

HUBBIS DIGITAL WEALTH FORUM - Dubai 2022

8.30am Registration

8.55am Welcome Address

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

9.00am Panel Discussion

Wealth Leaders Perspective – Evolving the business in more challenging times

We all know of the global investment market dislocations taking place as inflation surges and interest rates are hiked in Europe and the US in particular. We all know how uncertain the world's geopolitics are, not least as Russia continues its assault on Ukraine, but also amidst fears over China's intentions towards Taiwan, North Korea's unpredictability, and the potential dangers lurking should Iran become nuclear capable. And we can all see the dangers to society of collapsing real incomes, slumping profitability and declining consumer confidence.

Yet at the same time, employment in the wealth management markets is still robust; indeed, there is a war for talent across the board, from front to back office, and with remuneration packages escalating even as revenues fall or perhaps look set to weaken further.

Does this mean that digital transformation is being derailed, or does it mean that it is being prioritised as the wealth management community seeks to boost efficiencies and rein in costs? Many experts believe it is the latter case – that much discretionary spend is getting cut, but there is ongoing investment in digital transformation that will have a longer-term positive impact on costs and help improve the productivity of key RM and advisor talent, as well as improving predictability, reliability and scalability, including around DPM and Advisory-led wealth management.

Chair

Damian Hitchen
Chief Executive Officer, MENA
Saxo

Speaker

Bassam Salem
Senior Adviser
McKinsey & Company

Prashant Tandon
Chief Executive Officer
Lighthouse Canton

Salman Haider
Chief Executive Officer - Group Wealth Management
Habib Bank AG Zurich

Sudhir Marwa
EVP and Business Head - Wealth and Capital Markets

9.40am

Presentation
Reimagining Wealth: Empowering Relationship Managers

Sudhir Marwa
EVP and Business Head - Wealth and Capital Markets
Intellect Design Arena

- Current trends of the middle east wealth market
- Roles of a Relationship Manager
- What is most important when looking to improve RM productivity
- Who we are and what we bring to the table to empower RMs

10.00am

Presentation
Why does the world need Wealth advisors?

Damian Hitchen
Chief Executive Officer, MENA
Saxo

- Advisors and private wealth managers face an increasingly challenging external operating environment. What are the main challenges?
- Which focus does the industry have on helping clients understand their investing mentality and emotional state over time as an investor? What is the risk of a product-focus game?
- How can advisors become even more client-focused and create a better financial future for their clients?
- What does the modern advisor's digital toolset look like, and what should it look like? Digital communication throughout the investment life cycle, central portfolio management and AI are some of the new ways to provide investment advice or managed investment solutions.

10.20am

Panel Discussion - in partnership with Henley & Partners

The Evolution of the Client Expectations and Advice

Did the chicken or the egg come first? In the world of wealth management are digital technologies and solutions developing to reflect evolving client demand and expectations? Or are the solutions leading to greater client expectations? Well, the answer is probably a bit of both, rather like in the smart phone industry, as apps appear to cater to demand or to actually create new demand.

This panel discussion will see our chosen experts zoom in on changing customer expectations in the wealth industry, especially as the older, founder generations either pass away, or pass more of their wealth to the second generation – who is increasingly comfortable with digital – or to the millennials and even younger generations, who are essentially digital natives.

The experts will discuss how the Fintechs, and digital solutions providers are creating or adapting their products to cater to this sea change, and whether they are delivering the right solutions at the right speed to cater to these evolving demands.

Of course, it is not only the end users – the private clients – who are availing themselves of these technologies. To deliver a more client-centric, efficient, and seamless service to

clients, the banks and EAMs must improve the digital solutions available in-house for everything along the line, from back- to front-office. The proposition will fall flat if clients struggle to onboard digitally and rapidly, if they do not receive the right reporting on portfolios, and very importantly if they do not receive the right degree of client relevance and client focus from their RMs and advisors.

At the heart of this discussion is the thesis that digital solutions and new approaches are both reacting to client expectations, but also moving ahead of those needs, thereby delivering a transformational offering to both the providers – the banks, EAMs and others – but also the clients themselves. This is of course especially vital as the younger generations emerge holding the keys to the family safes, and as the mass affluent wealth expands apace.

