

www.pwc.com/my/theacademy

Revenue, Financial Instruments and Leases

Their rules have changed...are you ready to embrace the impacts?

Public Workshop

9.00 am - 5.30 pm

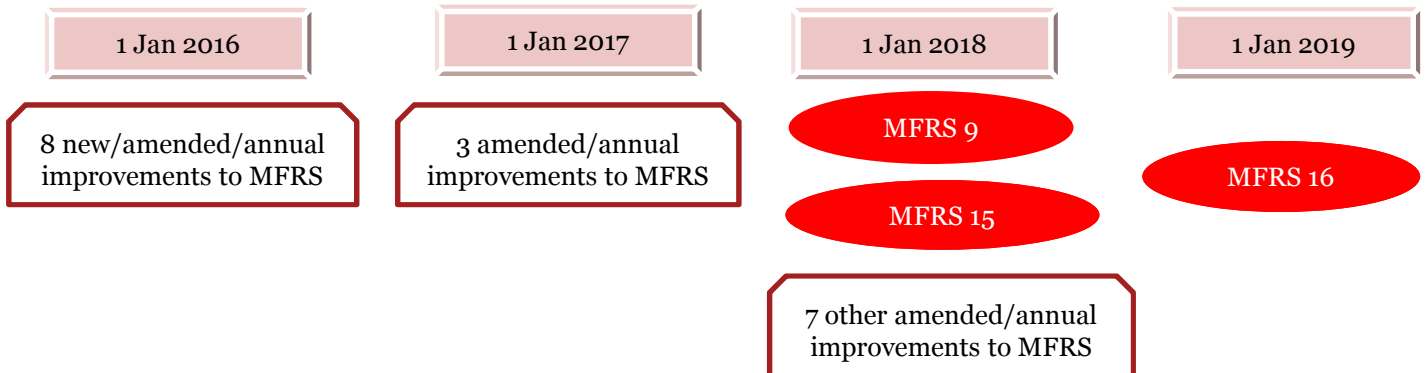
*Level 16,
PwC Training Centre,
Sheraton Imperial Hotel
(Office Tower), Kuala
Lumpur*



pwc

With 3 key MFRSs and new amendments/annual improvements issued, financial reporters need to be geared and ahead in embracing the requirements.

In a nutshell....what's ahead for MFRS reporters?



Effective 1 January 2018, 2 MFRSs namely MFRS 15 Revenue from Contracts with Customers and MFRS 9 Financial Instruments will come into play and will impact most industries depending on their business complexities. MFRS 16 Leases will follow suit with an effective date 1 January 2019 bringing new requirements to how leases shall be accounted for.

Those in retailing, manufacturing, consumers and service industries, will need to now consider how customer incentives, loyalty programmes and arrangements such as bill and hold, consignments, rights of return, FOB synthetic shipping etc will be affected by MFRS 15.

These industries will also need to re-assess their customers'/intra-group credit risk profile in light of the current economy outlook. Early impairment loss is required to be booked in even before the loss event occurs as required under MFRS 9 Expected Credit Loss model.

MFRS 16 now requires lessees to recognise a lease liability reflecting future lease payments and a 'right-of-use asset' for virtually all lease contracts. Distinction between finance and operating lease is removed.

Highlights

This 2-day workshop aims to provide awareness and guidance of three (3) new MFRSs potentially affecting trading, manufacturing, consumer and service industries, highlighting various impacts and implications to their business. Other amendments/ annual improvements to the existing standards will also be shared.

This workshop covers:

- Overview of IFRS/MFRS development
- MFRS 15 Revenue from Contracts with Customers covering the 5-steps approach with practical and illustrative guidance and tips:
 - Step 1: Identify the Contracts
 - Step 2: Identify Performance Obligations
 - Step 3: Determining Transaction Price
 - Step 4: Allocate Transaction Price
 - Step 5: Recognise Revenue
 - Other considerations including loyalty programmes, sale with a right of return, bill and hold arrangements, licences, options, principal vs agent etc
- MFRS 9 Financial Instruments covering:
 - Classification and Measurement
 - Impairment under Expected Loss model
 - Hedging
- MFRS 16 Leases
- Other new MFRSs, Amendments and Annual Improvements potentially impacting the trading, manufacturing, consumer and service industries
- Conclusion

Gearing up to these MFRSs adoption dates are critical so as to avoid last minute preparations as well as managing stakeholders' expectations on the business implications.

Implications to businesses...

Accounting & Reporting

- Changes to business and reporting model (allocation of revenue, timing of recognition, credit risk assessment, lease identification, etc.)
- Changes beyond revenue – time value of money; sales commissions; etc.
- Judgement & estimates
- Additional disclosures
- Transition considerations

Processes & Systems

- Impacts across quote – to – cash cycle
- Involvement of IT is paramount
- Likely to accelerate trend of revenue automation (replacing Excel and manual processes)
- Leverage internal initiatives:
a) 3-5 year roadmaps; **b)** Process & system optimisation; and **c)** Future – GAAP ready

Cross – functional

- Audit Committee
- Investor Relations
- Financial Planning & Analysis
- Sales & Legal
- HR
- Tax
- Accounting & IT Functions

Business Changes

- Changing business models – Organic changes; and M&A activity
- Opportunity to structure and go – to – market differently
- Pricing strategy
- Impact on compensation
- Executive communication and awareness



The need to review all contracts



Assessment of collectability, time value of money, ...



