciplinary Panel received the following outcomes:

- A severe reprimand to remain on record for 12 months, a suspension from membership for 12 months, retake the CISI IntegrityMatters test and complete 50% of their CPD on Integrity and Ethics within their first year of membership reinstatement.
- A reprimand to remain on record for 12 months and retake the CISI Integrity matters within this same period.
- In two cases, it was deemed that there were no offences committed.
- In one case, it was agreed that an offence had been committed under 19.1 (c) of the *Membership Regulations* but no further action would be taken.

The public needs to have confidence in the integrity of members and we actively encourage the reporting of behaviour which falls short of the Institute's principles. In addition to the Membership Regulations, the code of conduct imposes an obligation on members to always act not only in compliance with the rules, but also to support the underlying values of the Institute.

Expenditure during the year in connection with this charitable objective amounted to £2,619,199, compared to £2,432,230 in the preceding year.

Charitable Objective 3: How the CISI acts as an authoritative body for the purpose of consultation and research in matters of education or public interest concerning investments in securities.

The Review, our key publication, continued to be released, offering insightful commentary on important developments, forecasts, and key issues impacting the financial services sector. Online readership has increased from 7,000 in 2022–23 to over 11,000 in 2023–24. We published up to 15 articles per month in this last year, highlighting themes including sustainability, particularly in regard to environmental, social, and governance (ESG), artificial intelligence and data use in our rapidly developing technological landscape and inclusivity and collaboration across disciplines in the sector. We are committed to providing valuable, timely and thought-provoking content to our readers.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

CISI has launched several strategic alliances and announced new partnerships with financial services organisations in the past year, offering our qualifications for uptake to help boost local markets and advance professionalism. Bodies we have partnered with include:

- Botswana Stock Exchange (BSE)
- Women in Finance Rwanda (WIFR)
- Anglia Ruskin University, UK
- Ethiopian Capital Markets Authority (ECMA)
- Baltic Financial Advisors Association (BFAA)
- ASEAN Bankers Association (ABA)
- Capital Markets and Securities Authority (CMSA), Tanzania
- Qatar Financial Centre Authority (QFCA)

We trialled moving Financial Planning Week, our annual campaign to raise awareness of the importance of financial planning, from October to January. It was a great success, with a 39% increase in visits to our Wayfinder 'find your planner' website when compared to the previous campaign. CISI members offered complimentary financial planning sessions and tips to consumers, and shared resources with their networks.

As active founding members of the informal Chartered Body Alliance, we continued to meet regularly with the Chartered Insurance Institute and the Chartered Banker Institute to identify opportunities to raise professionalism across financial services. For example, we met with the UK regulator to discuss the Senior Managers and Certification Regime. We also held joint events for our members and continued to distribute our global qualification in Green and Sustainable finance.

Costs incurred in connection with this charitable objective during the year amounted to £4,010,191, compared to £3,327,285 in the previous year.

How the CISI provides Public Benefit

CISI is conscious that it has a public service obligation and, as well as general education, the CISI has continued its commitment to provide wider general access, regardless of means.

During the year, the CISI:

- Launched the student ambassador initiative to expand students' understanding of the financial services sector and make information about the Institute more accessible to alumni.
- Partnered with organisations aimed at helping young people, including NEXTGEN PLANNERS to encourage and support the next generation of financial services professionals. The Institute is working to equip the future generations with essential financial literacy skills next.
- We continue to work with members and firms in schools and colleges to provide information, mentoring and support for students working towards CISI qualifications or considering a career in financial services.
- Provided free and paid CPD events to both members and non-members to raise awareness of good practice and ethical dealing within the securities and investment profession.
- Spoke at conferences on topics relevant to the industry and the wider business public, including whistleblowing and integrity.
- Worked with other professional and charitable bodies, offering our knowledge and expertise to help advance appropriate projects.
- Offered Charity Days: CISI employees can take a charity day each year to work for a charity or on a community project of their choice.

The Trustees have given due consideration to the Charity Commission's published guidance on the Public Benefit requirement under the Charities Act 2011.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

FUTURE ACTIVITIES

The CISI's key objectives for 2024/25 are:

1. Improve the value of our member offer with accessible, flexible and personalised qualifications and CPD, through the implementation of the Membership Strategy Review and digital first initiatives.
2. Evolve our operating model, reflecting a clear ESG strategy and horizon-scan to ensure we have the capability and capacity to deliver value for all stakeholders. Develop our people and culture to be an employer of choice with people as a key asset.
3. Invest in our digital resources to enable a relevant, customer focused digital strategy and service offering.
4. Ensure good governance and regulatory compliance, adhering to requirements in all our activities. Maintaining engagement with regulators and other awarding organisations to ensure we are up to date with changes to policies.
5. As an educational charity, collaborate and contribute to research and public debate on topics concerning the financial services sector.

REVIEW OF FINANCIAL POSITION

Including investment gains of £980,133 (losses of £365,334 in 2022/23), the Institute recorded a retained surplus of £1,916,250 (£2,146,601 in 2022/23) from income of £19.22m (£19.01m in 2022/23).

Income increased by £204,245 (1.07%), and operating expenditure increased by £1,780,063 (10.79%).

The Institute's reserves increased by £1,916,250 (2022/23 £2,146,601) to a total of £19,017,716 (2022/23: £17,101,466).

The Institute has continued to maintain its healthy financial position, with free reserves of 12.08 months' operating costs, considered by the Trustees as prudent (see reserves policy below). During the year, funds were applied towards achieving the Institute's main objectives through the provision of relevant qualifications, membership, events and learning resources.

The Institute's wholly owned UK trading subsidiary, which undertakes non-charitable activities, recorded a loss after tax and distributions of £5,381 (2022/23: loss of £93,854).

The Institute continues to remain financially independent, deriving funding through fees charged in relation to its charitable activities, such as individual membership, exams, and professional development events.

RESERVES POLICY

The Institute has high operational gearing in a cyclical industry and therefore requires sufficient reserves to meet its charitable objectives and to draw upon during times of industry downturn.

The reserves policy, together with the approach to investing reserves, is reviewed and approved annually by the Board. As part of this review, reserves between a minimum of £15.6m and a maximum of £17.1m has been agreed as the new policy level of reserves. The Trustees have agreed this increase from a minimum of £13.9m and a maximum of £15.4m in the prior year. This is due to a planned reinvestment in the operations of the Institute. Areas for investment are membership development, qualifications and learning resources, people and technology. It is expected that a planned reduction of reserves will occur over a 3–5-year period.

