



BFAA Investment Advisor Exam Statistics 2017-2020

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Investment Advisor exam statistics

The BFAA Investment Advisor (IA) exam meets the requirements of the Law on Markets in Financial Instruments (Article 17) and by-laws and ESMA guidelines, and those who pass it will be recognised as having the required financial broker certification. Passing the exam is one of the initial requirements for conducting financial broker operations in Lithuania: giving investment advice and providing investment recommendations as well as managing clients' portfolios of financial instruments.

BFAA investment advisor certificates and exam statistics

Year	Number of exams organised*		Number of persons, who took the exam	Exam pass rate, %	No of Issued Certificates
	Total	Of which organised by BFAA for non-BFAA affiliates			
2021	34	9	116	70	81
2020	17	3	94	64	60
2019	24	6	103	63	65
2018	65	2	438	56	247
2017	1	0	4	100	4

** Note: A test held at different times on the same day is treated as a single exam. For example, in 2020 and 2021, due to quarantine in Lithuania, additional requirements were set for gatherings, which led to the split of the BFAA exam: participants took the test at different times on the same day.*



Quality Assurance of BFAA Exams

The purpose of the BFAA is to develop reliable tests and ensure correct and accurate results.

- The structure and the content of the exam are defined by the BFAA Syllabus. The Syllabus was developed by the BFAA Review Board and a group of investment, insurance and legal professionals.
- The test questions were prepared by investment and legal professionals.
- Investment advisor exams take place at designated sites and are proctored.
- Candidates, who take the exam, leave a feedback in which they can also express their doubts about the test questions.
- The Lithuanian legislation is reviewed several times a year, and the test questions are updated if necessary.

Persons, who have a certificate issued by other institutions, and whose qualification is recognised as suitable for performing financial broker's operations in Lithuania

The BFAA may recognise certificates issued by other institutions, such as CFA Levels 1, 2, 3.

Year	Recognition of qualifications, number of cases
2021	3
2020	2
2019	6
2018	2

Lists published on the BFAA.LT website

The following lists of persons, who meet one of the initial requirements for conducting financial brokerage operations in Lithuania, are published on the BFAA website tab FBC (Financial broker certification):

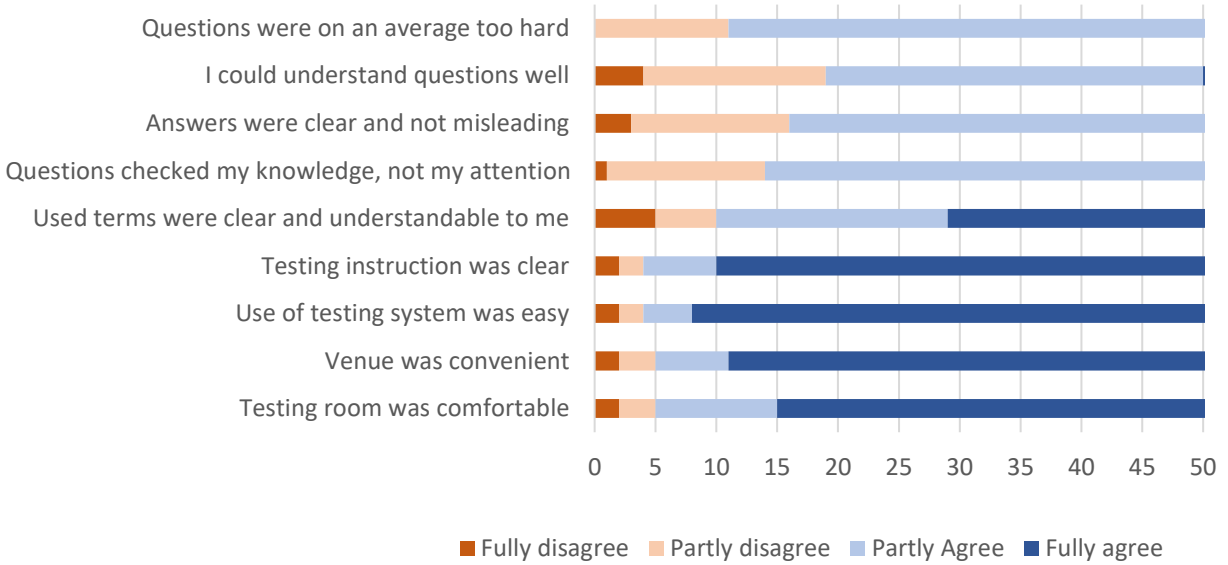
- Persons, who have passed the BFAA Investment Adviser exam.
- Persons holding a certificate issued by other institutions, whose qualification is recognised as appropriate for performing financial brokerage operations in Lithuania.
- Persons who had Financial broker licences, which were issued by Bank of Lithuania or Lithuanian Securities Commission until 14 June 2018.



