HUBBIS WEALTH SOLUTIONS FORUM - Hong Kong 2023

8.30am	Registration
8.55am	Welcome Address Michael Stanhope Founder & Chief Executive Officer Hubbis

9.00am Panel Discussion

What does Hong Kong need to get right to appeal to Family Offices?

- Why Establish a Single-Family Office and what are the Key Appeals of Hong Kong as a Family Office Jurisdiction?
- What types of private clients can really benefit from establishing a single-family office (SFO) and why, and how much wealth do they need to make it worthwhile and viable today?
- What are Hong Kong's Key Selling Points as a jurisdiction to establish a Single-Family Office, and can it compete with Singapore and the UAE?
- Is the government doing enough to support this? What does Hong Kong need to do to right to attract family offices? Aside from tax exemptions – does it need to give PR, structures, foundations, education, outreach programs? What's the plan?
- Do we have the right training environment? Are we doing enough to anticipate the needs of the wealthy families moving here? Do we have enough competent professionals to meet the demand adequately?
- Are banks in Hong Kong providing effective custody and execution platforms for family offices – what are the weaknesses and where can improvements be made or found?
- How much of a challenge is it to execute the aggregation and consolidation of financial data?
- What solutions are available to Single and Mult-Family Offices to enhance their technology platform?
- How can a Single-Family office address the CIO function effectively, dependent on size?
- Are Hong Kong family offices sufficiently holistic in their approach – how can they optimise and deliver a completely holistic offering to the family?
- How should these family offices be staffed efficiently, comprehensively yet cost-effectively?
- How do the private clients identify the right wealth advisory firms and the right legal, accounting, personnel and fiduciary experts to work with?
- If you are a Hong Kong Family – do you set up a SFO in Hong Kong or Singapore? Or both?
- How does a single-family office or ultra-high net worth client choose the right multi-family office? Or when should they do it themselves?

Chair

Bryan Henning
SVP, Head of International
Eton Solutions

Speaker

Luciano Tattoni
Managing Partner

CIGP

Jessica Cutrera
President
Leo Wealth

Vincent Au
Managing Director
ALPS Advisory

Chi Man Kwan
Group Chief Executive Officer and Co-founder
Raffles Family Office

Woon Hum Tan
Partner, Head of Trust, Asset & Wealth Management Practice
Shook Lin & Bok

9.45am	Presentation Use cases for PPLI in Asia Kshitij Kulkarni Partner 1291 Group • Privacy, asset protection and tax optimisation with PPLI • Next generation planning for US beneficiaries • PPLI for Pre-Immigration planning to Australia
10.00am	Presentation Millionaire Migration – Release of the Henley Wealth Migration Index 2023 Denise Ng Director, Head of North Asia Henley & Partners • Where did millionaires move to in 2022 and where are they projected to go in 2023 • Why have the millionaire migration ranking changed so much post covid • Domicile diversification – a new asset class for the wealthy
10.15am	Presentation Wealth & Succession Planning in an Increasingly Uncertain World Lee Sleight Head of Business Development, Asia Lombard International Assurance • Mobility • Life Events • Legacy
10.30am	Panel Discussion

HNW Life Insurance and its use in the legacy and wealth structuring toolkit

- 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?
- What trends and developments are we seeing in the market?
- Key mistakes that clients make in choosing life insurance?
- How does the new CFC rules in Taiwan effect the opportunity for HNW Life Insurance?
- What preferences and demands are we seeing from mainland Chinese clients?
- Does the average private banker or EAM RM/advisor understand enough about the life products and solutions, or what needs to happen to boost their knowledge, engagement and involvement?

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Yannick Haeni
Chief Executive Officer, 1291 Group Asia
1291 Group

Lee Sleight
Head of Business Development, Asia
Lombard International Assurance

Jeremy Young
Chief Commercial Officer
Transamerica Life (Bermuda)

10.45am | Presentation
Transforming a Family Office to Reimagine the Value it Delivers

Bryan Henning
SVP, Head of International
Eton Solutions

- Setting up a family office to deliver scalable advantage for tomorrow
- Using technology to create operational leverage and efficiencies
- Digitalising governance functions within the Family Office and across family members and key advisors

11.00am | Refreshment & Networking

11.30am | Panel Discussion

Trends and developments - wealth structuring and planning

- Key trends taking place in estate and wealth structuring globally - how are those relevant to the Asian wealth management markets?
- Hong Kong's proposition as a regional Asia/North Asia and global wealth management hub. What is Hong Kong's Government doing to further enhance its competitiveness?
- How do Mainland China client's wealth structuring needs differentiate from Hong Kong Resident clients?
- What impacts are the new or forthcoming Beneficial Ownership rules and rules affecting

the Place of Effective Management of BVI companies having on wealth structuring?
- What do optimal estate and succession planning structures look like today for UHNW North Asia clients and what are the key elements to include in these solutions?
- How are North Asia clients differentiating between Hong Kong Trust Law and Foreign Trust Law, and how are they addressing the use of Hong Kong or offshore based Trustees.
- Are North Asia clients spending sufficient time on addressing Family Governance and the transfer of wealth and responsibility to the next generation?
- How is Hong Kong competing with Singapore as a preferred jurisdiction for Family Offices and what is affecting families' choice?
- How are North Asia clients utilising HNW/UHNW life insurance in robust planning and structuring and what are the favoured solutions in the current prevailing global market conditions?
- Is philanthropy important to North Asia clients and how are they addressing this?

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

On Wai Lau
Head of Wealth Planning North Asia
Pictet

Richard Grasby
Partner, Private Client & Trusts
Appleby

Paul Knox
Managing Director
J.P. Morgan Private Bank

Kevin Lee
Partner
Stephenson Harwood

12.15pm Panel Discussion

The Science and Art of Helping UHNW Families Transfer Businesses, Estates and Wealth to the Next and Younger Generations

- How well do you need to know your clients and their families and how can you build your trusted advisor relationship?
- What are the key issues UHNW clients face when contemplating business, wealth and estate transition to the next and younger generations?
- What issues do the next and younger generations face in inheriting control of businesses, wealth and property around the globe and how can the wealth management community help them overcome these hurdles?
- What are the key ingredients of successful business and estate succession and legacy planning?
- The importance of family governance, transparency and communication between the founder and the future generations so as to avoid misunderstandings and disputes.
- What are the 'new world' issues that families and advisors need to address, such as rising levels of divorce and mitigating the potential for disputes, international diversity of locations and relationships and so forth, even issues around LGBTQ matters, and how do wealth advisors and specialist professionals approach these matters?
- How can you address mental capacity issues, especially with aging populations and settlors who find it difficult to surrender control or who have left things too late?
- How can you approach all these technicalities and the more sensitive emotional type

issues with empathy and understanding, engaging the various generations and professional advisors in a way that will achieve the best outcomes?
- How can you help clients deliver on their philanthropic ideas and objectives?

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Mary Chiu
Co-Founder
Blackhorn Wealth Management

Kenny Ho
Managing Partner & Founder
Carret Private Capital

Patricia Woo
Partner
Squire Patton Boggs

Yanyi Choy
Director Wealth Management
Hywin International

1.00pm	Lunch & Networking
2.00pm	Forum Ends