

Asian Family Wealth Forum 2015

9.00am Welcome Address

9.10am Panel Discussion

The future for fiduciary services

- What is the future of fiduciary services within a changing regulatory environment?
- What are the key strategic issues facing private banking and industry leaders, in particular, in assessing the options / choices around the delivery of fiduciary services?
- Do all roads lead to independent wealth managers and trustees?
- How are industry leaders dealing with and responding to the opportunities and challenges from global tax transparency, FATCA, Common Reporting Standards?
- Given regulatory scrutiny and complexity, along with enforced business changes, how can you deal with the cost of non-compliance?
- How can organisations find clear points of differentiation in their strategy and value proposition?

Speaker

Peter Triggs

Managing Director and Head of International Clients and Wealth Structuring
DBS Bank

Mark Smallwood

Managing Director, North Asia Coverage Team Head
Deutsche Bank Wealth Management

Gerard Gardner

Global Head Wealth Solutions
EFG Wealth Solutions

Fredrik Lager

General Manager, Private Banking
SEB Private Banking

Peter Brigham

Director
Rosemont

9.50am Keynote Presentation

What do Common Reporting Standards mean for you?

Eric Boes

Global Head of FATCA & CRS Services and Solutions
Amicorp Group

- The latest developments of CRS – to go live in 2 waves in 2016 and 2017
- What impact will the resulting transparency have on the fiduciary industry – for FIs, wealth planners and HNW clients?
- What does this all mean for Asia?

10.10am Presentation

Wealth planning for the family: key structures and solutions

Damiaan Jacobovits de Szeged
President & Chief Executive Officer
Transamerica Life (Bermuda)

- A rapidly evolving Asian wealth management space
- The changing role of insurance companies within the Asian wealth management space
- Insurance as an relevant and increasingly attractive vehicle for tax purposes
- Insurance as a fundamentally important need for the safeguarding and equitable transfer of wealth, business continuity

10.30am Refreshment & Networking

11.00am Presentation
Does my client need a trust?

Tor Stewart
Associate Director, Chief Operating Officer
Trident Trust

- The client goals that trusts are most often used to achieve
- Key questions to ask
- Client control and trust structures

11.20am Presentation

Peter Brigham
Director
Rosemont

- Trust and fiduciary business under pressure from various difference angles
- But a bright future promised if it adapts to the new world order

11.40am Presentation
Cross-border life insurance - quo vadis

Thomas Henze
Head of Global Private Wealth
Swiss Life Global Solutions

- Cross-border market in Asia and products used in the HNW space
- Considerations for insurers like active/passive marketing, solicitation and distribution •
New trends on CRS and FATCA – and impact on the business
- Product design and tax considerations in light of CRS

12.00pm Presentation
Insurance as a planning & structuring solution for HNW clients

David Varley
Head of High Net Worth - Asia
AXA

- What are HNW clients/families and banks looking for?
- Life wrapping/PPLI – how does it work?
- Life wrapping/PPLI – the benefits to a) HNW clients and b) banks
- Life wrapping/PPLI vs Trusts – which option or combination is better for HNW/bank clients?

12.15pm

Panel Discussion

Tax Amnesties and information exchange – has structuring changed for good?

- To what extent are Tax Amnesties and Automatic Exchange of information (AEOI) disrupting the current tax planning within wealth management?
- What is the effect of AEOI, FATCA and CRS on unreported assets outside local markets?
- What should we do today to protect wealth – and with the least cost?
- What's the potential for holding companies, personal portfolio bonds and trusts for international clients?
- Is this an opportunity for local wealth managers to compete with foreign banks?

