Thailand Wealth Management Forum 2022

8.30am	Registration
8.55am	Welcome Address Michael Stanhope Founder & Chief Executive Officer Hubbis
9.00am	Panel Discussion - in partnership with Allfunds Trends in Thai and Regional Private Wealth Management • How is private wealth management evolving in Thailand and Asia-Pacific? • What are the trends we are seeing and how are firms differentiating their offering? • What growth potential lies ahead in 2022 and beyond, and where are the key opportunities for the foreseeable future? • What is happening to the private client base, and how are clients' needs and expectations changing? • How are leaders in this industry enhancing their value proposition, products and service offering? Chair Michael Stanhope Founder & Chief Executive Officer Hubbis Speaker Tim Niranvichaiya Managing Director, Thailand StashAway Manoj Prajapati Head of Sales, South Asia Allfunds Jaydee Lin Managing Partner and Co-Founder Raffles Family Office
9.30am	Presentation Customer-centricity in wealth management: lessons learned Grzegorz Prosowicz, Ph. D Head of Consulting and Product Management Comarch Capital Markets • Banking today and tomorrow: what does make banks privileged? • Personalization in practice. • How to create value and drive customer loyalty?
9.45am	Head - to - Head Q & A

Parida Leelaniramol
Sales Director
Comarch

- How are wealth managers in Thailand enhancing their digital capabilities?
- What are some of the trends we are likely to see in the Post-covid world?
- How does Comarch help with the process of digital transformation?

10.15am

Presentation
Citizenship and Residency – Opportunities and Trends for the year ahead

Emile de Marsac
Associate Director Private Clients
Henley & Partners

Thomas Wong
Business Development Manager
Henley & Partners

- Alternative residences or citizenships in times of Political Uncertainty
- Domicile diversification – a new asset class
- Real estate investment rankings for migration

10.30am

Panel Discussion - in partnership with Henley & Partners

Tools and Strategies to secure your clients legacy for the next Generation

- Developments in Wealth Planning and Structuring, and Family Succession
- Challenges facing UHNW families
- NextGen expectations
- The increasing importance of sustainability, climate and ESG
- Transferring wealth successfully to the next generation
- How are founders, patriarchs, matriarchs and their families dealing with the estate and family business succession?
- Setting up of a Family Office
- The role of residency and citizenship options

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Ittapat Akaraveepakin
CEO
Wealth Platforms Group

Philipp Piaz
Partner
Finaport

Nirbhay Handa
Group Head of Business Development
Henley & Partners

11.00am

Refreshment & Networking

11.30am

Presentation
Private Markets – accessing the best opportunities

Kevin Moss
President & Portfolio Manager
Liberty Street Advisors

- How can investors gain access to a portfolio of unique, privately-owned companies?
- Where will the opportunities be in 2022? Pre-IPO disruptors? high growth innovation companies?
- What's the impact of tighter liquidity and rising inflation on Private Markets?

11.45am

Panel Discussion - In partnership with GAM Investments

The evolution of demand in Thailand for private assets

- What's the value of private assets within a diversified portfolio?
- What are the challenges faced by clients in accessing these opportunities?
- How do you value private assets? Especially given the substantial volatility in the public markets
- To what extent Is there a democratisation of access to private market opportunities?
- What are the differences in alignment of interests in private vs public markets? What are the benefits of investing alongside large anchor investors?
- What are the pros and cons of the various types of exits for private companies?
- We are witnessing rotation from high-growth disruptive investments into more 'old economy' plays. What impact will this have on private companies?

Chair

Terence Bong
Managing Director - Head of Singapore
GAM Investments

Speaker

Dr. Jon Wongswan
Managing Director
Kiatnakin Phatra Securities

Paul Gambles
Director
MBMG Group

Thiyachai Chong
Managing Director
Phillip Asset Management

12.15pm

Presentation
Managing liquidity and risk to maximize return in the challenging environment

Marie-Pascale Bonhomme
Deputy Managing Director
Amundi

- What are the challenges faced by Asset Managers and Private Bankers in turbulent times?
- Why liquidity and risk management are important?
- How to manage liquidity and risk, while investors look for higher return?

12.30pm	Panel Discussion - In partnership with Amundi Thailand

Diversifying investment strategies, building bespoke solutions to match client's key challenges

Fund Hosting

- What is fund hosting?
- What are the different roles in fund hosting?
- What are the key benefits for using fund hosting?
- Can you take us through any examples or case studies?

Liquid Alternative Investment

- What is Liquid Alternative Investment? and why this is the right time?
- What are the key benefits?
- Alternative UCITs framework for Private Bank and Retail Bank

Fund Distribution Service

- What are the distribution channel challenges for Asset Managers?
- Why Fund distribution service is key to distribution value chain?
- Customised Services/ Benefits for distributors

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Marie-Pascale Bonhomme
Deputy Managing Director
Amundi

Melissa Treloar
Head of Marketing & Product Developtment, South Asia
Amundi Singapore

1.00pm	Lunch & Networking
2.00pm	Forum Ends