

# China Wealth Management Forum 2017

8.40am Registration

9.00am Welcome Address

Michael Stanhope  
Founder & Chief Executive Officer  
Hubbis

9.05am Panel Discussion

Wealth management in China – moving to the next level

- What's the opportunity that growing wealth in China represents to you?
- How are the different business models evolving in the onshore wealth management market?
- What are the services that a Chinese private bank offers?
- Only around 30 percent of potential private banking clients are serviced by a bank – so how will we find them and engage them?
- Why would a client use a local private bank?
- Why would a client use a foreign bank?
- Are there any real family offices in China? What do they do? What are their needs?
- To what extent is the market becoming more professional?
- It looks good for big foreign banks to talk about their commitment to China - but what can they actually do?
- What does digital mean in Chinese wealth management?
- How can we find the right talent? And grow it?
- What's the role that Hong Kong and Singapore will play in future access to China's wealth?

Chair

Michael Stanhope  
Chief Executive Officer & Founder  
Hubbis

Panel members

Ray Chou  
Partner, Wealth Management & Asset Management Practice Lead  
Oliver Wyman

James Wu  
President / Partner  
Triumph Capital

Xin Liu  
Principal  
Bain & Company

Elina Chow  
Senior Counsel & Director of Family Office  
Beijing Docvit Law Firm

Ying Song  
Founder, Chairman and CEO

Youmywealth

Tiffany Fan  
Founder & CEO  
Huiyu Global Family Office Think Tank ( FOTT)

Speaker

9.55am

Presentation  
The overview of residence and citizenship planning

Jennifer Lai  
Managing Partner, Head of North Asia  
Henley & Partners

- Why do families relocate?
- What should HNW families consider when carrying out residence and citizenship planning?
- Current developments in residence and citizenship programmes

10.10am

Presentation  
ESG: an alternative source of alpha

Sharon Yang  
Greater China Coverage  
RBC Global Asset Management

- How to achieve sustainable returns over long term via disciplined fundamental research?
- ESG integration of fundamental research as alternative source of alpha
- Rigorous risk management to harness alpha while balancing beta exposure

10.25am

Presentation  
Globalisation of Chinese wealth and its challenges

An Kelles  
Director GCC  
Jersey Finance

- Restrictions on capital outflows
- Understanding of transparency & confidentiality
- The gap between desire to plan and actual planning

10.40am

Refreshment & Networking

11.10am

Presentation  
Whats the best European Jurisdiction for your clients?

Richard Tribe

Head of Business Development, Europe and Head of Family Office, Europe  
Equiom Group

## Comparison of European Jurisdictions - Jersey, Guernsey, Isle of Man and Malta

11.25am

### Presentation

A new look at Universal Life - Guaranteed returns and Liquidity in a volatile world

David Varley

Chief Partnership Officer - Brokerage, International HuBS  
Sun Life

- Using Insurance as an Asset to reduce risk to your portfolio
- Take advantage of the Wealth Structuring benefits of HNW Insurance
- Learn about how High and Low Life cover Universal Life solutions to give you guaranteed returns and liquidity

11.40am

### Presentation

We built a successful family office

James Wu

Founding Partner  
Triumph Capital

- What have we done to get where we are?
- What's our investment philosophy and process?
- With whom do we collaborate?
- What are our priorities in the next few years?

11.55am

### Presentation

As Chinese wealth moves offshore

Gerard Gardner

Global Head Wealth Solutions  
EFG Wealth Solutions

- The evolving onshore PB landscape in China: 2017 vs 2007
- The globalising of Chinese wealth and trends to watch
- The challenges and solutions for family succession
- Advice for Chinese onshore wealth managers on how to enter and win the offshore PB game
- Commentary on recent PB M&As in the offshore space and lessons for Chinese acquirers

12.10pm

### Panel Discussion

How can we help wealthy Chinese Families?

- What are the trends we are seeing in wealth solutions globally?
- What are the challenges that wealthy Chinese families face?
- Do they really know what they want?