Speaker

Dawn Quek
Principal in Tax and Wealth Management Practice
Baker McKenzie

Tor Stewart
Associate Director, Chief Operating Officer
Trident Trust

Woon Hum Tan
Partner, Head of Trust, Asset & Wealth Management Practice
Shook Lin & Bok

David Stone
Director, Structuring & Product Development, Asia
Amicorp Group

Simon Ng
Managing Director, Trust & Private Banking, North Asia
Bank J Safra Sarasin

12.55pm

Lunch & Networking

1.45pm

Panel Discussion

How to set the family framework – from governance to pre-nups to dispute prevention

- What's the starting point of a family constitution and a family board to delineate responsibilities and reduce squabbles?
- What are examples of effective ways to create a family governance framework?
- How can you separate family wealth objectives from business values?
- What are some of the structures and solutions to prepare for and minimise the impact of future disputes?
- If disputes do arise – what approaches work best in minimising the impact – both on business and personal assets? • When should families consider external versus internal management for their wealth-related needs?

Speaker

Britta Pfister
Managing Director, Head Wealth Planning Asia Pacific
Rothschild Trust

Woon Shiu Lee
Managing Director & Group Head of Wealth Planning, Family Office & Insurance Solutions
DBS Private Bank

Stacy Choong
Partner, Wealth Planning Practice
Withers KhattarWong

2.25pm

Presentation
Asian wealth management centres

- Assessing the merits and pitfalls of different jurisdictions in Asia
- How to decide what's best for your clients

2.40pm

Panel Discussion

The role of insurance in Family Wealth

- What are the trends in insurance products available for managing family wealth?
- Why is there such a concentration of Universal Life? What else should advisers and clients consider?
- What is the best way to provide these other insurance products? • What distribution mechanism is most effective for insurance?
- Are all parties in the value chain necessary? Where could it be changed?
- How can advisers have more interesting, practical and relevant conversations with clients about their protection needs?

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Damiaan Jacobovits de Szeged
President & Chief Executive Officer
Transamerica Life (Bermuda)

David Varley
Head of High Net Worth - Asia
AXA

Thomas Henze
Head of Global Private Wealth
Swiss Life Global Solutions

3.20pm

Refreshment & Networking

3.45pm

Panel Discussion

How can we maximise Asia's family wealth opportunity?

- Where does most of the revenue come from in the Family Wealth space? How is this likely to change going forward?
- Given the challenges in finding enough competent and experienced professionals, as well as advisers, to service wealthy families and their multiple, cross-border needs – is it realistic that banks can offer the right services and products to meet client needs? And should any private bank be interested in trying to do so?
- What is the right approach today to win new clients in this segment?
- How should clients choose between advisers and service providers?
- Can a single source of advice meet clients' needs in today's environment?
- How can different channels work together for client and mutual benefit?
- When should families consider establishing a family office? What do they need to do this and who should be the family office?
- How is the role of professional services firms and product providers (including insurers) changing? And what does this mean for how they interact with wealth managers as well as families themselves?
- Advice to Asian clients is still very fragmented and divided among the different asset classes. Is the concept of diversification really important to Asian investors? Is real estate a true diversifier?
- Should the attitude of Asian families towards investments change in a world characterised by less growth?

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Stephane Schmid
Partner
HP Wealth Management

Ian Black
Director of Global Wealth Structuring
AAM Advisory

Rohit Bhuta

4.25pm

Panel Discussion

Getting the most out of being philanthropic

- What are the new trends in philanthropy, including the emergence of a new generation of philanthropists taking an innovative approach to philanthropy?
- How can families help make the most impact via philanthropy?
- What are the implications for inter-generational transfer and alignment of philanthropic goals between generations?
- With the desire to create a family legacy – what are the pros and cons of engaging philanthropy in different ways?
- To what extent are their tax and financial implications? How should these be dealt with?
- Being proactive Vs reactive (and strategic Vs adhoc) – what is the right approach to philanthropy?
- What is the due diligence needed to avoid being disappointed?

Chair

Michael Stanhope
Founder & Chief Executive Officer
Hubbis

Speaker

Terry Alan Farris
Managing Director
Taurus Wealth Advisors

Keith Harrison
Chief Executive Officer
Abacare

Noor Quek
Founder & CEO
NQ International

5.00pm

Forum Ends