

# Hubbis 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  
Hubbis

Speaker

Chi Man Kwan  
Chief Executive Officer & Founder  
Raffles Family Office

Jessica Cutrera  
Founding Partner  
Leo Wealth

Salomon Wettstein  
Managing Director & Partner  
Synpulse

Kenny Ho  
Managing Partner & Founder

Carret Private Capital

Philipp Piaž  
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

- 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?

Chair

Michael Stanhope  
 Founder & Chief Executive Officer  
 Hubbis

Speaker

Gary Dugan  
 Chief Executive Officer  
 The Global CIO Office

Keith Wong  
 Chief Executive Officer  
 Winland Wealth Management

Vincent Au  
 Managing Director, Head of Investments  
 ALPS Advisory

Harmen Overdijk  
 Chief Investment Officer  
 Leo Wealth

Tom Curtis  
 Investment Consultant, Principal  
 Private Client Services by Mercer

11.00am

Presentation  
 The HNW Insurance Market has Changed – Here’s how you win

David Varley  
 Chief High Net Worth Officer, Hong Kong  
 Sun Life Financial

- 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 Private Client Services - Asia  
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 compete?
- What role does investment migration play in wealth structuring?

Chair

Michael Stanhope  
Founder & Chief Executive Officer  
Hubbis

Speaker

Clifford Ng  
Partner (Hong Kong)  
Zhong Lun Law Firm

James Russell  
Managing Director, Hong Kong  
Equiom Group

Jeffrey Lee  
Partner  
Charles Russell Speechlys

Tim George  
Partner  
Withers Worldwide

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

13.10pm

Lunch

13.50pm

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

Xavier Burkhardt  
Head of Distribution Asia (ex-Japan)  
Lombard Odier

13.50pm

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

14.30pm

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-Chief Investment Officer  
Premia Partners

Aleksey Mironenko  
Partner & Chief Distribution Officer  
Premia Partners

14.30pm

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

15.10pm

Refreshment & Networking

15.30pm

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

15.45pm

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

16.00pm

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?

Chair

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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

17.00pm

Forum End