- How is the concept of wealth solutions developing in China?
- Who is competent and licenced to help them?
- Are clients starting to understand concepts like asset protection?
- What the role of insurance?
- How will clients diversify their assets?
- How will clients approach their legacy planning?
- How can you participate in the increasing offshoring of Chinese wealth?
- How can local and offshore firms collaborate?
- Are confidentiality and asset protection the main reasons clients use a trust?
- Do Chinese clients only consider an offshore trust if they want to hide their assets from creditors or a spouse?
- When should a wealthy family consider an offshore structure?
- What Jurisdiction is best?

Chair

Michael Stanhope  
Chief Executive Officer & Founder  
Hubbis

Panel members

Richard Nunn  
Business Development Director  
Jersey Finance

Gerard Gardner  
Global Head  
EFG Wealth Solutions

Jennifer Lai  
Managing Partner, Head of North Asia  
Henley & Partners

Richard Tribe  
Head of Business Development – Europe & Head of Family Office - Europe  
Equiom

Kristy Calvert  
Partner  
Harneys

Lefan Gong  
Partner  
Zhong Lun Law Firm

Michael Ma  
Partner  
Dentons

Speaker

1.10pm

Lunch & Networking

2.00pm

Panel Discussion

Developing an investment process and philosophy

- What are the biggest opportunities and challenges for the asset management industry in China?
- How will clients increasingly diversify their portfolios?
- What products are Chinese investors looking for to create this diversification?

- Are clients interested in foreign funds?
- What's the role of private equity?
- Is there an appetite for hedge funds?
- There is still a product-pushing mentality in China, and a lot of local investors are still very self-directed in terms of where, what and how to invest – how can we change that?
- What can we do to better educate customers and improve the levels of service and overall client experience?
- How do Chinese clients think about risk? Do they manage it appropriately?

Chair

Michael Stanhope  
Chief Executive Officer & Founder  
Hubbis

Panel members

Sharon Yang  
Executive Director, Head of Greater China Coverage  
RBC Global Asset Management

Jeff Li  
Founder, CEO and Chairman  
Sycamore Investment Management

Sabrina Lam  
Associate Director, Wholesale Business  
HSBC Global Asset Management

Tuck Meng Yee  
Partner  
JRT Partners

James Wu  
President / Partner  
Triumph Capital

Speaker

2.45pm

Presentation  
The changing Wealth Management market landscape in China

Ray Chou  
Principal  
Bain & Company

- Evolving wealth management market structure and drivers to the managed money in China
- Digital disruption in the emerging wealth management ecosystem
- Key winning factors of next-generation wealth management companies

3.00pm

Presentation  
The Professional Ecology of Financial Planners in China

William Xia  
Founder & Chief Executive Officer  
AOW Financial Planning  
Presentation

3.15pm

## Overview and trends in China's private wealth market for 2017

Xin Liu  
Principal  
Bain & Company

According to a joint report from China Merchants Bank and Bain & Company, total personal wealth in China reached RMB 165 trillion in 2016, an increase of almost 50 per cent over two years ago as the world's most populous nation continues to churn out new cohorts of young, sophisticated and tech-savvy high-net-worth individuals (HNWIs). A notable finding is the significant change in priorities among China's HNWIs over the past decade whereby there is a perceptible shift away from wealth accumulation to an emphasis on wealth preservation and inheritance. What are the opportunities arising from China's growing HNWI population and wealth? What sectors are likely to benefit the most from the strong momentum of wealth creation in China?

- Overview and trends in China's private wealth market for 2017
- Chinese HNWIs investment mentality, behaviour and segmentation
- Review, outlook and implications of China's private wealth market

3.30pm

Presentation  
How Can Overseas Trusts Protect Wealth for HNWIs and Entrepreneurs?

Ernest Zheng  
Managing Director, China  
Vistra Private Wealth

- Setting up a family trust for your overseas assets before investment or immigration can protect your wealth with intergenerational inheritance.
- Settling pre-IPO shares into a trust is not only a solution of family wealth protection but also that of employee benefit scheme for entrepreneurs.
- Have overseas trusts been useless under CRS?

3.45pm

Forum Ends