The Board had postponed the release of existing reserves in 2022/23, considering it appropriate to hold reserves above the suggested maximum level with discussions continuing on using a significant proportion of reserves for broader strategic purposes.

In the current year, operational performance was stronger than expected, and careful management of the cash and investment portfolio resulted in contributions to reserves. At the year end, the total free reserves, defined as total net assets less tangible and intangible fixed assets, of the Institute amounted to £18,651,763 (2022/23: £16,828,750), which represented 12.08 months' worth of the expected running costs for 2024/25.

The policy of the Institute regarding payments to suppliers is to make payments no later than the agreed terms in relation to the goods or service received.

At the end of the year reserves totalled £19,017,716 (2022/23: £17,101,466).

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

GOING CONCERN

The Charity has a strong reserve position and has sufficient available resources, as demonstrated by the reserve policy above. It has adequate financial resources and is well placed to manage the business risks. Its planning process, including financial projection, has taken into consideration the current economic climate, and its potential ongoing impact on the various sources of income and planned expenditure.

The Charity's cash deposits can easily be drawn down, should working capital be required. The Trustees believe that there are no material uncertainties that call into doubt the Charity's ability to continue for the foreseeable future. The accounts have therefore been prepared on the basis that the Charity is a going concern.

INVESTMENT POLICY

The Board has delegated the regular review and supervision of the investment of surplus funds to an Investment Committee, comprising suitably experienced members including two Trustees, which is tasked with addressing the maintenance of a short-term cash portfolio and a medium to long term capital portfolio.

The Cash Portfolio

Across the cash portfolio there should be a spread of at least five institutions with no one institution comprising more than 30% or less than 10 % of the amount in the portfolio, or holding more than £2m. Deposits of over £100k should only be placed with banks with an investment grade credit rating from Fitch, S&P, or Moody's. Deposits up to £100k can be placed with any bank covered by the Financial Services Compensation Scheme, irrespective of credit rating. All policies have been followed successfully.

The Medium to Long Term Portfolio

The Investment Committee and the Board discuss the CISI's reserve funds on a regular basis and between them decide when and how much capital can be invested for a longer period. These funds then fall within the Medium to Long Term Portfolio (MLTP) where there will be wider investment powers.

Funds in the MLTP are invested with a view to achieving a total return in excess of that achievable on cash deposit over the medium to long term (5+ years). The risk profile of the MLTP is medium risk. The Investment Committee appoints qualified fund managers who then use an appropriate fund from their range to provide a suitable investment solution. The managers are expected to report to the Investment Committee on a six-monthly basis to a given benchmark agreed at the time of appointment. The Executive Director of Finance & Resources also monitors progress of the investments on a regular basis. The MLTP was valued at £10,783,034 on 31 March 2024.

The Investment Committee monitors the investments on a regular basis; however, any appointment of managers requires the Board to delegate authority to the Investment Committee on a case-by-case basis. The Board and the Investment Committee consider styles of investment and any ethical or other restrictions on a regular basis. The Trustees recognise that consideration of Environmental, Social and Governance (ESG) issues is important for the potential to make a positive impact, achieve good long-term returns and reflect the values of the Charity. As such investment managers are required to demonstrate a robust and systemic approach to ESG when investing.

CHARITABLE GRANTS

In prior years CISI has made donations to two independent charities, the Chartered Institute for Securities & Investment Educational Trust and Chartered Institute for Securities & Investment Future Foundation. No donations were made in the current or prior year and CISI is monitoring the activities of both charities before considering any further donations in future.

VOLUNTEERS

The Institute derives benefit from the services of unpaid volunteers, by virtue of the time given by its Trustees (other than the Chair who is remunerated for their services) and by practitioners who serve on various committees and panels. No donations in kind were received during the year.

FUNDRAISING ACTIVITIES

The charity had no fundraising activities requiring disclosure under S162A of the Charities Act 2011.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

CHARITY GOVERNANCE CODE

The Institute takes its governance responsibilities seriously and, as a large charity, aims to have a governance framework that is fit for purpose, compliant and efficient. Trustees and Director-level staff have been provided with training on their duties and responsibilities under the Charity Governance Code and similar pieces of guidance and legislation. New Trustees are provided with information on their Charity Commission and governance responsibilities on appointment, and all Trustees are updated on relevant Charity Commission changes.

RELATIONSHIPS WITH OTHER BODIES

In pursuit of its charitable objectives, the Institute provides relevant qualifications to the securities and investment industry, many of which are on the UK Financial Conduct Authority list of appropriate qualifications. The Institute is registered with the Charity Commission for England & Wales and with the Office of the Scottish Charity Regulator. It is recognised by Ofqual, Qualifications Wales and CCEA as an awarding body for the securities and investment industry and is also accredited by the FCA for the issuance of Statements of Professional Standing to retail investment advisers.

The Institute is a founder member of the Chartered Body Alliance, along with the Chartered Insurance Institute and Chartered Banker Institute. The Alliance was created to stimulate greater collaboration and operates with an informal but strategic approach. The Chartered Body Alliance believes that by working together the alliance will achieve greater public benefit, continuing to raise professionalism and trust across financial services by promoting high standards of knowledge, skill, integrity and behaviour. Its core objectives are set out below.

1. Raising professionalism and trust across financial services.
2. Promoting high standards of competence, knowledge and ethical behaviour.
3. Making it easier for the public to access the services of qualified professionals.
4. Encouraging individuals in the sector to undertake recognised professional qualifications.

Board

The Board of the Chartered Institute for Securities & Investment meets five times per year and comprises all non-executive Trustees. The Trustees are typically employed in senior positions within firms operating in the securities industry. They are identified by existing Board members for their expertise or nominated by members of the Institute.

Up to 15 Trustees are elected for a term of three years, either by a ballot of the membership at the AGM, or by the Board. If Board-appointed, the Trustee is required to stand down from the Board at the next AGM and seek re-election by membership ballot, in accordance with the Charity's Charter and Bye-Laws. Up to a further three Trustees may also be co-opted by the Board to serve such period as the Board decides. On election or appointment, the new Trustees are given an induction to the Institute, its activities and their responsibilities under charity law.

Any Trustee is subject to rigorous review of their value to the Board and committees where their reappointment will result in more than nine years served on the Board.

The Board appoints the Chair and the Chief Executive. The Chief Executive is not a Trustee. At its meetings, the Board considers matters including:

- policy and strategy;
- people and culture
- financial performance, including annual budgets;
- responses to industry consultation papers; and
- reports from the standing committees.