Chair

Philippe Amarante
Managing Partner, Head of Dubai and Pakistan
Henley & Partners

Speaker

Gary Dugan
Chief Executive Officer
DALMA CAPITAL - Global CEO Office

Tim Searle
Founder and Chairman
Globaleye

Philip Rosenberg
Managing Director and Head of Distribution - Middle East
GAM Investments

Marc-Andre Sola
Founder & Chairman
1291 Group

11.00am Refreshment & Networking

11.30am Panel Discussion - in partnership with Saxo Bank

The rise of digital platforms and tools for investment and wealth management

In the past several years, we have seen an explosion in digital transformation in the global wealth management industry, and nowhere more so than with the rise of digital execution technologies and platforms. Remote working practices that have emerged since 2020 have supercharged the thrust towards 'smart' access to financial services of all types and fast-forwarded the wealth management industry's business models well beyond where they were expected to be today. At the core of these developments is the drive to provide seamless investment execution aligned with a far more personalised and relevant wealth management offering.

In this panel discussion, our chosen experts will delve deeply into the evolution of advanced digital execution technologies and platforms as the wealth industry in Asia transforms itself and future focuses its business. They will debate the relative merits and state of progress at the private banks compared with external platforms. They will discuss the key trends taking place in terms of platforms globally and identify the biggest challenges and opportunities, especially as investors of all types demand greater access to a wider universe of asset classes and markets.

They will also consider how the recent past since the pandemic has shaped the new normal, and they will lift the lid on what is coming next in the world of digital platforms

that will further enhance execution and the broader wealth management offering in the region.

Additionally, they will look at all this from the viewpoint of investment and scalability, debating the approaches the wealth market players should take, for example building their platforms from the ground up, or partnering with external partners and Fintechs.

Chair

Nicholas Wright
Regional Head of Institutional Business
Saxo

Speaker

Rupert Searle
CEO
Globaleye

Hamdan Khan
Director, Financial Services
EY

12.15pm

Presentation
Crypto Assets: What makes them valuable?

Hans Diederer
Executive Advisor (Asia)
Apollo Crypto

- Are crypto assets similar in nature to established asset classes?
- Smart contract platforms/ecosystems
- Equity/bond/currency/commodity-like crypto assets

12.30pm

Panel Discussion - in partnership with Apollo Capital

Digital Tools & Solutions to Facilitate the Rising Importance of Digital Assets in Wealth Management

There are still plenty of sceptics amongst the private banks and Independent Wealth Managers (EAMs and MFOs), but for what is perhaps the majority today, digital assets are part of our collective futures. These banks and firms increasingly consider that their private clients should not only understand more about digital assets, but they should to some extent at least actively participate by building some exposures in order to understand more about buying, storing, custody, and, of course, the vicissitudes of market pricing and volatility. Why? Because there is more than a sporting chance that the future is populated by more and more digital assets of all types.

This panel discussion, housed as it will be within the Digital Solutions event, will focus on the role of technology in enabling the digital assets revolution, and the importance of digital solutions in delivering those digital assets seamlessly to the end clients.

In this panel, our experts will not be looking so much at the whys and wherefores of cryptocurrencies, tokenisation and fractionalisation of assets, but at how digital solutions and tools can help the wealth industry deliver the right types of services and advice around trading, custody, security, data, reporting, training and even compliance around this emerging segment of the wealth management markets globally.

The reality is that digital assets will weather the current storms – even the

cryptocurrencies that have been hit hard such as the bellwether Bitcoin are still trading at numerous multiples to level at which they traded only a few years ago. In this brave new world, it will pay to be well prepared and ahead of this game...

Chair

Hans Diederer
Executive Advisor (Asia)
Apollo Crypto

Speaker

Henri Arslanian
Co-Founder
Nine Blocks Capital Management

Joy Li
Head of the Middle East
ChainUp

Oliver Linch
Chief Executive Officer
Bittrex Global

1.00pm Lunch & Networking

2.00pm Forum Ends