Independent Wealth Management Forum 2019

8.40am Registration

8.55am Welcome Address

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

9.00am Panel Discussion

Independent wealth management in Hong Kong – still relevant?

- What does the IAM landscape in Hong Kong look like today and what's the outlook for the industry given recent challenges?
- Are you still committed to business in Hong Kong? What are clients saying and doing?
- Have you opened an office in Singapore?
- How will Private Banks and Independent Firms collaborate or compete in the future?
- In comparison to ten years ago. What has changed? What has not changed in this industry?
- What are the regulatory and compliance challenges for the Independent wealth management?
- How independent is independent?
- What are some of the common challenges for the IAMs/MFOs today? IT, HR, Ops, Compliance?
- What's the potential for M&A?
- How has the competitive environment changed?
- Is hiring top performers sustainable? What's the focus on training/hiring/grooming young talent?
- Are the majority of independent wealth management firms truly independent?
- Do you think international private banks will find it difficult to grow and increase revenue in the next three years in Asia?
- Is Singapore today a more robust and organised financial centre for UHNW wealth?

Chair

Michael Stanhope
Founder & Chief Executive Officer
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Speaker

Chi Man Kwan
Group Chief Executive Officer and Co-founder
Raffles Family Office

Jessica Cutrera
President
Leo Wealth

Salomon Wettstein
Co-CEO
Synpulse

Kenny Ho
Managing Partner & Founder

	Carret Private Capital Philipp Piaz Partner Finaport Tariq Dennison Wealth Manager, US-Asia GFM Asset Management
9.45am	Presentation Building a Private Bank: An Owner's Point of View Evrard Bordier CEO and Managing Partner Bordier & Cie • The makings of an entrepreneurial bank • Building a private bank: 3 strategic questions • The partnership approach
9.55am	Presentation Investing during trade war: uncorrelated equities and truly risk-free cash Aleksey Mironenko Partner & Chief Distribution Officer Premia Partners • An introduction to Premia Partners and our goal to improve Asian beta • Why trade war winners are closer than we think – China New Econ and Vietnam are the places to be • Why not all cash solutions are the same – Treasury Floating Rate Notes as a risk-free cash alternative
10.05am	Presentation Asian fixed income, where do we stand? Dhiraj Bajaj Head of Asia Credit, Fixed Income Lombard Odier Investment Managers • Asia credit as an asset class • Market update? • What is ahead?
10.15am	Panel Discussion Delivering investment products and advice to clients – How can you differentiate yourself? • What investment products and services must you deliver to clients to compete effectively with Private Banks? • As Private Banks focus on wealthier clients – is this an opportunity for you?

- Transparency, Margins, Costs and Fees – what's changing?
- What are your requirements today from your 'custody platform'?
- Do clients still prefer to go on a retrocession model vs management fee model?
- What digital expectations do clients have?
- What's the future of Discretionary and Advisory Portfolio Management?
- What's the role of technology and AI?
- Are FinTech's and Tech Giants threatening our business model?
- How can you add value on the 'non' investment side?
- Do most independent wealth managers have a robust investment process and philosophy?
- Do you use a digital wealth manager or robo platform today?

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Speaker

Gary Dugan
Chief Executive Officer
DALMA CAPITAL - Global CEO Office

Keith Wong
Chief Executive
Winland Wealth Management

Vincent Au
Managing Director
ALPS Advisory

Harmen Overdijk
Chief Investment Officer
Leo Wealth

Tom Curtis
Investment Consultant, Principal
Mercer

11.00am — 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

11.10am — Refreshment & Networking

11.35am — Presentation
The case for frontier markets and the continued growth of MENA

Dominic Bokor-Ingram
Senior Portfolio Manager, Frontier Markets
Fiera Capital

- Frontier provides high growth and low correlation to global equity markets
- In a global context- the macro stands out
- Reform in the MENA region

11.45am Presentation
Globalization 4.0 – Migration Trends

Elvis Liu Cheng
Client Advisor
Henley & Partners

- About Henley & Partners
- Global Migration Trends
- Regional Hot picks migration programs

11.55am Presentation
The Wealthy Nations Approach to Fixed Income

Bonny Tse
Director of Sales & Distribution, Asia
EFG Asset Management

- Benchmarks, regulations and restrictions can drive inefficient behaviour in fixed income markets, creating opportunities that can be exploited by flexible investors.
- An efficient portfolio should be focused on the key drivers and degree of risk rather than replicating a benchmark line by line.
- The "Wealthy Nations" approach to fixed income reflects active selection and high conviction ideas, with a focus on valuation and fundamental credit quality.

12.05pm Presentation
Revisiting Family Governance

Marcus Hinkley
Head Of Client Services
Hawksford

Will your family destroy your wealth, or will your wealth destroy your family?

Family dynamics should always be considered by Wealth advisers when structuring a wealth succession plan. In this presentation Marcus Hinkley will consider relevant family issues surrounding the succession of wealth, be it family governance, what's in a family constitution, the impact of divorce, second marriages, balancing the expectations of children or the effects on family wealth of living longer.

12.15pm Head - to - Head Q & A

How is technology Impacting the delivery of Wealth Management?