The executive staff of the Institute submits management information to the Trustees to enable them to discharge their duties. The Trustees may take independent advice at the Charity's expense.

Committees and Delegation

The Board has delegated some of its powers to certain committees and a full list of all committees, together with the names of the serving Trustees, are shown on pages 3 and 4. Those committees to which the Board has delegated powers have specific terms of reference. The Audit and Risk Committee is chaired by Robert Hughes-Penney, Chartered FCSI.

The Board has delegated the power of appointment and removal of other members of staff to the Chief Executive. The duties delegated to the CEO may be delegated by them to other members of staff as they see fit.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Remuneration Policy

The People & Remuneration Committee reviews and approves or amends the overall salaries budget and proposed changes to salaries annually, based on recommendations from the Executive. It also reviews the remuneration of all Executive Directors and Chair of the Board, including pension rights of Executives on an individual basis with regard to their performance reviews and current levels of remuneration and with reference to remuneration levels in other charities of comparable scale and complexity. The People & Remuneration Committee also approves the design and determines the targets for any performance-related pay schemes.

Trustee Remuneration

All Trustees give their time freely and are not paid for their trusteeship, with the exception of the Chair, who is remunerated for their services, as allowed by the Institute's Charter.

Diversity, Equity and Inclusion

The average number of employees globally in the year was 201 of which 121 were in the UK. While we are not required to report to the UK Government on our gender pay gap we actively monitor and act on this and other diversity information. On 1 April 2024, our UK employees were 57% female and 43% male. Our UK pay gap data collected on 1 April 2024 revealed a median gender pay gap of 19.5% and a mean gender pay gap of 6.7%. The median gender bonus gap was 26.3% and the mean gender bonus gap was 15.7%.

As an educational charity, we are fully committed to developing the next generation of practitioners and to ensuring that a career in financial services is accessible to all. CISI is proud to be signatories of both the Women in Finance Charter and the Race at Work Charter. Following a culture audit, we founded a People Forum during the year as a mechanism to share ideas on organisational culture development.

Key Risks

The following are the key risks assessed as the most significant for the Institute:

Economic Uncertainty – CISI is conscious of limiting exposure to economic and political events through diversity of product mix and a geographical spread of revenues. The Trustees are informed through monthly reporting to enable prompt action if needed.

Data Breaches and Cybercrime – CISI ensures that ongoing, substantial work is undertaken on its systems, contracts, communications, and staff awareness. Regular staff training is undertaken on information security and data protection and simulated "phishing" exercises are undertaken several times per year to keep staff alert to evolving threats and criminal techniques.

Business Continuity and Disaster Recovery – Many of the Institute's employees are based in Sri Lanka, which has experienced significant economic difficulties in recent months. We have active contingency plans in place for all locations and there are no critical systems located in Sri Lanka.

IT Infrastructure – The Institute is very reliant on IT but mitigates the risk through employing expert consultants, completing rigorous resilience tests and updating and renewing its key software regularly. During the year it has continued to upgrade operating systems and applications.

Regulatory Compliance – CISI is reliant on Ofqual for its status as an examination provider. The Charity has in place an ongoing programme of training, internal audit, and continuous improvement.

Reputation and Accredited Body status – The Institute relies heavily on being accredited to set and manage exams and award qualifications accordingly. This could be put at risk by a serious lapse that damages its reputation. To mitigate this risk, the Charity has many procedures in place, closely monitored by the Institute's Membership Committee, to assure the compliance of systems, staff and training partners including a social media policy, annual reviews of partners' competence, FCA accreditation, plus requiring all staff to take competence tests in the Bribery Act and data protection law.

Internal Control and Risk Management

The Trustees acknowledge that they are responsible for the maintenance of an effective system of internal control. However, no system of internal financial control can provide absolute assurance against material misstatement or loss. The Trustees have considered the major business risks and control objectives relevant to the Institute and controls were found to be appropriate and generally satisfactory.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

The Institute's control objectives include:

- the maintenance of the industry's confidence in the Institute's relevance, integrity and status;
- the identification and evaluation of business risks, through regular risk assessment and review, and the direction of operating and financial strategy;
- the nurturing of high ethical standards, effective communications and a strong overall control environment;
- the safeguarding of the assets of the Institute and the effective use of resources; and
- the promotion of detailed financial and operational controls necessary for the production of reliable and up-to-date financial information.

In pursuit of the above control objectives the Institute has in place a number of key internal controls and processes that include:

- liaising with its members and their employers to ensure the Institute's continued relevance;
- formally identifying, evaluating and reviewing risks;
- communicating the high standards of behaviour expected of its employees by inclusion of the Institute's code of conduct in employment contracts and additionally, through formal objective setting and performance appraisal schemes, including regularly identifying and taking action to satisfy training needs;
- creating a secure environment to protect the Charity's assets and regularly reviewing management information to ensure the effective use of resources;
- seeking legal protection for CISI trademarks and domain names by registering them in appropriate jurisdictions;
- operating signing limits to ensure that the Charity cannot be committed financially without proper authority, and producing regular financial reports for Board review which include estimates and judgments made by the business managers.

The Institute's Audit and Risk Committee currently comprises five non-executive Trustees. Its scope includes the assessment of the cost effectiveness of the external Auditors, consideration of the financial statements of the Chartered Institute for Securities & Investment and the consideration of any internal control matters, which may be brought to its attention. The Board has reviewed the need for an internal audit function, and this is being established, to commence for the 2024/25 financial year.

REGISTERED OFFICE AND PROFESSIONAL ADVISERS

Registered Office
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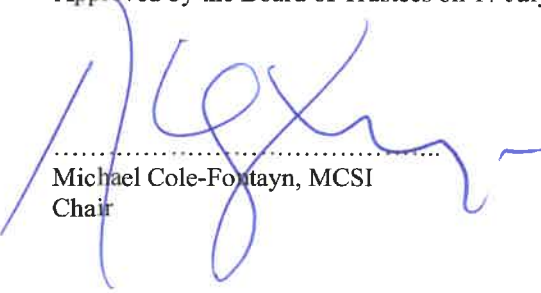
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Crowe U.K. LLP
55 Ludgate Hill
London
EC4M 7JW

Solicitors
BDB Pitmans LLP
For and on behalf of BDB Pitmans LLP
One Bartholomew Close
London EC1A 7BL

Crowe U.K. LLP has indicated its willingness to be reappointed as statutory auditor.

