

# Middle East Wealth Management Forum 2020

8.30am Registration

8.55am Welcome Address

Michael Stanhope  
Founder & Chief Executive Officer  
Hubbis

9.00am Panel Discussion

How is Wealth Management in UAE developing? Opportunities and Challenges?

- What's your best and worst possible scenario for this industry in the next three years?
- What's your USP?
- Which clients are the focus? What segments are the focus?
- Long-term success in the UAE is based on what?
- What's the evolution of AI, data and digital in banking?
- How is the legal and regulatory landscape developing?
- It's been a tough few years – when will the market bounce back?
- What are the developing regional opportunities you can service from Dubai?
- Does the quality of talent fall short in comparison to Singapore, London and New York?
- How are you dealing with the hunt for talent?
- How can you transition clients to the next generation of bankers?

Chair

Malik S. Sarwar  
CEO  
K2 Leaders

Speaker

Muneer Khan  
Partner, Financial Markets  
Simmons & Simmons

Ashok Sardana  
Founder and Managing Director  
Continental Financial Services

Ayesha Abbas  
GM – Affluent, Head of Priority & Premium Banking, and Branch Network, UAE  
Standard Chartered Bank

Paul A Cox  
Regional Head of Wealth Development, MENA and Turkey  
HSBC Bank

Saif Al Keem  
Head of Priority Banking, Wealth Management, and Liabilities  
Abu Dhabi Islamic Bank

9.50am Presentation  
End of Service Benefit within ADGM/Abu Dhabi

Martyn Crespel  
Director  
PraxisIFM

- Why are we doing it
- How are we doing it
- The benefit to the employee

10.00am

Presentation  
RM Office - 2020 Advantage

Anand Rai  
Presales Lead  
Intellect Design Arena

- Possibility to Increase RMs productivity by 20%
- Possibility to reduce operational cost by 20%
- Let your system take care of compliance - 3D Compliance
- Leveraging Digital - Enhanced Outreach and contextualised experience
- Actionable insights to direct the destiny of the business

10.15am

Panel Discussion

How is the Multi Family Office (MFO) proposition developing?

- Why start a MFO in the GCC?
- The vast majority of AUM remains with private banks and bankers – with investment decisions still driven by the client on an advisory basis. Will this change? What's the value that a MFO brings? How do you compete?
- How will Private Banks and Independent Firms collaborate or compete in the future?
- What are some of the common challenges for the IAMs/MFOs today? IT, HR, Ops, Compliance?
- How are you improving your platform from an investment and operational perspective?
- What is your target segment of clients?
- How are you evolving your client service?
- Where will new clients come from? UAE, Bahrain, Abu Dhabi, Europe, Eastern Africa?
- Are the majority of MFOs firms truly independent? How should clients decide which firm is best to use?
- Where is the most robust and organised financial centre for UHNW wealth?

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Speaker

Madhavan Sivashankar  
Founder & CEO  
Gulf International Finance

Prashant Tandon  
Chief Executive Officer  
Lighthouse Canton

Fadi Barakat

11.00am

Refreshment & Networking

11.30am

Presentation

Food for thought: CRS / AEOI – Practical experiences

Ivan Pelle  
Founder & CEO  
RGN

- CRS Common Reporting Standard – Developments - Participating vs Permanent Non-Reciprocal Jurisdiction
- AEOI Automatic Exchange of Information - Transparency & Tax Planning – Territorial vs WWI taxation
- AEOI and CRS practical experiences

11.45am

Presentation

From Success to Significance - How to excel professionally

Malik S. Sarwar  
CEO  
K2 Leaders

- Learn the three things to excel, integrity, competence, compassion
- Discover three things you can do to enhance your skills
- One golden nugget you can apply for success

12.15pm

Panel Discussion

Evolution of the advisory landscape

- What developments are we seeing in Islamic Wealth and Asset Management?
- Delivering investment products and advice to clients – time to re-think everything?
- Quality of advice – what's different in the GCC vs Europe and Asia?
- How are clients looking to diversity into –
  - Managed Investments
  - Non-correlated assets
  - Private Assets
  - Debt and Equity
  - Income generating assets
- What innovative investment solutions are UHNW clients looking for?
- What new structured product solutions are clients eager to engage?
- Is it likely that clients will be more interested in discretionary?
- How will we move to a fee for service and deliver advice?
- How do we justify that fee?
- What are the services we are charging and what do clients get?