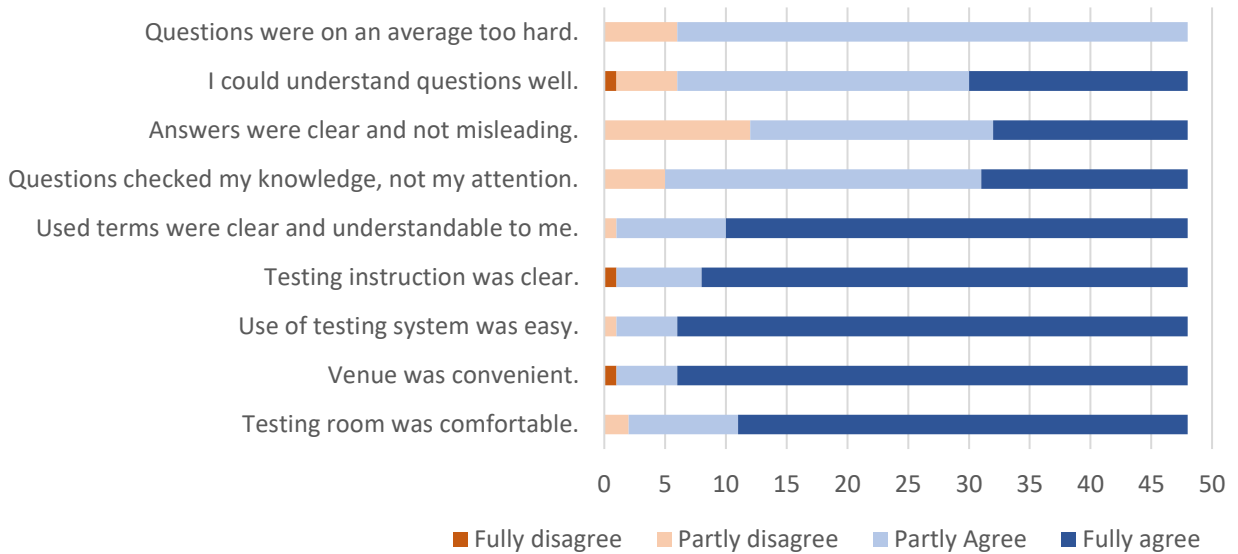
Testees' feedback

The testees have the opportunity and are encouraged to leave feedback on the complexity of the test, the clarity of the questions, whether the testing system is appropriate to use and the test site was comfortable.