Approved by the Board of Trustees on 17 July 2024 and signed on behalf of the Board by


.....
Michael Cole-Fountain, MCSI
Chair


.....
Robert Hughes-Penney, Chartered FCSI
Audit & Risk Committee Chair

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees are responsible for preparing the Trustees' Annual Report and Financial Statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards).

The law applicable to charities in England and Wales and in Scotland requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Charity and the group and of the incoming resources and application of resources of the group for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgments and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the Charity's transactions, disclose with reasonable accuracy at any time the financial position of the Charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charities (Accounts and Reports) Regulations 2008, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) and the provisions of the Charity's constitution. They are also responsible for safeguarding the assets of the Charity and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Independent Auditor's Report to the Trustees of The Chartered Institute for Securities and Investment

Opinion

We have audited the financial statements of The Chartered Institute for Securities and Investment for the year ended 31 March 2024 which comprise the consolidated statement of financial activities, consolidated and charity balance sheet, consolidated statement of cashflow 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 group's and the parent charity's affairs as at 31 March 2024 and of the group's income and expenditure, for the 31 March 2024 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 Charities Act 2011 and the Charities and Trustee Investment (Scotland) Act 2005 and Regulations 6 and 8 of the Charities Accounts (Scotland) Regulations 2006 (amended).

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 group 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 trustee's 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 group'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 trustees with respect to going concern are described in the relevant sections of this report.

Other information

The trustees are responsible for the other information contained within the annual report. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. 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 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.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters in relation to which the Charities (Accounts and Reports) Regulations 2008 and the Charities Accounts (Scotland) Regulations 2006 requires us to report to you if, in our opinion:

- the information given in the financial statements is inconsistent in any material respect with the trustees' report; or
- sufficient and proper accounting records have not been kept by the parent charity; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement set out on page 13, the trustees 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 trustees 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 trustees are responsible for assessing the group and parent charity'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 trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditor under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with the Acts and relevant regulations made or having effect thereunder.

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.

Details of the extent to which the audit was considered capable of detecting irregularities, including fraud and non-compliance with laws and regulations are set out below.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Extent to which the audit was considered capable of detecting irregularities, including fraud

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We identified and assessed the risks of material misstatement of the financial statements from irregularities, whether due to fraud or error, and discussed these between our audit team members. We then designed and performed audit procedures responsive to those risks, including obtaining audit evidence sufficient and appropriate to provide a basis for our opinion.

We obtained an understanding of the legal and regulatory frameworks within which the charity and group operates, focusing on those laws and regulations that have a direct effect on the determination of material amounts and disclosures in the financial statements. The laws and regulations we considered in this context were the Charities Act 2011 and The Charities and Trustee Investment (Scotland) Act 2005] together with the Charities SORP (FRS102) 2019. We assessed the required compliance with these laws and regulations as part of our audit procedures on the related financial statement items.

In addition, we considered provisions of other laws and regulations that do not have a direct effect on the financial statements but compliance with which might be fundamental to the charity and the group's ability to operate or to avoid a material penalty. We also considered the opportunities and incentives that may exist within the charity and the group for fraud. The laws and regulations we considered in this context for the UK operations were; General Data Protection Regulation (GDPR), Health and Safety legislation, Taxation legislation, Employment legislation, and regulatory framework for awarding qualifications.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence, if any.

We identified the greatest risk of material impact on the financial statements from irregularities, including fraud, to be within the override of controls by management. Our audit procedures to respond to these risks included enquiries of management about their own identification and assessment of the risks of irregularities, sample testing on the posting of journals, reviewing accounting estimates for biases, reviewing regulatory correspondence with the Charity Commission, HMRC, ICO and OfQual, and reading minutes of meetings of those charged with governance.

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations (irregularities) is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it. In addition, as with any audit, there remained a higher risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

Use of our report

This report is made solely to the charity's trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008 and Regulation 10 of the Charities Accounts (Scotland) Regulations 2006. Our audit work has been undertaken so that we might state to the charity's trustees 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 charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.



Tina Allison
Senior Statutory Auditor
For and on behalf of
Crowe U.K. LLP
Statutory Auditor
London

24 July 2024

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES

Year ended 31 March 2024

	Note	Unrestricted funds 2024 £	Unrestricted funds 2023 £
INCOME FROM:			
Charitable activities:			
Membership subscriptions		5,708,676	5,583,933
Membership entry fees		65,356	76,383
Qualifications and development		9,137,454	9,184,878
Publications and conferences		2,966,351	3,085,264
Investment income	5	504,289	240,593
Other income	6	836,494	843,324
TOTAL INCOME		<u>19,218,620</u>	<u>19,014,375</u>
EXPENDITURE ON:			
Charitable activities			
Dissemination & advancement of knowledge	4	11,653,113	10,742,935
Ethics	4	2,619,199	2,432,220
Consultation & research	4	4,010,191	3,327,285
TOTAL EXPENDITURE	3,4	<u>18,282,503</u>	<u>16,502,440</u>
Net investment gains / (losses)	8	980,133	(365,334)
NET INCOME AND MOVEMENT IN FUNDS		<u>1,916,250</u>	<u>2,146,601</u>
UNRESTRICTED FUNDS AS AT 1 APRIL 2023 & 2022		17,101,466	14,954,865
UNRESTRICTED FUNDS AS AT 31 MARCH 2024 & 2023		<u>19,017,716</u>	<u>17,101,466</u>

The notes on pages 20 to 31 form part of these financial statements.

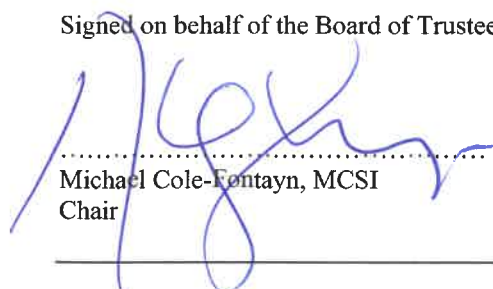
CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

