

**INSTITUTE OF MARKETING MALAYSIA**  
(Incorporated in Malaysia)

**BALANCE SHEET AS AT 31 DECEMBER 2012**

		31/12/2012 RM	31/12/2011 RM
<b>INCOME</b>			
	ADVERTISEMENT	7,500	7,500
	SEMINAR, TRAINING & EVENTS	188,039	389,435
	SPONSORSHIP	0	7,945
	BOWLING TOURNAMENT	12,260	0
	RENTAL	10,000	0
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		217,799	404,880
	ANNUAL SUBSCRIPTION / ENTRANCE FEES :-		
	- NEW ORDINARY MEMBER (NOM)	8,475	5,900
	- LIFE MEMBERSHIP FEE	3,000	900
	- NEW STUDENT MEMBERSHIP (NSM)	200	600
	-NEW CORPORATE MEMBERSHIP (NCM)	9,000	29,000
	- ORDINARY MEMBER RENEWAL (OMR)	3,500	3,550
	-CORPORATE MEMBER RENEWAL (CMR)	74,500	71,900
OTHER INCOME	GRANT	141,000	200,177
TOTAL INCOME		<hr/>	<hr/>
		457,474	716,907
<b>EXPENDITURE</b>			
	ACCOMMODATION	0	3,185
	ACCOUNTING FEES	4,700	0
	ADVERTISING & PROMOTION	7,170	2,750
	ENTERTAINMENT	0	4,099
	DEPRECIATION	2,893	22,126
	BANK CHARGES	36	28
	IMM DOMAIN & WEBSITE	4,770	2,400
	MARKETEER MAGAZINE	13,000	34,960
	MEETING EXPENSES	585	0
	TRANSPORTATION, PETROL & PARKING	4,603	1,568
	MEMBERSHIP FEE	6,508	2,300
	PHOTOGRAPHY FEE	1,607	4,250
	PROFESSIONAL FEE	0	4,700
	BOOKS	2,137	5,496
	NEWSPAPER & PERIODICALS	78	155
	GIFTS, SOUVENIR ITEMS & DONATION	780	3,950
	MEALS & REFRESHMENT	2,243	9,046
	PRINTING & STATIONERY	10,275	30,476
	EQUIPMENT RENTAL EXPENSES	0	2,800
	SUBSCRIPTION TO HARWARD BUSINESS REVIEW	12,500	17,000
	BOWLING TOURNAMENT	11,168	0
	SEMINAR, TRAINING & EVENTS	232,412	351,447
	LICENSE FEE	1,300	1,300
	OFFICE & EQUIPMENT MAINTENANCE	6,417	14,743
	RENTAL OF PREMISES	30,725	27,945
	SALARIES, WAGES & ALLOWANCES	140,147	129,167
	POSTAGE & COURIER	2,091	1,150
	TELEPHONE & MULTIMEDIA	3,580	3,508
	ELECTRICITY & WATER	5,367	4,771
	BROCHURES, BOOKLETS & BANNERS	3,840	7,066
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TOTAL EXPENDITURE		510,932	692,386
SURPLUS / (DEFICIT) INCOME OVER EXPENDITURE		<hr/> <hr/>	<hr/> <hr/>
		(53,458)	24,521