Independent Wealth Management Forum 2017

8.40am	Registration
9.00am	Welcome Address

David Varley
Chief Partnership Officer - Brokerage, International HuBS
Sun Life

9.05am Panel Discussion

A thriving independent community in Hong Kong

- Where will Hong Kong's independent wealth management industry be in 2020?
- Whats are the challenges and opportunities?
- Independent? Some are more independent than others.
- What can we do as an industry to refine and drive a clear value proposition?
- What are the challenges of hiring and retaining talent?
- What types of bankers are best suited to this type of model?
- How should independent firms decide which type of business they should be in?
- Where will the next generation of independents come from?
- What's the development of independent wealth management in each of Singapore and Hong Kong?
- What are the respective Associations in each city doing to help drive larger, more inclusive industries?

Chair

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

Panel members

Stuart Dowding
Managing Director
First Names Group

Jessica Cutrera
Managing Director
The Capital Company

Cyrill Arzner
Chief Executive Officer
Swiss International Asset Management

Philipp Piaz
Partner
Finaport

Riccardo Lehmann
Managing Director
Swiss-Asia Asset Management

Kenneth Ho
Managing Partner & Founder

Carret Private

Tobias Bland
CEO
Enhanced Investment Products

Speaker

9.55am

Presentation
When you leave a bank – what does it take to survive and succeed as an Independent Wealth Manager?

Anthonia Hui
Head of Singapore
AlTi Tiedemann Global

- Why do you leave a bank and want to become an EAM?
- How's it different to working in a bank?
- What NOT to do – how do you avoid pitfalls?
- How do you survive and build a sustainable business of your own?

10.10am

Presentation
How is the Independent model in Hong Kong developing?

Jessica Cutrera
President
Leo Wealth

- What does the market look like in Hong Kong today?
- Who are the players?
- What progress has the Association made?

10.25am

Presentation
Using HNW insurance solutions for liquidity planning and guaranteed returns

Jeroen Simons
Director, High Net Worth Business Development
Sun Life Financial

Using HNW Insurance solutions - such as high and low life cover Universal Life, HNW clients can:

- Achieve higher returns, with a guaranteed strong minimum returns, better than a bank account rate
- Secure leveraging and liquidity whenever they need within an insurance policy
- Use insurance solutions for retirement and annuity planning, and effectively avoid probate through proper estate planning

10.40am

Presentation
Flexible solutions to meet HNW's needs

Steve Lawless
Global Head of High Net Worth Sales
Quilter International

- Have you missed any alternative insurance solutions for HNW clients?
- How insurance solutions can be effectively used for wealth protection, wealth preservation & intergenerational wealth transfer?
- Why private placement life insurance and variable universal life are an alternative insurance solutions not to be missed?

10.55am Refreshment & Networking

11.20am Panel Discussion

Connectivity with China

- What does the growing wealth in China mean to you?
- Whats are the opportunities in client advisory and family succession?
- The globalising of Chinese wealth and trends to watch
- How can you compete with the entry of Chinese wealth managers to HK?
- Is it realistic to grow organically and reach the desired scale?
- What are the opportunities to collaborate in a more meaningful, coordinated and tangible way?
- How do the approaches of private bankers to acquiring clients differ from those of advisers at IAMs?
- What do Chinese clients think about independent wealth managers?
- Whats important to Chinese clients when they are building their portfolios?
- Whats the impact and focus for the wealth management industry in Hong Kong to take advantage of the “One Belt, One Road” initiative?

Chair

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

Panel members

Stuart Leckie
Chairman
Stirling Finance

Michael Olesnicky
Partner, Senior Advisor
KPMG

Kevin Lee
Partner
Zhong Lun Law Firm

Kate Clouston
Deputy CEO
Guernsey Finance

Berry Wong
Chief Executive Officer, Hong Kong
Charles Monat

Mark Smallwood
Managing Director

Confidentem Private Office

Speaker

11.55am

Presentation
New vehicles for Singapore funds

Sanjay Iyer
Director
IQ-EQ

- Existing fund vehicles in Singapore and their limitations
- New proposed vehicle and its benefits

12.05pm

Presentation
Digital delivery of wealth management - the era of the platform?