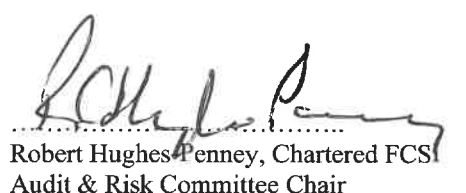
BALANCE SHEETS As at 31 March 2024

	Note	GROUP		CHARITY	
		2024	2023	2024	2023
		£	£	£	£
FIXED ASSETS					
Tangible assets	8	365,953	272,716	365,953	272,716
Intangible assets	8	-	-	-	-
Investments	8	11,783,034	10,662,052	11,883,034	10,762,052
		<u>12,148,987</u>	<u>10,934,768</u>	<u>12,248,987</u>	<u>11,034,768</u>
CURRENT ASSETS					
Stock		7,043	5,580	7,043	5,580
Debtors: amounts falling due after one year	10	-	-	-	-
Debtors: amounts falling due within one year	10	4,013,877	4,188,875	4,013,877	4,188,875
Cash at bank and in hand		10,043,249	9,948,839	10,041,466	9,946,839
		<u>14,064,169</u>	<u>14,143,294</u>	<u>14,062,386</u>	<u>14,141,294</u>
CREDITORS: amounts falling due within one year	11	(6,929,770)	(7,479,792)	(7,221,735)	(7,864,579)
Provisions for liabilities	17	-	-	-	-
NET CURRENT ASSETS		<u>7,134,399</u>	<u>6,663,502</u>	<u>6,840,651</u>	<u>6,276,715</u>
Amounts falling due after more than one year	11	(265,670)	(496,804)	(265,670)	(496,804)
TOTAL NET ASSETS		<u><u>19,017,716</u></u>	<u><u>17,101,466</u></u>	<u><u>18,823,968</u></u>	<u><u>16,814,679</u></u>
REPRESENTED BY:					
Unrestricted income fund		<u><u>19,017,716</u></u>	<u><u>17,101,466</u></u>	<u><u>18,823,968</u></u>	<u><u>16,814,679</u></u>

These financial statements were approved and authorised for issue by the Board of Trustees on 17 July 2024

Signed on behalf of the Board of Trustees:


.....
Michael Cole-Fontayn, MCSI
Chair


.....
Robert Hughes-Penney, Chartered FCSI
Audit & Risk Committee Chair

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

CONSOLIDATED STATEMENT OF CASH FLOWS Year Ended 31 March 2024

	Note	2024 £	2023 £
Cash flows from operating activities			
Net cash (used in) / provided by operating activities	13	<u>(20,010)</u>	<u>1,380,390</u>
Cash flows and investing activities			
Dividends, interest and rents from investments	5	504,289	240,593
Purchase of tangible fixed assets	8	(249,020)	(146,618)
Purchase of investments, at cost		(140,849)	(132,929)
Cash transfer from investments		<u>-</u>	<u>85,427</u>
Net cash provided investing activities		<u>114,420</u>	<u>46,473</u>
Change in cash and cash equivalents in the reporting period		94,410	1,426,863
Cash and cash equivalents at the beginning of the reporting Period		9,948,839	8,521,976
Cash and cash equivalents at the end of the reporting period		10,043,249	9,948,839
Cash in hand		2,132,171	4,202,262
Notice deposits		<u>7,911,078</u>	<u>5,746,577</u>
Total cash and cash equivalents		<u>10,043,249</u>	<u>9,948,839</u>

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Notes to the financial statements year ended 31 March 2024

1. CHARITY INFORMATION

The Chartered Institute for Securities & Investment (“CISI”) is registered as a charity in England & Wales by the Charity Commission (Registration No. 1132642) and in Scotland by the Office of the Scottish Charities Regulator (Registration No. SC040665). The company was incorporated by Royal Charter (Registration No. RC000834) and is governed by said Charter and its associated Bye Laws and domiciled in the UK and is a public benefit entity. The address of the registered office is 20 Fenchurch Street, London, EC3M 3BY.

2. ACCOUNTING POLICIES

Basis of preparation

The accounts (financial statements) have been prepared in accordance with the Charities SORP (FRS102) applicable to charities preparing their accounts in accordance with FRS102 the Financial Reporting Standard applicable in the UK and Republic of Ireland and the Charities Act 2011 and the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006 and UK Generally Accepted Accounting Practice as it applies from 1 January 2015.

The Chartered Institute for Securities & Investment (“CISI”) meets the definition of a public benefit entity under FRS 102.

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

Basis of Consolidation

The group financial statements consolidate the financial statements of Chartered Institute for Securities & Investment and its subsidiaries, as reported in note 9, up to 31 March 2024 on a line-by-line basis. Other than Chartered Institute for Securities & Investments (Services) Limited, all international branches, liaison offices and subsidiaries’ results are included in the Charity’s results. The net movement in funds of the Charity for the year was an increase of £1,916,250 (2023: £2,146,601).

The Charity has taken advantage of the exemptions in FRS 102 from the requirements to present a Charity only Cash Flow Statement and certain disclosures about the Charity’s financial instruments.

Going Concern

The Trustees have a reasonable expectation that the charity and group has adequate resources to continue its activities for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the financial statements as outlined in the Statement of Trustees Responsibilities on page 13. The Trustees have reviewed forecasts for a period beyond 12 months from the date of signing the accounts. These have been prepared by management and the assumptions have been stress tested. The Trustees are satisfied that processes are in place to identify, report and remedy any sustained losses, and there are significant reserves and available cash for the Institute to utilise if required. The Trustees will continue to review this position regularly.

Foreign Currency Translation

Transactions in foreign currencies are recorded at the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities are shown in the balance sheet at the rate of exchange ruling at the balance sheet date. Gains and losses on exchange are included in the Statement of Financial Activities in the expenditure of the charitable activities having been allocated amongst the other support costs shown in note 4 in the notes to the financial statements.

The functional currency of The Chartered Institute for Securities & Investment and its subsidiaries is considered to be pounds sterling because that is the currency of the primary economic environment in which the Charity/group operates. The consolidated financial statements are also presented in pounds sterling.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Notes to the financial statements year ended 31 March 2024 (Continued)

Membership Subscriptions

The membership subscription year runs from 1 April to 31 March. Subscriptions received from members are included in the financial statements in full for the year to which they relate. Sums received prior to the year end in respect of the forthcoming subscription year are treated as subscriptions received in advance in the balance sheet and taken to income in the new subscription year. Entry fees are taken to income as they are received.

Examination Entry Fees

The qualification registration fee attracts one year's free student membership and as such this income is recognised over the year.

Examination fees are recognised only when the exam is taken.

Training Services Income

Income from courses and training services are accounted for on an accruals basis.

Investment Income

Income from bank deposits is accounted for on an accruals basis.

Allocation of Expenditure

All expenditure is accounted for on an accruals basis and has been listed under headings that aggregate all the costs related to that activity. Where costs cannot be directly attributed they have been allocated to activities on a basis consistent with the use of the resources. Direct costs, including directly attributable salaries, are allocated on an actual basis to the key strategic areas of activity. Other salaries are allocated between expense headings on the basis of time spent, and other costs are allocated in proportion to direct costs relating to each charitable activity.

