



2023-24 FINANCIAL REPORT

August 2024



Management Discussion and Analysis

This Management Discussion and Analysis ("MD&A") outlines FP Canada's financial position and results from operations for the year ended March 31, 2024. The MD&A should be read in conjunction with the summary audited financial statements for the same period.

Change in Accounting Policy

In fiscal 2024, there were no significant changes in the previously adopted accounting policies or their application.

Financial Position

At March 31, 2024, FP Canada's net assets are \$6.8 million, compared to \$7.3 million in 2023. Internally restricted and unrestricted net assets ("available reserves") are \$6.2 million, compared to \$6.7 million in 2023. Current available reserves exceed four months of operating expenses.

FP Canada's current assets include cash and cash equivalents and investments totalling \$18.2 million at March 31, 2024, compared to \$18.4 million in 2023. Investments are managed in accordance with Board approved Investment policies.

Results from Operations

FP Canada's excess of expenses over revenue is \$531k for the year ended March 31, 2024, compared to an excess of expenses over revenue of \$956k in 2023. Primary areas of investment during the year include technical education program development, digital transformation and our student pipeline. These investments will support future organizational growth and sustainability.

Revenue increased from \$14.7 million in 2023 to \$15 million in 2024 and comes primarily from certification fees. In 2024, FP Canada earned \$10.4 million from certification fees, representing 70% of total revenue, compared to \$10.3 million in 2023, \$2.1 million from education program fees, compared with \$2 million in 2023, and \$1.4 million from examination fees, compared with \$1.6 million in 2023. During the year, FP Canada launched its new Technical Education program, thereby now offering end-to-end education towards CFP® certification and QAFF® certification for the first time.

Expenses before amortization increased from \$15.5 million in 2023 to \$16.4 million in 2024. The increase in expenses is attributed to the strategic areas of investment noted above.

Conclusion

FP Canada is in a financially sound position and has a solid strategy to continue to diversify revenue and maintain an appropriate level of reserves available for operations.

Summary Financial Statements



Report of the Independent Auditor on the Summary Financial Statements

To the Members of FP Canada

Opinion

The summary financial statements, which comprise the summary statement of financial position as at March 31, 2024, and the summary statements of operations and cash flows for the year then ended, and related note, are derived from the audited financial statements of FP Canada for the year ended March 31, 2024.

In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements, in accordance with the criteria described in the note to the summary financial statements.

Summary Financial Statements

The summary financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements of FP Canada and the auditor's report thereon.

The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated June 19, 2024.

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of the summary financial statements in accordance with the criteria described in the note to the summary financial statements

Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are a fair summary of the audited financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, Engagements to Report on Summary Financial Statements.

A handwritten signature in black ink that reads "Hilborn LLP".

Toronto, Ontario
June 19, 2024

Chartered Professional Accountants
Licensed Public Accountants

Summary Financial Statements

Summary Statement of Financial Position	As at March 31	2024	2023
		\$	\$
Assets			
	Current assets	19,065,161	18,725,225
	Capital assets	537,349	633,315
		19,602,510	19,358,540
Liabilities			
	Current liabilities	12,831,032	12,055,707
Net Assets			
	Invested in capital assets	537,349	633,315
	Internally restricted	819,895	1,461,447
	Unrestricted	5,414,234	5,208,071
		6,771,478	7,302,833
		19,602,510	19,358,540
Summary Statement of Operations	Year ended March 31	2024	2023
		\$	\$
Revenues			
	Certification fees	10,417,457	10,298,967
	Education program fees	2,079,741	1,970,084
	Examination fees	1,362,136	1,565,224
	National conference and other revenue	1,096,450	921,035
		14,955,784	14,755,310
Expenses			
	Operations and administration	7,596,082	7,157,402
	Marketing, communications and events	4,271,935	4,051,637
	Standards, examinations and enforcement	2,616,025	2,406,714
	Education program development and delivery	1,551,547	1,439,532
	Policy and regulatory affairs	407,407	452,797
		16,442,996	15,508,082
	Excess of expenses over revenues before the following	(1,487,212)	(752,772)
	Amortization of capital assets	(159,307)	(140,325)
	Investment income (loss)	1,115,164	(63,054)
	Excess of expenses over revenue for the year	(531,355)	(956,151)

Summary Financial Statements

Summary Statement of Cash Flows	Year ended March 31	2024	2023
		\$	\$
	Cash used in operating activities	(743,035)	(727,035)
	Cash provided by (used in) investing activities	2,661,848	(341,563)
	Net change in cash	1,918,813	(1,068,598)
	Cash, beginning of year	10,487,097	11,555,695
	Cash, end of year	12,405,910	10,487,097

Note to Summary Financial Statements

These summary financial statements are derived from the audited financial statements of FP Canada for the year ended March 31, 2024, which were prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Management prepared these summary financial statements using the following criteria:

- the summary financial statements include a statement for each statement included in the audited financial statements, except for the statement of changes in net assets;
- information in the summary financial statements agrees with the related information in the audited financial statements; and
- major subtotals, totals and comparative information from the audited financial statements are included.

The audited financial statements of FP Canada are available to members upon request from FP Canada.



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August 2024