Damian Hitchen
Chief Executive Officer, Singapore
Swissquote

- Transition of wealth management into the digital era
- Distribution / connectivity is key

12.15pm

Presentation
A deep dive into HNW entrepreneurs in Asia

Stuart Dowding
Managing Director, Hong Kong
IQ-EQ

- HNW entrepreneurs in Asia and the West, what are the key distinctions/similarities
- Emerging trends among entrepreneurs doing business in Asia
- Are HNW entrepreneurs are using local providers before international?
- How is the changing regulatory and transparency landscape affecting the activity of entrepreneurs in Asia?

12.25pm

Presentation
The changing landscape

David Friedland
Managing Director, Asia Pacific
Interactive Brokers

- AI is transforming the industry
- HNW's taking matters into their own hands

12.35pm

Presentation

Why risk-focused investing is a better way to build a portfolio

Harold Kim
Founder and Chief Executive Officer
Neo Risk Investment Advisors

- Blind-spots in giving portfolio advice – why do most advisers only focus on returns?
- You can't control performance, but you can control risk
- How a focus on dynamically managing risk can greatly improve returns

12.50pm Presentation
How is the Independent model in Singapore developing?

Steve Knabl
President, AIAM Singapore, Chief Operating Officer & Managing Partner, Swiss Asia
AIAM Singapore

- What does the market look like in Singapore today?
- Who are the players?
- What progress has the Association made?

1.05pm Lunch & Networking

1.50pm Panel Discussion

Technology, Platforms and Fintech

- What does this all mean to you? If anything.
- What are the solutions and platforms available?
- How are we investing as an industry in fintech and digital tools?
- Are we making the most of this to drive growth for our businesses?
- Does anyone have a clear and differentiated digital strategy?
- What should be your priority when investing in technology?
- How do you collaborate with fintechs to achieve your goals in terms of innovation and enhancing the client experience?

Chair

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

Panel members

Steve Knabl
President, AIAM Singapore
Chief Operating Officer & Managing Partner, Swiss Asia

Damian Hitchen
Chief Executive Officer, Middle East & Asia
Swissquote

Peter Dietrich

Head of Business Development, Greater China
Morningstar

Keith Lin
Partner, Advisory Services APAC
Ernst & Young

Speaker

2.40pm	Presentation What do you do when your clients die? Kevin Lee Partner Zhong Lun Law Firm • What happens when a client dies? • How do you deal with it? • How do you get paid?
2.55pm	Presentation How to protect your wealth with gold Joshua Rotbart Managing Partner J. Rotbart & Co. • What do I buy? • How do I buy it? • Where do I store it? • What are the risks to avoid?
3.10pm	Presentation The Crypto Asset Market – Boom or Bust? Tama Churchouse Lead Analyst Stansberry Churchouse Research • Why you should be paying attention
3.25pm	Refreshment & Networking
3.50pm	Presentation Our Investment philosophy and process Harmen Overdijk Chief Investment Officer Leo Wealth

- What do we stand for at Capital Company?
- How do we aim to deliver long-term performance to our clients?
- What's the impact for fees?

4.05pm

Presentation
The minnow and the whale

Andrew Hendry
Managing Director, Asia
Westoun Advisors

- How can a small independent firm possibly compete with the big private banks?
- To what extent is the product delivered by private banks all the same?
- How can you differentiate yourself and deliver true value to your clients?

4.15pm

Panel Discussion

How do you deliver long-term investment performance to your clients?

How can you differentiate yourself from a product perspective?

- Value proposition to client
- Experience with advisory fees
- Plans for enhancing the platform and capability

What is your investment process and philosophy?

- What is the process?
- Criteria for choosing funds / investments
- Allocation process
- Experience with DPM
- What percentage of your assets are actively managed by someone else

What are your investment allocations?

- Liquid, alt, non-liquid (private equity, direct, real estate, hedge funds, wine/art)
- ESG

Advice

- Have your client assets grown over the past 12 months?
- How would you convince a client that the advice you give is worth a fee?
- How do you convince a client that your advice is independent and aligned to their interest?

Chair

Andrew Hendry
Managing Director, Asia
Westoun Advisors

Panel members

Joel Teasdel
Vice President - Financial Advisor Services
Dimensional Fund Advisors

Harold Kim
Founder and Chief Executive Officer
Neo Risk Investment Advisors

Harmen Overdijk
Founding Partner
Capital Company

Ann Cooley
CEO
Pacific Hawk

Richard Mcgillivray
Director, Institutional Partnerships
CFA Institute

Joshua Rotbart
Managing Partner
J. Rotbart & Co.

Speaker

5.15pm	Forum Ends