Damian Hitchen
Chief Executive Officer, Singapore
Swissquote

- Transitioning wealth management into the digital era
- Distribution and connectivity is key

12.25pm

Panel Discussion

Trends in Wealth Structuring and Legacy Planning in Asia

- Is the turmoil in Hong Kong a game changer in the Hong Kong vs Singapore debate? Will it have different impacts on fiduciary services providers (trustees etc.) relative to asset management services?
- Are clients 'stress testing' existing trust structures with a particular focus on protecting against external risk: political instability, divorce, bankruptcy etc?
- Are clients looking to rationalize their myriad of BVI companies into a single family fund, whether that be a single company with a proper shareholders' agreement, a protected cell company, a partnership etc?
- What is the key driver today for structures in Asia today?
- Are clients seeking to make their structures simpler or more complex? Why?
- How well prepared are Asian clients for wealth transition? Is time of the essence?
- In which jurisdictions do Asia's wealthy prefer to house their structures? Why?
- Why is Asia witnessing a proliferation of single-family offices (SFOs) and multi-family offices (MFOs)?
- Are more Mainland Chinese investors seeking to keep or to move assets offshore?
- What motivates a client today to have a 'structure' in an IFC? Succession planning? Diversification? Asset protection? Privacy?
- What new structures are in favour, and how are clients simplifying their existing structures?
- What are the most important factors in selecting an IFC? Are your Asian clients sufficiently inquisitive about the quality and integrity of the IFCs they use?
- Are the more exotic jurisdictions such as those in the Caribbean still able to complete?
- What role does investment migration play in wealth structuring?

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Speaker

Clifford Ng
Partner (Hong Kong)
Zhong Lun Law Firm

James Russell
Managing Director, Hong Kong
Equiom Group

Jeffrey Lee
Partner and Head of Singapore Office
Charles Russell Speechlys

Tim George
Partner
Withersworldwide

John Ashwood
Managing Director
ZEDRA

Kevin Lee
Partner
Stephenson Harwood

Howard Bilton
Chairman
The Sovereign Group

Peter Golovsky
Managing Director, Global Head of Fiduciary Services and Head of Asia
Cone Marshall

1.10pm	Lunch & Networking

1.50pm Room A – Workshop

Asian fixed income, where do we stand?

- Asian credit vs EM credit
- How do we generate Alpha
- Open-ended funds vs Fixed maturity products

Dhiraj Bajaj
Head of Asia Credit, Fixed Income
Lombard Odier Investment Managers

Xavier Burkhardt
Executive Director
Lombard Odier

1.50pm Room B – Workshop

Rearranging the banking landscape

- Evolution of change and the challenge to existing players; Who, how and when?
- How is technology evolving the industry?
- Example of digital platforms in wealth management / private banking

Damian Hitchen
Chief Executive Officer, Singapore
Swissquote

2.30pm Room A – Workshop

Investing during trade war: uncorrelated equities and truly risk-free cash

Throughout 2019 we've been whipsawed by trade war back and forth between China and the US. While many investors are inclined to de-risk and wait it out, the last month has shown that remaining uninvested has its costs too. Instead, a more appropriate strategy may be to a) identify the equity winners regardless of trade war outcome, b) minimize correlations and c) identify truly risk-free assets as a hedge for the doomsday scenario.

- An introduction to Premia Partners and our goal to improve Asian beta
- Why trade war winners are closer than we think – China New Econ and Vietnam are the places to be
- Why not all cash solutions are the same – Treasury Floating Rate Notes as a risk-free cash alternative

	David Lai Partner & Co-CIO Premia Partners Aleksey Mironenko Partner & Chief Distribution Officer Premia Partners
2.30pm	Room B – Workshop Popular Residence and Citizenship Programs for HNWI • About Henley & Partners • Alternative options for the HNWIs • Popular Residence and Citizenship Programs for HNWI Sharon Chan Client Advisor Henley & Partners
3.10pm	Refreshment & Networking
3.30pm	Presentation Managed Accounts and the Evolution of Wealth Management in Asia Chris Ryan Chief Executive Officer Axial Partners • Background to SMAs and why Asian investors are only beginning to understand their advantages • Why Mutual Funds just aren't in demand anymore • How SMAs support high touch, active asset management
3.45pm	Presentation Life Settlements – an Alternative Noncorrelated Asset Class Brad Thompson President Fidelity Settlements • Non-correlation to the equity market • What are investor benefits? • Market outlook
4.00pm	Panel Discussion Interesting and relevant Investment Solutions for YOUR clients today • What are the main investment themes and the products that will be most relevant in 2020? • Where can you find value in the regional fixed income and credit markets? • What are the opportunities and challenges when investing in China in 2020? • Managing and understanding risk — how do you estimate risk, and how does it impact

your investment process?
- How do you think Asian equity market performance will be in 2020 and beyond?
- Is GOLD an interesting asset class today? What's its role in a client portfolio?
- What's the difference between physical and paper gold?
- How do you generate income today?
- What cash / money market alternatives exist today?
- Are HNW clients increasing their engagement of ETFs?
- What's the outlook for China? Good time to invest? What sectors are best?
- How do you think real assets benefit a broader diversified portfolio?
- How can HNW clients invest in wine? What are the likely returns and benefits?

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Speaker

Aleksey Mironenko
Partner & Chief Distribution Officer
Premia Partners

Joe Alim
Director for Greater China
Cult Wines

Tony Wong
Head of Intermediary Sales
CSOP Asset Management

Joshua Rotbart
Managing Partner
J. Rotbart & Co.

David Wills
Managing Director
Kenetic

Robert Petty
Co-Founder Clearwater Funds, Co-CEO and Co-CIO Fiera Capital (Asia)
Clearwater Funds

Suresh Singh
Managing Director, Head of Funds Distribution - Asia
Principal Global Investors

5.00pm Forum Ends