

HNW INSURANCE SUMMIT - DUBAI 2024

8.30am Registration

8.55am Welcome Address

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

9.00am Panel Discussion

UAE - An Evolving and Robust option for UHNW families to grow and protect their wealth

- Where does the UAE stand on the world stage as a private wealth management and structuring centre?
- Comparing the UAE with other wealth management hubs, exploring unique opportunities, and anticipating future trends in the region.
- Is wealth planning & structuring expanding robustly and where is the demand coming from?
- Advantages and challenges of establishing a family office in the UAE, and onshoring assets in the UAE. What are the legal considerations, operational setup, and the broader impact? Do we assume they also have asset custody and structures in places like Switzerland, Singapore, and Hong Kong?
- How do HNW / UHNW clients in the Middle East plan their family business succession? What are the trends? How might this be different to other regions?
- Analysing the diversity of UHNW families moving to Dubai, including their varying needs and expectations based on their cultural and geographical backgrounds.
- What are the tools and strategies available and how are these evolving?
- What is the role of HNW Life Insurance in wealth preservation, estate planning, and as a strategic tool for legacy building?
- The anticipated development of HNW Life Insurance in the UAE, including product innovation, market growth, and the evolving needs of clients.
- Is the Single-Family Office market on track to develop further and is the UAE attracting only local or also international UHNW families?
- How has the introduction of corporate tax impacted structures and what are the trends we are seeing?

Chair

Jeremy Young
Chief Commercial Officer
Transamerica Life (Bermuda)

Speaker

Karishma Rupani
Partner
1291 Group

Nirav Dinesh Kumar Shah
Founder and Managing Director
FAME Advisory DMCC

Sunita Singh-Dalal
Partner, Private Wealth & Family Offices
Hourani & Partners

Ismael Hajjar
Partner, Entrepreneurial Private, Business, Family Office Services - Middle East
PwC

9.40am

Presentation
Introduction to Knighthood Annuity

Robert Chan
Vice President, Business Development
Knighthood Annuity & Life Assurance Company

John Harrell
Executive Vice President, Head of Sales
Knighthood Annuity & Life Assurance Company

- Why Annuities?
- Benefits of a Cayman Islands based Annuity with US Asset Manager
- Predictable Fixed Income.

10.00am

Presentation
What are the HNW Life Insurance Options?

Marc-Andre Sola
Founder & Chairman
1291 Group

- How do you choose? - Whole Life, Term Life, UL, VUL, IUL and PPLI.
- More product choice is confusing – how can we present the right opportunities to clients today?
- How important is the relationship between HNW Insurance and Tax planning?
- What Trends are you seeing within Life Insurance?
- What differences are you seeing between the needs of European clients' and Clients in the Middle East?

10.20am

Panel Discussion

The Evolution of Life Insurance Solutions as a Wealth Management Solution for UAE based clients

- How has the landscape of life insurance solutions changed over time to cater to the unique needs and preferences of UAE-based wealth management clients?
- What specific features or benefits of life insurance solutions have become increasingly attractive to UAE-based wealth management clients in recent years?
- Can you discuss any notable shifts in the types of life insurance products preferred by UAE-based wealth management clients, and what factors are driving these changes?
- How have advancements in technology and digitalization influenced the accessibility and customization of life insurance solutions for UAE-based wealth management clients?
- How do cultural norms and family dynamics in the UAE influence the design and implementation of life insurance solutions within wealth management plans?
- In what ways are wealth managers in the UAE adapting their advisory services to incorporate life insurance solutions as an integral component of holistic wealth management strategies?
- Looking ahead, what potential disruptions or innovations do you anticipate in the realm of life insurance solutions for UAE-based wealth management clients, and how should

wealth managers prepare to navigate these changes effectively?

Chair

Marc-Andre Sola
Founder & Chairman
1291 Group

Speaker

Hasheer Kottal
Senior Vice President & Business Manager, Insurance
Mashreq Bank, Dubai

Tim Denton
Executive Vice President, Head of Wealth Structuring
Habib Bank AG Zurich

Jeremy Young
Chief Commercial Officer
Transamerica Life (Bermuda)

11.00am

Refreshment & Networking

11.30am

Presentation
Succession Planning Survey 2024 – key takeaways

Jeremy Young
Chief Commercial Officer
Transamerica Life (Bermuda)

- How do Asia's HNW / UHNW clients plan their family business succession?
- What are the family governance issues that typically emerge?
- How can life insurance products help with the business succession and family governance plans of HNWI's / UHNWI's?
- What are the desired product features and preferred services among various client segments, including the next-generation?
- Apart from the traditional distribution network, what are the alternative options that end-clients engage with and, in particular, what is the role of family offices?

11.50am

Presentation
How can a Wealth Protection Plan help navigate the Challenges?

Priyanka Roy Jivani
Partner
1291 Group

Our Challenges as a professional

- AML risks & Reputational risks
- Liability for tax (U.S. situs assets)
- Country specific reporting
- Performance
- Fee pressure vs revenue target
- Cross border regulations
- Generational change
- Onboarding a client can take 6 to 12 months!

- Fee transparency and cost pressure
- More AUM

Existing relationships

- AML risks & Reputational risks
- Client Protection laws (MiFID etc.)
- Liability for tax (U.S. situs assets)
- Country specific reporting
- Performance
- More revenues per client

Permanent challenge

- Cross border regulations
- Competition
- Generational changes

12.10pm

Panel Discussion

What are the Optimal Methods of “Selling” the Benefits of Life Insurance to High-Net-Worth Clients?

- How can advisors tailor their approach when selling life insurance to high-net-worth clients compared to other demographics?
- What is the optimal method for wealth managers to work with insurance specialists?
- What are the key factors that high net worth individuals consider when evaluating life insurance options, and how can advisors address these concerns effectively?
- Can you discuss the importance of building trust and rapport with high-net-worth clients in the life insurance sales process, and what strategies can advisors employ to establish credibility?
- In what ways can life insurance be positioned as part of a comprehensive wealth management strategy for high-net-worth clients, rather than as a standalone product?
- How do advisors navigate the complexities of high-net-worth clients' financial situations, such as intricate estate planning needs or international assets, when proposing life insurance solutions?
- Can you provide examples of successful case studies or testimonials where life insurance has played a pivotal role in addressing the unique needs of high-net-worth clients?
- What role does education and transparency play in selling life insurance to high-net-worth clients, particularly in terms of explaining policy features, fees, and potential returns?
- Looking ahead, what emerging trends or innovations do you anticipate in the sales and distribution of life insurance to high-net-worth individuals, and how can advisors adapt their strategies accordingly?

Chair

Priyanka Roy Jivani
Partner
1291 Group

Speaker

Jamie Lee
Head of Partnership (Bermuda), Sales & Distribution
Transamerica Life (Bermuda)

John Harrell
Executive Vice President, Head of Sales
Knighthood Annuity & Life Assurance Company

1.00pm Lunch & Networking

2.00pm Forum Ends