MFRS 15 - Revenue from Contracts with Customers

Ready for the change journey?

25 and 26 October 2016
Pullman Kuching
Ready to manage your MFRS 15 change journey?

What is changing?

► The new revenue standard, MFRS 15 *Revenue from Contracts with Customers*, is effective for the financial period beginning on or after 1 January 2018 and early adoption is permitted.
► It replaces all existing MFRS revenue recognition guidance with a single framework.
► It is a framework that focuses on the performance obligations in the contract and allocating a transaction price to those obligations.
► The new requirements for revenue recognition are based on a core principle and by applying the five-step model.

What does it mean for you?

► The new standard will affect companies in a wide range of industries. The scale of impact will be determined by each company’s commercial relationships with its customers, as well as current changes to processes and systems.

What are the responses from our clients?

► Implementing MFRS 15 requires a carefully thought-out and structured approach as its impact is wide-ranging, especially in the areas of application of judgment and developing estimates.
► Preparing for the change and implementation management could be a significant effort.
► Businesses have to reassess their business strategies and update their processes and systems as well as communicate the potential impact to investors.
► More extensive and transparent disclosure requirements in their financial reporting are anticipated.
Programme

Day 1
8:00 a.m. Registration
9:00 a.m. Welcome address
9:10 a.m. Recent developments
9:30 a.m. Scope and Step 1
10:30 a.m. Networking tea
11:00 a.m. Step 2
12:30 p.m. Lunch
1:30 p.m. Step 3
3:30 p.m. Networking tea
4:00 p.m. Step 4
5:00 p.m. End

Day 2
8:00 a.m. Registration
9:00 a.m. Summary of Day 1
9:10 a.m. Step 5
10:15 a.m. Networking tea
10:45 a.m. Practical application issues
12:45 p.m. Lunch
1:45 p.m. Disclosure and transition
2:45 p.m. Implementation and change management
3:45 p.m. Networking tea
4:15 p.m. Questions and answers Summary of Day 1 and 2
5:00 p.m. Closing address
5:10 p.m. End

The five-step model

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
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<tbody>
<tr>
<td>Step 1</td>
<td>Identify the contract(s) with the customer</td>
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<td>Step 2</td>
<td>Identify the performance obligations in the contract</td>
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<td>Step 3</td>
<td>Determine the transaction price</td>
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<td>Step 4</td>
<td>Allocate the transaction price to the performance obligations</td>
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<td>Step 5</td>
<td>Recognize revenue when (or as) each performance obligation is satisfied</td>
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More than an accounting change...

Financial
- Will there be more revenue streams as a result of identifying new performance obligations?
- Will KPIs, covenants and employee incentive plans hinge on revenue?
- Will changes in revenue and profit create any tax implications?

Systems
- Will you need to reconfigure the IT systems to generate different journal entries, including those required for transition?
- How will the configuration impact internal controls?
- Is the contract data available and complete? Does it provide a sufficient auditable trail?

Processes
- How does it affect your current business practices from the legal, credit and marketing aspects, including the way contracts are structured with your customers?
- How will the impact of material changes to estimates or contract modifications be considered and addressed?

Transitional
- Does your organization have the skill sets and ability to implement this principle-based standard?
- What reporting changes are needed to communicate with internal and external stakeholders?
- What are the other internal project overlaps that may result in resources and budget conflict?

Who should attend
- Chief Financial Officers
- Chief Information Officers
- Chief Operating Officers
- Audit Committee Members
- Financial Controllers
- Accountants and auditors
- Financial analysts
- Legal advisors

How to register?
- To register, please submit the fully completed registration form via fax or email and make payment promptly.
- A confirmation of your registration will be sent to you via email before the event date.

For more information, please contact:
Lo Woan Cherng
woan-cherng.lo@my.ey.com

Sim Wee Ni
wee-ni.sim@my.ey.com

Tel: 082-243233 Fax: 082-421287
Speakers

Stephen Oong
Technical Advisor
Ernst & Young (East Malaysia)
Member of MIA, Member of MICPA, Fellow of ACCA and Member of CPA Australia

Stephen is a Technical Advisor in Ernst & Young's Assurance practice. He is actively involved in the consultation and research of issues relating to MFRS and IFRS. In addition, he regularly conducts training and seminars for clients and external parties, as well as internal training on financial accounting and reporting standards. Stephen is also actively involved in financial reporting and accounting standards activities in Malaysia. He is a member of MIA's Financial Statements Review Committee, MICPA's Technical Reference Panel, MICPA's Accounting & Auditing Technical Committee, Working Group member on several of MASB's accounting standards, and was a member of MIA's Financial Reporting Standards Implementation Committee and MASB's Issues Committee.

