

Seizing the Opportunities in Wealth Management in Hong Kong and China

3.00pm

Seizing the Immense Opportunities in Wealth Management in Hong Kong and China

- What is the current state of the Hong Kong wealth management market, and what are the key opportunities ahead?
- How is Hong Kong competing with Singapore in the region and also with other global wealth centres to win/retain as large a share of the Mainland China offshore market as possible?
- What are the key strengths of the Hong Kong wealth management community and how are the key competitors adapting their products, service, strategies and talent to the opportunities that lie ahead?
- What are the key advantages a Chinese customer can obtain by using an international bank (onshore or offshore) versus a domestic bank?
- What factors do international banks need to be aware of when considering launching wealth operations in China? What challenges do you feel they are most likely to encounter?
- What is happening in the Greater Bay Area and with Wealth Management Connect that will drive further opportunity for the Hong Kong wealth market?
- What role is digitisation playing in the evolution of the wealth management offering out of Hong Kong?
- Who is winning the competitive battle out of Hong Kong? The global private banks, the boutique international players? The wealth arms of the giant Chinese banks? The IAMs/EAMs? And how about the new fully-digital entrants? Are they a threat to the incumbents?
- What are the new “must haves” in a bank’s products and services offerings? Or has there not been any need to really change the product and service mix in the last 12 months?
- Where are the key areas of focus for digital investment in tools and solutions, and why, and how much progress has the wealth industry made in its digital journey to date?
- What do clients expect of their providers? More products? Better advice? DPM? Estate & Succession planning? In short, where is the need, the demand and the growth?

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4.00pm

Webinar Ends