Funds

All funds currently belonging to the Charity are unrestricted. Unrestricted funds are funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

Tangible Fixed Assets

Tangible fixed assets are stated at cost less depreciation. An asset is capitalised when its original cost is in excess of £2,500. Depreciation is provided at rates calculated to write off the cost of fixed assets over the estimated useful lives of the assets. The rates of depreciation used in the year are as follows:

Computer equipment and telephones	Straight line, over three years
Fixtures and fittings	Straight line, over four years
Leasehold improvements	Straight line, over five years

Intangible Assets

Intangible assets are measured at cost less accumulated amortisation and any accumulated impairment losses. Amortisation is charged so as to allocate the cost of intangibles less their residual values over their estimated useful lives using the straight-line method. Intangible assets are amortised over the following useful economic lives:

Goodwill amortisation (IFP)	Straight line, over five years
-----------------------------	--------------------------------

Financial Instruments

Investments, including bonds held as part of an investment portfolio are held at fair value as quoted on the market at the balance sheet date, with gains and losses being recognised within income and expenditure. Investments in Subsidiary undertakings are held at cost less impairment.

The Charity has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at the present value of future cash flows (amortised cost). Financial assets held at amortised cost comprise cash at bank and in hand, short term cash deposits and the group's debtors excluding prepayments. Financial liabilities held at amortised cost comprise the group's short and long-term creditors excluding deferred income and taxation payable. No discounting has been applied to these financial instruments on the basis that the periods over which amounts will be settled are such that any discounting would be immaterial.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

Notes to the financial statements year ended 31 March 2024 (Continued)

Investment in Subsidiary Undertaking

The investment in subsidiary undertaking is stated at cost less provision for any impairment.

Cash at bank and in hand

Included in cash at bank and in hand are all current account balances in the UK and abroad, all petty cash and foreign currency accounts plus all treasury investments on one year's notice or less.

Stocks

Stocks of workbooks and publicity items are valued at the lower of cost and selling price less costs to complete and sell.

Leases

Operating lease rentals are charged to the statement of financial activities in equal annual amounts over the lease term.

Pension Costs

The Charity offers a defined contribution pension scheme in the UK and other appropriate arrangements overseas. In the UK the Charity contributes fixed percentage rates of salary to an employees' personal pension scheme and has no further liability for the scheme, which is administered on behalf of the Chartered Institute for Securities & Investment's employees by an independent manager. The Institute's pension policy fulfils the requirements of the Employment Equality (Age) Regulations Act 2006. There are two levels of contribution, dependent upon the length of service of each employee.

Provisions

Provisions are recognised when the Company has a present legal or constructive obligation arising as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made. Provisions are measured at the present value of the expenditure expected to be required to settle the obligation using a rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to the passage of time is recognised as an interest expense.

Taxation

The Institute is registered as a charity and therefore benefits from exemption from corporation tax on certain sources of income, so long as the income is applied for charitable purposes.

Critical accounting judgements and key sources of estimation uncertainty

In the application of the Charity's accounting policies, with are described in note 2, Trustees are required to make judgements, estimates, and assumptions about the carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and underlying assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

These estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects the current and future periods.

The key sources of estimation uncertainty that have a significant effect on the amounts recognised in the financial statements are described in the accounting policies and are summarised below:

Dilapidations provision

The Charity has provided for its possible liability in relation to its leasehold property which has been estimated based on standard costs geographically adjusted and is included in accruals.

The Charity has reviewed the ongoing value of its investment in IFP and, being satisfied that the membership income is substantial and continuing, see no reason to provide for any impairment in the investment.

Redundancy/Termination Payments

Redundancy and termination payments are accounted for in the period in which they are agreed.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

3. INFORMATION REGARDING TRUSTEES AND EMPLOYEES

None of the Trustees who served during the year received any emoluments from the Charity in the current or prior year, with the exception of the Chair. The Charity's Royal Charter provides for the Chair to be remunerated for their services and emoluments totalling £44,265 (2023: £44,490) were paid to the holder of that post during the year. The emoluments including payment in lieu of pension, of the highest paid employee, the Chief Executive, were £339,276.

During the year, five Trustees were reimbursed by the Institute for travel and subsistence expenses incurred for £3,190 (2023: £7,509).

Staff costs during the year	Group		Charity	
	2024	2023	2024	2023
	£	£	£	£
Wages and salaries	8,614,918	7,520,886	8,612,518	7,518,486
Social security costs	830,188	756,130	830,188	756,130
Pension costs	519,283	465,087	519,283	465,087
	<u>9,964,389</u>	<u>8,742,103</u>	<u>9,961,989</u>	<u>8,739,703</u>

During the year, there were redundancy or termination payments made which amounted to £42,709 (2023: £nil). There were no such payments outstanding at the year-end (2023: £nil).

Of these payments, £nil related to redundancy (2023: £nil) and £42,709 to termination (2023: £nil).

The emoluments (including taxable benefits in kind, payments in lieu of pension, and bonuses but excluding pension contributions) of persons employed by the group as at the year-end that exceeded £60,000 were as follows:

	2024	2023
	No	No
£60,001 - £70,000	16	14
£70,001 - £80,000	12	3
£80,001 - £90,000	4	5
£90,001 - £100,000	7	3
£100,001 - £110,000	2	5
£110,001 - £120,000	4	1
£120,001 - £130,000	1	1
£140,001 - £150,000	-	1
£160,001 - £170,000	-	1
£170,001 - £180,000	1	-
£180,001 - £190,000	1	1
£210,001 - £220,000	-	3
£220,001 - £230,000	2	-
£240,001 - £250,000	-	1
£330,001 - £340,000	1	-

The key management personnel of the Charity comprised the Trustees, the Chief Executive, the Chief Operating Officer, the Executive Director of Finance and Resources, the Executive Director, Membership and Business Development and the Executive Director of Global Learning. The total employee benefits of the key management personnel were £1,258,688 (2023: £1,352,085).

