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Henry Rees  
Senior Project Manager  
International Accounting Standards Board  
30 Cannon Street  
London EC4M 6XH

15<sup>th</sup> July 2009

## Revenue Recognition

Dear Mr Rees,

I am contacting you with reference to the recent close of the public comment period on the DP on revenue recognition.

We have not given priority to responding to this DP because revenue recognition is regarded as a less important issue than Fair Value measurement, more general reform of IAS 39, financial statement presentation and consolidation/derecognition. To the extent that revenue recognition needs reform, the switch from 'percentage of completion' to 'transfer to customer' - the control model - is an improvement; as is the proposal to unbundle hybrid products. The genuine concerns of contractors seem soluble by changing the pattern of payments agreed in the contract (Philippe Danjou explained this well at the previous ARG meeting), which suggests the IASB has an educational job to do on this one. An appropriate lead-in time could also help companies to accommodate system changes.

As you may know, the CFA Society of the UK (CFA UK) represents the interests of more than 8,000 leading members of the UK investment profession. The society, which was founded in 1955, is one of the largest member societies of CFA Institute and is committed to leading the development of the investment profession through the promotion of the highest ethical standards and through the provision of continuing education, advocacy, information and career support on behalf of its members.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Will Goodhart'.

Will Goodhart  
Chief Executive  
CFA Society of the UK