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Tomasz Bortnik  
Head of Wealth Management Product – UAE & Bahrain  
Citi

Asad Khairi  
Regional Head Investment & Insurance, Middle East, North Africa & Turkey  
HSBC Bank

Malik S. Sarwar  
CEO  
K2 Leaders

1.10pm

Lunch & Networking

2.00pm

Panel Discussion

The Opportunities for Family Offices, Multi-Family Offices and their Service Providers in the UAE

- How is the UAE competing in the Family Office and Multi-Family Office segment?
- How does the UAE compare to Singapore, Switzerland, London and the Channel Islands?
- Family's from which countries are optimal targets for UAE FO/MFO's – what is the current experience and are there new developing trends?
- With economic substance tests and CRS, are mid-shore financial centres such as Singapore and Switzerland at a competitive disadvantage with the UAE?
- For Families utilising the UAE as a FO/MFO location where are the optimal booking centres for liquid assets – are we observing changes to the traditional booking centres (London and Switzerland) in favour of other centres (Singapore or Hong Kong)?
- Are the leading private banks and asset management platforms in these booking centres sufficiently focused on the UAE and delivering appropriate levels of custody, product and transaction related services? What could be improved?
- What are the pro's and cons' over inhouse vs. outsourced wealth structuring services to FO/MFO's in Dubai? Are GCC based families open to outsourced services or do they prefer to keep it all inhouse? What are the opportunities for outsourced providers and what is their competitive edge?
- What trends do you see in GCC families being prepared to pay fees for services?
- How is the UAE positioned competitively to attract FO/MFO family members to establish residency? What are the pros and cons and what are the competitive advantages of UAE over other jurisdictions?

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Speaker

Ewald J. Scherrer  
Managing Director  
Alpadis Group

Laurence Black  
Regional Director, Client Solutions, EMEA  
Asiaciti Trust Group

Ismael Hajjar  
Associate Partner, MENA Private Client Services, Family Enterprise, Family Office Advisory  
EY

Nirav Dinesh Kumar Shah  
Founder and Managing Director  
FAME Advisory DMCC

Vinod Krishnan  
Managing Director  
Arch Corporation

2.50pm

Presentation  
Family and Family Office Governance

Ewald J. Scherrer  
Managing Director  
Alpadis Group

- What is family Governance?
- Why is Family Governance essential to ensuring wealth preservation and the transfer of wealth to future generations for family cohesion and stability, now and in the future?
- How Family Governance helps provide greater clarity on one's succession, ownership, governance and strategy?

3.05pm

Presentation  
Different Strokes for Different Folks...

Laurence Black  
Regional Director, Client Solutions, EMEA  
Asiaciti Trust Group

Selecting the Right Fiduciary and Jurisdiction - Benefits and considerations

- What to look for when choosing a trustee
- Choice of jurisdiction
- Benefits of an independent trustee

3.20pm

Refreshment & Networking

3.40pm

Presentation  
Value-added family office services beyond asset management

Oliver Muggli  
Chief Executive Officer 1291 Private Office  
1291 Group

- A Family Office can add more value to its wealthy families than simply managing their assets and exploring promising investment opportunities.
- Taking a more holistic view, additional services can create a significant benefit for the wealthy families and can help to strengthen the client relationship.
- Succession planning with a modern and sophisticated wealth planning tool and tailor-made financing solutions for illiquid assets such as a private jet, art or a single stock position are good examples for these value-added services.

3.55pm

Presentation

The HNW Insurance Market has Changed – Here's how you win

David Varley

Chief Partnership Officer - Brokerage, International HuBS

Sun Life

- What's happening in the HNW Market?
- How HNW Brokers, Bankers, EAM can adapt to win in the new HNW Insurance Market?
- What are the new Products and Trends in HNW Market?
- Why should Bankers and Financial Advisers be interested in HNW Insurance?

4.10pm

Panel Discussion

Estate and Succession Planning Solutions for GCC based clients – what are the key considerations?

- Which jurisdictions do GCC based clients prefer to utilise for their wealth planning / trust structures? Is there any evidence of movement from traditional centres to new locations?
- Is the availability of common-law trust structuring through the DIFC seeing traction?
- For older structures, with the development of economic substance / CRS etc. is there sufficient focus on reviewing and remediating these structures? What are the opportunities here?
- For non-Muslims the DIFC Wills process is relatively expensive, in particular for Mass Affluent and lower segment High Net Worth clients – what is the process and cost implications and what are the options and pitfalls for alternatives to the DIFC Will for onshore assets?
- For some GCC based clients Common-Law Trusts may not be a suitable solution for their wealth transfers needs – what alternative structures are being utilised by which client segments?
- What are the trends in the utilisation of life insurance by GCC based clients? Is there a move from single payment to multi-pay UL? What about indexed UL over traditional UL? What about PPLI and VUL?

Chair

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Speaker

Ahmad Chahidi

Wealth Planning Advisory International

Julius Baer

Karim Ghandour

Founder and CEO

Legacy Line Family Office

Oliver Muggli

Chief Executive Officer 1291 Private Office

1291 Group

David Varley

Chief Partnership Officer - Brokerage, International HuBS

Sun Life

Sunita Singh Dalal  
Of Counsel  
Stephenson Harwood

Deepak Malhotra  
Chief Executive Officer  
Mayfair Private

5.00pm

Forum Ends