Testees' Feedback in 2021

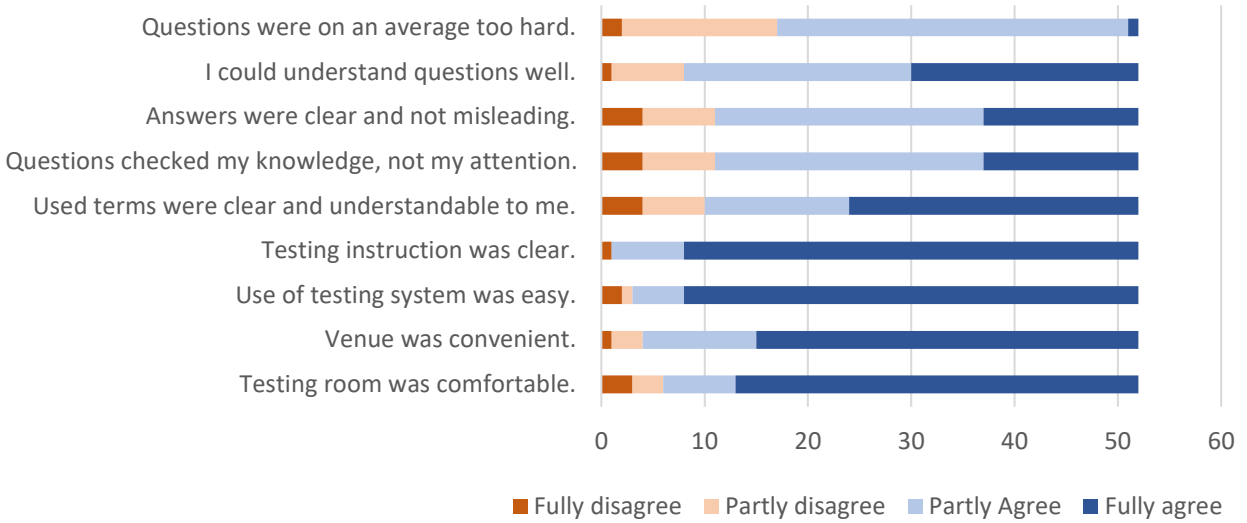


Testees' Feedback in 2020

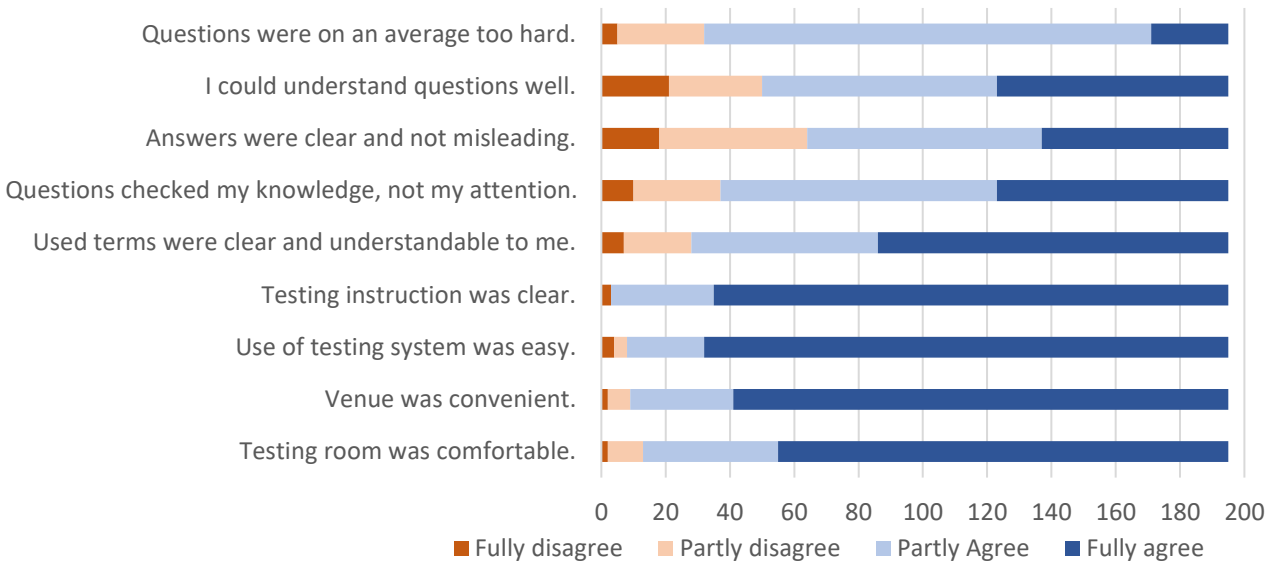




Testees' Feedback in 2019

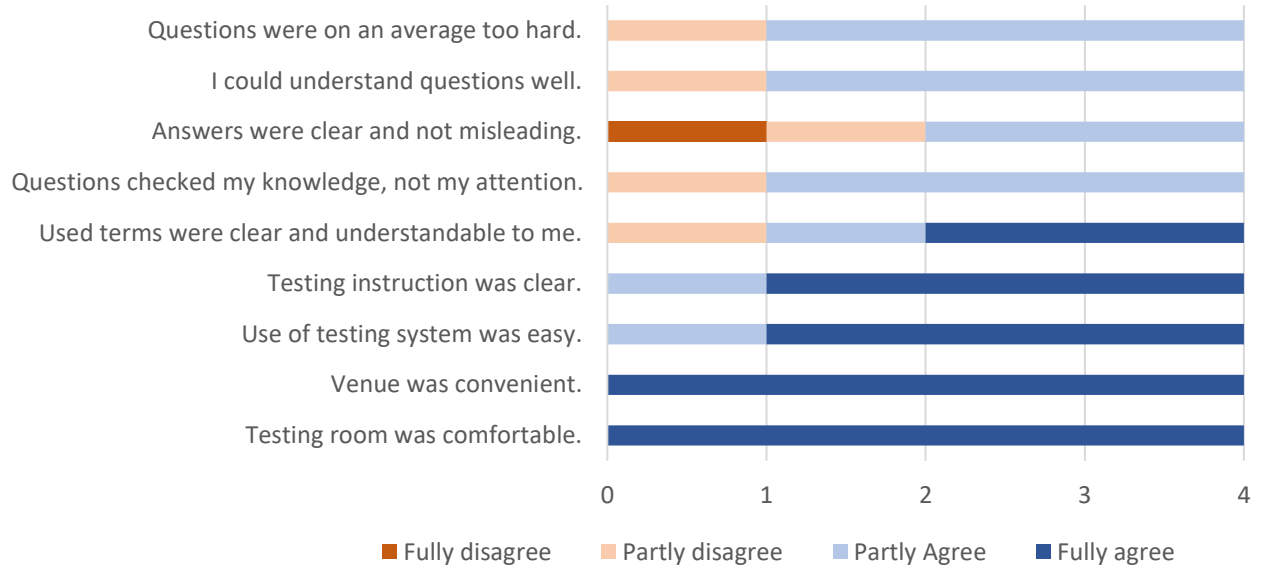


Testees' Feedback in 2018





Testees' Feedback in 2017





Appealing BFAA Investment Adviser exam results

The procedure for appealing of exam results is provided for in the *Financial Broker Certification Procedure* approved by the resolution of the Board of the Bank of Lithuania and in the *Examination Policy for License Candidates* approved by Management board of BFAA. A candidate, who does not agree with the assessment of his / her knowledge, has the right to lodge a complaint within 15 working days from the date of the exam. The decision is approved by the BFAA Board. The following decisions on an appeal may be taken:

- Keep the result unchanged;
- Increase the result;
- Decrease the result.

Appeals against exam results in 2021

There were no appeals.

Appeals against exam results in 2020

There was one appeal. The BFAA Board decided not to change the result, i.e. the initial result remained valid.

Appeals against exam results in 2019

There was one appeal. The BFAA Board decided not to change the result, i.e. the initial result remained valid.

Appeals against exam results in 2018

There were no appeals.

Appeals against exam results in 2017

There were no appeals.



The BFAA licensing program

Appropriately qualified certified financial brokers are also subject to the requirements of impeccable reputation and continuous professional development. A certified financial broker must annually devote 15 hours to raising their qualifications (see Article 17 (2) and (10) of the Law on Markets in Financial Instruments). The employer (i.e. the bank, the financial brokerage firm, etc.) is responsible for ensuring these and other organisational requirements.

The BFAA license covers both the initial award of an appropriate qualification and continuous professional development. **Only BFAA affiliates (banks and insurance companies) participate in the BFAA licensing program.**

BFAA investment advisors licence is issued for those employees who have BFAA investment advisor certificate or former financial broker licence. 555 investment advisor licences were issued from 2017 till 2021.

BFAA licences are re-activated annually when requirement on continuous professional development is fulfilled. **407 employees** of BFAA affiliates have the **active BFAA investment advisor licence** on December 31, 2021.

The search for BFAA license holders is in BFAA.LT website tab “Licencing”.