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

The average number of persons employed by the group in the year (including term contract posts) was as follows:

	2024	2023
	No	No
Dissemination & advancement of knowledge	107	122
Ethics	46	34
Consultation & research	44	37
Governance	4	4
	<u>201</u>	<u>197</u>

	2024	2023
	No	No
Operations	34	29
Qualifications & development (including international)	33	30
Management and administrative support	12	10
Business development	20	16
Membership, professional development and marketing	22	23
	<u>121</u>	<u>108</u>
Overseas staff	80	89
	<u>201</u>	<u>197</u>

4. EXPENDITURE

Expenditure includes the following:

	2024	2023
	Group	Group
	£	£
Depreciation and amortisation of assets	155,783	105,746
Rentals under operating leases	1,181,533	1,144,551
Auditors' remuneration for audit work	39,800	37,200
Auditors' remuneration for other services	5,900	5,350
Foreign currency losses	36,060	23,868

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

ANALYSIS OF EXPENDITURE

GROUP	Staff Costs	Amortisation & Depreciation	Other Direct	Other Support	Total 2023-24	Total 2022-23
	£	£	£	£	£	£
Charitable activities:						
Dissemination & advancement of knowledge	6,706,450	100,457	2,019,473	2,826,733	11,653,113	10,742,935
Ethics	1,867,620	15,263	306,832	429,484	2,619,199	2,432,220
Consultation & research	2,037,403	40,063	805,390	1,127,335	4,010,191	3,327,285
Total	10,611,473	155,783	3,131,695	4,383,552	18,282,503	16,502,440

Other direct costs comprise the non-staff costs associated with the delivery of the different charitable activities whilst the other support costs comprise the overall establishment and office costs of the Charity, which are allocated across the charitable activities.

Included within charitable activities are governance costs which amount to £281,634 (2023: £248,743). Governance costs comprise board and committee expenses, audit and legal fees and costs relating to the provision of company secretarial and corporate registration services.

Staff costs include all staff related costs including insurances, payroll costs, recruitment expenses and payments to long-term foreign consultants.

Analysis of Other Support Costs:

	Dissemination & advancement of knowledge	Ethics	Consultation & research	Total 2023-24	Total 2022-23
	£	£	£	£	£
Premises	975,834	148,265	389,174	1,513,273	1,314,474
Printing, postage & stationery	25,492	3,873	10,166	39,531	20,369
Marketing travel & subsistence	30,755	4,673	12,266	47,694	48,280
Irrecoverable VAT	403,319	61,279	160,848	625,446	417,036
Communications & IT	518,145	78,725	206,643	803,513	651,411
Equipment hire	63,211	9,604	25,209	98,024	71,587
Other	770,990	117,141	307,480	1,195,611	1,154,869
Governance	38,987	5,924	15,549	60,460	58,610
Total	2,826,733	429,484	1,127,335	4,383,552	3,736,636

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

5. INVESTMENT INCOME	2024	2023
	£	£
UK bank interest receivable	363,440	107,664
Dividends receivable	140,849	132,929
	<u>504,289</u>	<u>240,593</u>

6. OTHER INCOME

The figure of other income in the Statement of Financial Activities includes income relating to the issuance of Statements of Professional Standing of £195,766 (2023: £193,274). Also included in other income is income under non-cancellable commercial property leases of £541,808 (2023: £537,960).

7. TAXATION

The Chartered Institute for Securities & Investment is a charity and enjoys certain exemptions from tax according to Part 11 Corporation Tax Act 2010. Accordingly, no liability to UK Corporation Tax arises on its activities.

The subsidiary company, the Chartered Institute for Securities & Investment (Services) Ltd, has no tax liability for the financial year.

The Singapore subsidiary is subject to local taxation requirements. There is no tax liability because of accumulated tax losses.

8. FIXED ASSETS

TANGIBLE ASSETS	Computer equipment	Fixtures and fittings	Leasehold improvements	Total
	£	£	£	£
Group and Charity Cost				
As at 31 March 2023	414,901	157,679	1,401,934	1,974,514
Additions	207,124	41,896	-	249,020
Disposals	-	-	-	-
As at 31 March 2024	<u>622,025</u>	<u>199,575</u>	<u>1,401,934</u>	<u>2,223,534</u>
Depreciation				
As at 31 March 2023	257,031	140,438	1,304,329	1,701,798
Charge for the year	105,728	14,616	35,439	155,783
Depreciation on disposals	-	-	-	-
As at 31 March 2024	<u>362,759</u>	<u>155,054</u>	<u>1,339,768</u>	<u>1,857,581</u>
Net book value 31 March 2024	<u>259,266</u>	<u>44,521</u>	<u>62,166</u>	<u>365,953</u>
Net book value 31 March 2023	<u>157,870</u>	<u>17,241</u>	<u>97,605</u>	<u>272,716</u>

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

INVESTMENTS	2024		2023	
	Group £	Charity £	Group £	Charity £
Balance at market value as at 31 March 2023	9,662,052	9,762,052	9,894,457	9,994,457
Additions	609,302	609,302	-	-
Reinvested income	140,849	140,849	132,929	132,929
Unrealised gain / (loss)	980,133	980,133	(365,334)	(365,334)
Disposals	(609,302)	(609,302)	-	-
Balance at market value as at 31 March 2024	10,783,034	10,883,034	9,662,052	9,762,052
Long Term Deposit Account	1,000,000	1,000,000	1,000,000	1,000,000
Total Investments	11,783,034	11,883,034	10,662,052	10,762,052

The Group investment balance represents 22,035 units in CCLA's COIF Charities Investment Fund (2023: 22,035 units), 4,109,172 units in Sarasin's Alpha CIF for Endowments (2023: 3,406,282 units), and nil units in Sarasin's Income and Reserves Fund (2023: 603,802 units), all at market value (combined original cost: £6,241,215 (2023: £6,382,064)).

The Charity includes the investment in CISI(Services) Ltd, as reported in note 9.

INTANGIBLE FIXED ASSETS

Intangible fixed assets represent the purchase of the membership and intellectual property of the Institute of Financial Planners in November 2015. This intangible fixed asset is still in use but fully written down. The value at the start and end of the period was £nil (prior year £nil) and there was £nil amortisation (prior year £nil).

9. SUBSIDIARY COMPANIES

On 1 March 1994, the Charity's predecessor established a wholly-owned subsidiary company, Securities & Investment Institute (Services) Ltd, now known as Chartered Institute for Securities & Investment (Services) Ltd. The subsidiary company is registered in England and Wales.

The purpose of Chartered Institute for Securities & Investment (Services) Ltd is to carry on the trading activities of the Chartered Institute for Securities & Investment, which comprises bespoke training courses and non-charitable activities carried out on behalf of the Chartered Institute for Securities & Investment.

Subsidiary operations were also incorporated in Singapore (3 April 2006), in India (8 July 2006), in the People's Republic of China (20 August 2007). The companies in India and Dubai are liaison offices which represent and promote the interests of Chartered Institute for Securities & Investment. Chartered Institute for Securities & Investment (Singapore) PTE Ltd began trading during the year to 31 March 2007 but does not currently trade and Securities & Investment Institute (China) received its WOFE (wholly owned foreign enterprise) licence in January 2008, but does not currently trade.

