

# Hubbis Asian Wealth Management Forum 2017

8.40am Registration

9.00am Welcome Address

Michael Stanhope  
Founder & Chief Executive Officer  
Hubbis

9.05am Panel discussion

In the transparent and complex world we now live in, what value do clients expect from us?

- What do clients actually want from their wealth manager today?
- Who is best-placed to deliver on client expectations?
- How do we know what adds value?
- What are the sustainable ways to generate profit?
- Do we need to rethink the business model?
- International versus local players - who's making progress, and who isn't?
- Is the extent of regulatory reform now at a tipping point?

Chair

Michael Stanhope  
Chief Executive Officer & Founder  
Hubbis

Panel members

Michael Blake  
Head of Region & Chief Executive Officer Asia, Senior Managing Director  
UBP

Jason Moo  
Head of Private Wealth Management, Southeast Asia & Australia  
Goldman Sachs

David Vignola  
Global Head, Compliance, Private Banking  
Standard Chartered Bank

Chan Kum Kong  
Head of Research and Products  
Singapore Exchange

9.50am Presentation

Flexible solutions to meet evolving client's needs

Ian Kloss  
Head of Region, Southeast Asia & CEO Singapore  
Quilter International

- How can we help you add value despite all the challenges you face?

- What solutions can provide high protection cover while creating extra liquidity upon death without compromising on investment opportunities?
- What else is available to help legacy planning, trust planning, tax planning or holding complicating assets?

10.00am

Presentation

CRS - what does it mean to you and your clients?

Douglas Lee  
Head of Compliance  
Equiom Group

- Where are we at with CRS and AEOI?
- What can you do to prepare yourself?
- What advice should you be giving to your client?

10.10am

Presentation

Investor migration and the rise of the global citizen

Dominic Volek  
Managing Partner, Head Southeast Asia  
Henley & Partners

- Global trends and developments in investor migration
- What's driving investor migration for Asian HNWIs?
- Key considerations for HNWIs in relation to residence and citizenship planning

10.20am

Presentation

Meeting the changing needs of today's clients

Jim Kelso  
Chief Executive Officer, Asia Pacific  
International Planning Group

- Family legacy protection and liquidity planning needs
- Financial leverage
- Certainty through life insurance-based solutions

10.30am

WealthTalk

MiFID 2 – the impact in Asia

- Who is impacted?
- Key challenges
- Use cases

Patrick Donaldson  
Head of Market Development, Wealth Management – Asia Pacific & Japan  
Refinitiv

10.40am

Refreshment & Networking

11.05am

WealthTalk

Are existing business models up to the challenges they face?

A lot has been said about the growth of the wealth pool in this region on the one hand, and the new and upcoming innovations through fintechs and digitisation of banking on the other. Less explicit, however, is the discussion about the impact of these two major drivers on the revenues associated with wealth management and private banking activities.

- How will in such an environment the revenue pool of wealth management and private banking likely evolve?
- Is it realistic to assume that the revenue pool of private banking will more or less grow in line with AUM, at least once the normalisation of interest rates kicks in and the global QE efforts have been reversed?
- Or will digitisation of wealth management and private banking have a similar impact as it had on other industries before? (ie. the revenue pool will be substantially smaller in future)
- If so, how far can existing business models of wealth management and private banking be trimmed for efficiency in order to remain economically viable?
- How long will existing banks be able to defend their current fee levels without losing substantial amounts of assets, transactions and clients to much cheaper online platforms?
- And last but not least, what products and services could potentially offer existing banking players compensation for reduced revenues from transactional and mandate based activities?

Michael Benz  
Senior Advisor  
Synpulse

11.15am

Panel discussion

Industry debate: Boutique Wealth Managers vs Big Private Banks. Who is best?

- Are big private banks the only option given the cost of doing business?
- Or are boutique, focused and independent wealth managers the best option for clients?
- Is more consolidation a good thing?
- Should scale be the priority to succeed?
- What will the landscape look like in 5 years' time?

Chair

Andrew Hendry  
Managing Director, Asia  
Westoun Advisors

Panel members

Torsten Linke  
Head Private Banking South East Asia & Branch Manager Singapore  
Bank Julius Baer

Simon Lints  
Chief Executive Officer - Singapore  
Cazenove Capital

Conrad Lim  
Managing Director and Deputy Chief Executive Officer  
LGT Bank

Rohit Bhuta  
Chief Executive Officer

Crossinvest

Mark Nelligan  
Chief Executive Officer, Singapore  
Pershing Securities

Andreas Wenger  
Associate Partner  
Synpulse

12.00pm

WealthTalk

Lessons learned from the EFG-BSI integration

- How have you approached the integration process?
- What have the challenges been?
- How have you addressed them?
- How have you positioned the combined business for the future?

Albert Chiu  
Chief Executive, Asia Pacific Region  
EFG Bank

12.10pm

Presentation

The digital transformation – from buzzwords to business

Gregory King  
Director of Wealth Management Strategy  
FactSet

- We are living in a digital era – now what? Join this session to gain insight into how you can translate the disruption of the digital revolution into opportunity
- Discover the possibilities to transform your firm's wealth management offer above others with technology
- See how integrating a multi-pronged digital approach to the client experience, can enhance the advisory relationship, allowing you to personalise your services without compromise to the full spectrum of your HNW investors

12.20pm

Presentation

How Asian bonds enhance fixed income portfolios

Teresa Kong  
Portfolio Manager  
Matthews Asia

- Global investors are understandably concerned about their fixed income portfolios as they balance the need for income with the risks of a low-growth, rising US interest rate environment
- Lead Portfolio Manager Teresa Kong, CFA, will explain how an investment in Asian fixed income can help investors to increase portfolio yield, maintain purchasing power, add diversification, and provide protection from rising interest rates
- She will discuss the current environment for fixed income investing in Asia, the fundamentals of the under-researched Asian credit asset class, and how the Matthews Asia Credit Opportunities portfolio is constructed
- Delegates will understand how we generate returns by (1) taking advantage of short-term

noise to invest long term in companies with structural advantages, (2) looking for asymmetric return situations with limited downside and upside optionality, and (3) deep analysis to viability of the business model and incentives of the management team

12.35pm Presentation

12.35pm Lunch

13.20pm Panel discussion

How do we deliver relevant insurance solutions for our clients?