Lee Pei Yin
Partner
Ernst & Young
Member of MIA and Fellow of ACCA

Pei Yin is a Partner in Ernst & Young's Assurance practice with over 13 years experience in providing assurance services to clients from various industries such as financial services, power and utilities, telecommunications, gaming, real estate, trading and manufacturing. She is also a Partner in Ernst & Young's Financial Accounting Advisory Services and has led advisory engagements in relation to the application of complex and new accounting standards, and FRS and MFRS conversion and implementation. Pei Yin holds a Bachelor of Applied Accounting (Hons) from Oxford Brookes University.

Ng Kim Ling
Partner
Ernst & Young
Member of MIA and Member of ICAEW

Kim Ling is a Partner in Ernst & Young's Assurance practice with over 15 years of experience in providing advisory, accounting and assurance services to clients based in Malaysia and internationally, covering various industries such as trading and services, manufacturing, information and technology, shipping, construction and property development. Kim Ling also assists clients with applicable financial reporting standards compliance in Malaysia and compliance with the International Financial Reporting Standards, where applicable. Kim Ling holds a Bachelor of Accounting and Finance from University of Leeds, UK.

Lau Kien Foh
Partner
Ernst & Young Advisory Services Sdn. Bhd.
Member of MIA

Lau is a Partner in Ernst & Young Advisory Services Sdn. Bhd. with over 20 years consulting experience in strategic and operational consulting services. His clients include those in the Malaysian Government, Global 500 list, Asia 500 list and major corporations in Malaysia and abroad, including China, Hong Kong, Taiwan, Vietnam, Thailand, Philippines and Iran. He has led Finance Transformation projects including FRS implementation, enterprise-wide transformation projects such as GST implementation, merger integration planning and implementation, business case development and transformation of core technology solutions. Lau holds a Bachelor of Accounting (Hons) from University Malaya.
Registration form
Please return the completed form to:
woan-cherng.lo@my.ey.com or wee-ni.sim@my.ey.com

Contact person: 
Company: 
Address:
Tel: 
Fax: 
Email: 

Participants’ details

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Cheque number: ___________________________ Total amount: ___________________________

Fee and payment
► RM1,288 per person (inclusive of 6% GST). Fee is inclusive of seminar materials, light refreshments and lunch. Group rate on the fee for registration of 3 or more persons under the same company or group of companies is RM1,170 per person (inclusive of 6% GST).
► Payment of registration fee will be due on the issuance of the GST tax invoice.
► A certificate of attendance will be issued for 16 CPD hours. You may use that to claim your CPD credit hours.

All cheques should be crossed and made payable to ERNST & YOUNG on or before Tuesday, 11 October 2016. Please indicate the company’s name and “MFRS 15 Seminar” on the reverse side of the cheque. An official receipt will be issued upon payment.

For crossed cheque/bank draft:
Payable to: Ernst & Young
Mail to:
Ernst & Young
3rd Floor, Wisma Bukit Mata Kuching
Jalan Tunku Abdul Rahman
93100 Kuching
Attn: Lo Woan Cherng / Sim Wee Ni

For wire/direct payment:
Beneficiary: Ernst & Young
Account: 321010175002
Swift code: HBMBMYKL
Bank: HSBC Bank Malaysia Berhad
Address: Bangunan Binamas
Jalan Padungan
93100 Kuching

Cancellation
► A replacement delegate is welcomed at no extra charge if registered delegate is unable to attend.
► No refunds will be given for cancellations made after Tuesday, 11 October 2016. Registered delegates who fail to attend (and did not cancel their registration) will be liable for the entire course fee.
► The organiser reserves the right to make changes to the venue, date and/or speakers, including cancellation of the course, if warranted by circumstances beyond the organiser’s control.
► You are deemed to have read and understood the terms and conditions upon submitting the registration form.
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