Staff training and education needed



Disclosures are affected



**HRDF :
Human Resource Development
Council (HRDC)**

Companies that contribute to the Human Resource Development Fund (HRDF) are entitled to obtain a training grant from HRDC under the Skim Bantuan Latihan (SBL) scheme. Application is subject to HRDC's approval.



To apply SBL scheme, you must submit completed form PSMB/PGL/1/09, together with the detailed programme agenda and speaker's profile which we will provide to you upon request.

An interactive approach

Our workshop adopts an interactive approach in sharing experience and knowledge, placing emphasis on discussions, and where relevant, learning points are illustrated through case studies. By designing a programme that links to the relevant current issues, we aim to explain key elements of the financial reporting framework that would be of significance to the participants. Participants will also have the opportunity to work on practical exercises.

Who should attend?

- Finance senior management
- Finance and tax managers/executives
- Financial analysts
- Regulators, academicians and accountancy students

CPE hours/CPD points

Credit points under the Continuing Professional Education (CPE) and/or Continuing Professional Development (CPD) programmes will be awarded to members of the:

- Malaysian Institute of Accountants (MIA)
- Malaysian Institute of Certified Public Accountants (MICPA)
- Association of Chartered Certified Accountants (ACCA)
- CPA Australia

Training contacts:

Yanti Abd Rahman
Associate Director
Tel: 03- 2173 0213
yanti.abd.rahman@my.pwc.com

Revenue, Financial Instruments and Leases

Public Workshop

9.00 am - 5.30 pm

Level 16, PwC Training Centre, Sheraton Imperial Hotel (Office Tower), Kuala Lumpur

Registration Form (please photocopy form, if necessary)

Workshop Fee: RM2,120 per participant (inclusive of training materials, refreshments, lunch & 6% GST)

Kindly indicate your preferred workshop (Please choose one by inserting ✓ in the last column)

Workshop dates	Early bird*	(✓) here
14 – 15 September 2017	7 September 2017	
16 – 17 October 2017	9 October 2017	

Name: Mr/Mrs/Ms

Designation:

Name: Mr/Mrs/Ms

Designation:

Name: Mr/Mrs/Ms

Designation:

Name: Mr/Mrs/Ms

Designation:

Organisation:

Address:

.....

.....

Telephone: Fax:

Email:

Enclosed Bank/Cheque No:

(Cheque should be made payable to **PricewaterhouseCoopers**)

10% off registration fee for:

*Early Bird - Valid for registration and payment received one week before workshop date (s); OR

Group - Valid for 3 or more participants registering under the same company or group of companies

*Kindly return the completed registration form to us via
MAIL, FAX or EMAIL to:*

The Academy
PricewaterhouseCoopers
c/o Aiza Munirah Mazlan
Level 10, 1 Sentral, Jalan Travers,
Kuala Lumpur Sentral, P O Box 10192
50706 Kuala Lumpur

Tel: 03-2173 0480
Fax: 03-2173 1288
Email: theacademy@my.pwc.com

- To register, please submit this fully completed registration form and make payment promptly
- Seats will only be reserved for participants who have received a tax invoice.
- A confirmation note will be mailed a week before the workshop date
- An official receipt will be available for collection on the day of the event
- No cancellation and/or refund is allowed but a replacement participant may be sent
- The organiser reserves the right to make any amendments and/or changes to the programme if warranted by circumstances beyond its control.

Interested in a Customised Solution?

Customised training workshops can be organised and tailored according to your specific needs.

With a blend of subject matter experts on various industries sharing their practical insights together with a structured training approach, we believed you will walk away equipped in embracing these new MFRSs. Our value propositions below:

Step 1 Define

- Conduct discussion with you to discuss and agree on the training plan and training method, such as the training style, case studies or real work examples, exit assessment etc.

Step 2 Develop

- After considering your input, we will develop and tailor the training materials linking concepts and how they are applied under these new MFRSs
- Each training module will be reviewed by our subject matter expert to reflect the current industry practice and up-to-date requirements that will affect your organisation.

Step 3 Validate

- The materials will be sent to you for your feedbacks, appraisal and evaluations.
- The purpose is to ensure that contents are aligned with the objectives and your expectations.

Step 4 Deliver

- We will identify the appropriate trainers and subject matter experts to conduct the training. Our team of trainers and subject matter experts shall share and highlight the theories and concepts enhanced with their practical insights and experiences.

Step 5 Evaluation

- We welcome all feedbacks and evaluation comments as part of our improvement process for the next session.
- We will also evaluate the effectiveness of the training with other stakeholders.
- All feedbacks and improvement points shall be addressed and incorporated into future runs training materials.

Talk to us...



Gan Wee Fong
Assurance Partner

+603 2173 0700
wee.fong.gan@my.pwc.com



Yanti Abd Rahman
Assurance Associate Director

+603 2173 0213
yanti.abd.rahman@my.pwc.com