- What are priorities for insurance companies to develop their wealth-related offerings?
- How do we drive the right types of conversations with our clients?
- Can we change the mind-set and educate bankers and clients on the alternative insurance options out there?
- What's the right product and proposition?
- How is the distribution mix changing?
- Can we develop the tools which are right for the needs and demands of the next generation?

Chair

Michael Stanhope  
Chief Executive Officer & Founder  
Hubbis

Panel members

Richard Vargo  
Managing Director, Bancassurance, Consumer Investment & Insurance Products  
DBS Bank

Debbie Lee  
Head of High Net Worth Distribution, Singapore  
HSBC Insurance

Andrew Waddell  
Managing Director, Singapore  
Friends Provident International

Walter de Oude  
Founder & Chief Executive Officer  
Singapore Life

Craig Ellis  
Chief Executive Officer Singapore, Global Wealth Solutions  
Willis Towers Watson

Ian Kloss  
Head of Region, South-east Asia & Chief Executive Officer, Singapore  
Old Mutual International

14.00pm WealthTalk

Developments in universal life contracts

- Market trends

Walter de Oude  
Founder & Chief Executive Officer  
Singlife

14.10pm

WealthTalk

The fourth digital revolution in wealth management: information

- The financial institution that creates clients insights will be the winner in the future
- Why the currency of success is no longer investments products – but information

Michael Gerber  
Chief Executive Officer  
360F

14.20pm

WealthTalk

Financial wellness and inclusion

- Ventures from Lumenlab's portfolio

Shwetank Verma  
Director, Head of Collaboration  
MetLife

14.30pm

WealthTalk

The demise of retail asset-allocation advisory

- Huge liquidity in the market has distorted asset class behaviours
- Managing retail customers using asset-allocation has always been challenging
- How does needs-based, goal based and asset allocation differ?

Dennis Khoo  
Managing Director, Head, Regional Digital Banking and Strategic Initiatives Office  
UOB Bank

14.40pm

Presentation

The quest for client loyalty and value: re-assessing the digital landscape

Mark Nelligan  
Chief Executive Officer  
Pershing, a BNY Mellon company

This will discuss what matters most to clients and how digital advancements are changing the way clients select wealth management providers. Mark will examine key priorities for the HNW digital experiences, gaps in delivery and where firms should direct efforts to demonstrate value and deepen client loyalty. The purpose of this presentation is to engage the audience on several levels:

- Define past, present and future view of the digital landscape
- Identify technology experiences that impact loyalty
- Strategise the areas of high-impact for technology focus to drive engagement and loyalty

14.50pm

WealthTalk

Smart beta: active versus passive investing

- What is the appetite of investors for passive and active strategies?
- How to build relevant portfolios today

Victor Lye

Group Head of Independent Financial Advisers & Benefits  
FWD

15.00pm

Refreshment & Networking

15.25pm

Head - to - Head Q & A

Finding the right technology partner

Shyh Jih Lee

Business Solutions Manager, Asia  
ERI Banking

- With the continuing challenge to profitability for many private wealth management firms in Asia, how can a technology solution provider help?
- What should Asian private wealth managers be doing to take advantage of real innovation/automation, to benefit both clients and the firm's own profitability?
- What can digitisation mean for Asian private wealth management firms?

15.35pm

Panel discussion

Will we be able to change our own mind-set – and that of our clients – and focus on long-term goals and portfolio construction?

- How can we further develop the advisory proposition and make more money out of it?
- What do we need to do to move away from commissions and towards fee-based models?
- Will clients embrace this approach?
- Can the regulatory environment be our friend in driving greater transparency?
- What will be the impact of the AI regime?
- How do we get more of a client's total wealth?
- Investors hold a mutual fund for 4 years on average in the US, but only a few months in Asia. Will this ever change? Does anyone really want it to?
- How do we make portfolio construction core to the offering?

Chair

Michael Stanhope

Chief Executive Officer & Founder  
Hubbis

Panel members

Shrikant Bhat

Managing Director, Regional Head of Investment Product  
Citi

Pascal Meilland

Head of Discretionary Portfolio Management Asia  
Indosuez Wealth Management

Victor Lye

Group Head of Independent Financial Advisers & Benefits  
FWD

Vineet K Vohra  
Director & Practice Leader  
Arete Financial Partners

Ernest Ong  
Senior Consultant  
Mercer

16.20pm

Panel discussion

How will you deliver investment performance and client expectations in 2H 2017?

- What's the process to improve performance?
- Where can we find returns that match investor expectations?
- Are all the easy wins done with - now the leveraged bond game and others have come to an end?
- What are the biggest risks for 2H 2017?
- How will geo-political risks impact the landscape?

Chair

Michael Stanhope  
Chief Executive Officer & Founder  
Hubbis

Panel members

Pankaj Nagrath  
Investment Counselor  
Bank of Singapore

Tuck Meng Yee  
Partner  
JRT Partners

Ng Hwee Jan  
Regional Head of Equity Research  
RHB Asset Management

17.05pm

Forum End