In January 2011 an office was registered in Sri Lanka. This company acts as liaison office, in the same way as the ones in India and Dubai, and does not trade in its own right.

In January 2016, a representative office was registered in the Philippines. This company does not trade in its own right.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

In June 2018, a wholly owned subsidiary was established in Cyprus. This company did not trade during the year.

There are also the following wholly-owned dormant companies in the group:

Institute of Wealth Management Ltd
 Securities & Investment Institute
 The Compliance Institute
 The Financial Planning Association Limited
 Financial Planning (CISI) Limited
 FPSB (UK) Limited

All companies were incorporated in England and Wales.

No details of the income/expenditure and assets/liabilities of the overseas subsidiaries are included in the figures below which relate to the UK services company (Chartered Institute for Securities & Investment (Services) Ltd). Any income and funding costs of the overseas subsidiaries are reflected in the Charity and the group figures.

	Investment in Subsidiary £
Chartered Institute for Securities & Investments (Services) Ltd.	
Cost at 31 March 2023 and 31 March 2024	<u>100,000</u>

For the year ended 31 March 2024, the subsidiary's profit and loss account showed:

	2024 £	2023 £
Income	84,490	200,640
Expenses	11,061	(111,668)
Profit for the year before gift aid and taxation	<u>95,551</u>	<u>88,972</u>
Gift aid payments	(100,932)	(182,826)
Loss for the year	<u>(5,381)</u>	<u>(93,854)</u>
Its balance sheet showed:		
Current assets	293,748	386,788
Current liabilities		<u>87,660</u>
Funds	<u>293,748</u>	<u>299,128</u>

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

10. DEBTORS

	2024		2023	
	Group £	Charity £	Group £	Charity £
Trade debtors	2,825,478	2,825,478	3,171,845	3,171,845
Other debtors	273,058	273,058	203,332	203,332
Prepayments and accrued income	915,341	915,341	813,698	813,698
	<u>4,013,877</u>	<u>4,013,877</u>	<u>4,188,875</u>	<u>4,188,875</u>

11. CREDITORS

Amounts falling due within one year

	2024		2023	
	Group £	Charity £	Group £	Charity £
Subscriptions received in advance	2,439,558	2,439,558	2,633,139	2,633,139
Trade creditors	9,864	9,864	119,920	119,920
Other taxes and social security	539,625	539,625	532,464	532,464
Other creditors	171,308	171,308	44,852	44,852
Accruals and deferred income	3,769,415	3,769,415	4,149,417	4,149,417
Amounts owed to subsidiary undertaking	-	291,965	-	384,787
	<u>6,929,770</u>	<u>7,221,735</u>	<u>7,479,792</u>	<u>7,864,579</u>

Amounts falling due after more than one year

	2024		2023	
	Group £	Charity £	Group £	Charity £
Accruals and deferred income	<u>265,670</u>	<u>265,670</u>	<u>496,804</u>	<u>496,804</u>

Amounts due over one year related to deferred bonuses (£122,092) and to the apportionment of the rent-free period on the premises at 20 Fenchurch Street (£143,578).

Income received in advance during the year can be summarised as follows:

	Balance brought forward at 1 April 2023 £	Received during the year £	Balance carried forward at 31 March 2024 £	Income recognised during year £
Membership subscriptions (including received from students)	2,667,089	5,508,636	2,467,049	5,708,676
Qualifications & development	1,477,398	9,150,669	1,490,613	9,137,454
Publications & conferences	148,147	2,978,027	159,823	2,966,351
Other income	-	836,494	-	836,494
	<u>4,292,634</u>	<u>18,473,826</u>	<u>4,117,485</u>	<u>18,648,975</u>

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

12. OPERATING LEASES

Future minimum operating lease payments are as follows:

	2024	2023
	Land and	Land and
	Buildings	Buildings
	£	£
Within one year	1,320,784	1,092,733
Between one and five years	1,289,869	2,146,262
Over 5 years	-	-

During the year the Charity spent a total of £1,181,533 (2023: £1,152,909) on operating lease commitments.

The total future minimum lease income under non-cancellable commercial property leases is as follows:

	2024	2023
	Land and	Land and
	Buildings	Buildings
	£	£
Within one year	402,203	402,203
Between one and five years	363,349	765,552
Over 5 years	-	-

13. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

	2024	2023
	£	£
Net income for the reporting period (as per the Statement of Financial Activities)	1,916,250	2,146,601
Adjustments for:		
Net investment (gains) / losses	(980,133)	365,334
Dividends, Interest and rents from investments	(504,289)	(240,593)
Depreciation and amortisation	155,783	105,746
(Increase) / Decrease in stocks	(1,463)	2,789
Decrease / (Increase) in debtors	174,998	(902,337)
Decrease in creditors	(781,156)	(97,150)
Net cash (used) / provided by operating activities	<u>(20,010)</u>	<u>1,380,390</u>

14. RELATED PARTY TRANSACTIONS

There have been no related party transactions that require disclosure other than transactions with the subsidiary company, Chartered Institute for Securities & Investment (Services) Limited, as set out below:

In 2023/24 the Charity charged CISI Services Limited for salary costs as the costs of staff are borne by Chartered Institute for Securities & Investment and are recharged to the company monthly based on an estimate of activity. This amounts to £2,652 in the year (2022/23: £2,652). CISI Services made a donation under gift aid during the year of £100,932 (2022/23: £182,826).

At the year end the Charity owed CISI Services Limited £291,965 (2022/23: £384,787).

During the year, the Charity paid expenses on behalf of its overseas offices totalling £1,370,573 (2022/23: £1,360,975). At the year end the Charity was owed £1,407,181 (2022/23: £1,407,181) by Chartered Institute for Securities and Investment (Singapore) Pte. Ltd.

CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT
Notes to the financial statements year ended 31 March 2024 (Continued)

15. FINANCIAL INSTRUMENTS

	Group		Charity	
	2024	2023	2024	2023
	£	£	£	£
Carrying amount of financial assets/liabilities				
Financial assets that are measured at amortised cost	13,904,822	14,155,795	13,904,822	14,155,795
Financial liabilities that are measured at amortised cost	(2,446,315)	(3,018,439)	(2,446,315)	(3,018,439)
Financial assets measured at fair value through the Statement of Financial Activities	10,783,034	9,662,052	10,783,034	9,662,052