

# HUBBIS WEALTH SOLUTIONS FORUM – SINGAPORE 2024

8.30am Registration

8.55am Welcome Address

Michael Stanhope  
Founder & Chief Executive Officer  
Hubbis

9.00am Panel Discussion

Where is the next Singapore wave of UHNW clients coming from? Are we ready?

- What's the next evolution for Singapore private wealth management?
- Is there a slowdown in China clients coming to Singapore?
- What's next? SE Asia, Thailand, Indonesia, India?
- What do we need to do to make Singapore appealing to more International rather than just regional UHNW clients and Families?
- What can we do to make Singapore more appealing to clients external to Asia?
- Is enough been done to attract international clients to Singapore? Maybe from the Middle East? Africa? South America?
- What do we need to change?
- Is Hong Kong competitive or complementary from a Family Office perspective?
- Have private banks got their family office offering right? Do families just want custody or more?
- Are we doing enough within private banks and MFOs to offer the right engagement?
- Is there sufficient education and resources for the industry to embrace this opportunity?

Chair

Dominic Volek  
Group Head of Private Clients and Member of the Executive Committee  
Henley & Partners

Speaker

Lee Wong  
Head of Family Services, Asia  
Lombard Odier

Hrishikesh Unni  
Managing Director, Client Investments Head of Best Practices Program  
Taurus Wealth Advisors

Lay Lian Kee  
Partner  
Rajah & Tann

Vivian Hu  
Managing Director  
Leo Wealth

9.30am Presentation  
Residence, Citizenship and Education Planning for HNWIs

Dominic Volek  
Group Head of Private Clients and Member of the Executive Committee  
Henley & Partners

- Residence and Citizenship by Investment Programs as a Wealth Planning tool
- What are the latest trends and program updates from around the world
- Education as a pathway to permanent residence or a passport

9.45am

Panel Discussion

Singapore – Private Wealth Update

- Singapore, Hong Kong, or Dubai? Who wins and why?
- Singapore will undergo FATF Mutual Evaluation in August 2025 – what will happen in the run up to the evaluation? What are the potential consequences?
- Is Singapore compliant with revised FATF Recommendation 25 (beneficial ownership of trusts)? Will Singapore establish a trust registry? What will be the overall effect of Recommendation 25 on trust business in Singapore?
- Has demand for the Single-Family Office (SFO) peaked? Is obtaining tax and regulatory exemption for a SFO too complicated? What reforms are necessary (if any) to the current SFO regime?
- In October 2024 it will be 20 years since the Trustees Act was last substantively amended, is Singapore falling behind other leading trust jurisdictions? What should be changed? What are the long-term consequences if no changes are made?
- Do trust companies correctly apply CRS reporting? What are common reporting errors?
- Do private wealth professionals sufficiently understand cross border legal consequences (i.e., divorce, succession) of foreign client use and ownership of Singapore structures and assets?

Chair

Zac Lucas  
Partner – International Private Wealth  
Spencer West LLP

Speaker

Edmund Leow  
Senior Partner, Senior Counsel  
Dentons Rodyk & Davidson

Richard Grasby  
Partner, Private Client & Trusts  
Appleby

Alvin Lim  
Partner  
WongPartnership

Sharon Yam  
Country Head, Ocorian Singapore, Head of Private Clients  
Ocorian

10.15am

Presentation  
Benefits of Using Foreign Trusts for UHNW Families

Sharon Yam  
Country Head, Ocorian Singapore, Head of Private Clients  
Ocorian

- How can foreign trusts be used as a tool for wealth structuring?
- The benefits for of the foreign trust.
- Protection, Jurisdiction, Confidentiality – what are the drivers?
- Singapore Foreign Trust highlights

10.30am

## Panel Discussion

### The Evolving HNW Insurance Market in Asia

- The unique effectiveness of Life Insurance as a succession planning solution – tailoring the product.
- The Product Range – what is working and what is being ignored?
- Universal Life and Whole of Life – which is better and what is the market saying?
- General Account – Indexed Universal Life
- Single Pay or Multi-Pay?
- Is Premium Financing still alive and how are policyholders managing higher interest rates?
- What is PPLI and does it have a place in Asia?
- Structuring PPLI with private banks and independent asset managers.

## Chair

Mark Smallwood  
Engagement & Consulting Partner  
Hubbis

## Speaker

Peter Triggs  
Partner  
1291 Group

Roger Chi  
Managing Partner  
1291 Group

Rohit Ganguli  
Head of Wealth Planning Asia  
EFG International

Christopher Tanchou  
Head of Business Development  
Swiss Life

11.00am

## Refreshment & Networking

11.30am

## Presentation

Enhancing wealth transfer, protection and succession planning in a changing world

Claire Tan  
Business Development Director, Global Private Wealth  
Swiss Life

Swiss Life offers a range of solutions tailored to the needs of ultra-high-net-worth (UHNW) clients, particularly through their Variable Universal Life (VUL) insurance products. We will discuss the following key points:

- Increased focus by HNW clients on risk management and asset protection. Statistics

have shown that clients want more self-control over their choices by taking a hands-on approach to their finances.

- The high interest rate environment has resulted in increased demand for investment-linked insurance.
- Regulatory changes in countries like Thailand, Taiwan, Malaysia and Indonesia, make VUL a compelling choice for wealth protection and wealth distribution.
- HNW clients concerned about legacy planning and focusing on investment-linked insurance -like VUL - as a hedge to protect their investment portfolios.

11.45am

Presentation

What are the HNW Life Insurance Options?

Roger Chi  
Managing Partner  
1291 Group

- How do you choose? - Whole Life, Term Life, UL, VUL, IUL and PPLI.
- More product choice is confusing – how can we present the right opportunities to clients today?
- How important is the relationship between HNW Insurance and Tax planning?
- What Trends are you seeing within Life Insurance?

12.00pm

Panel Discussion

Providing a Holistic, Client Centric Wealth Management Experience

- As wealth transitions across generations – how will you monetise this opportunity?
- What is the ideal role of the Client's private banker or independent wealth manager?
- What pressures restrict or challenge the private banker or independent wealth manager to achieve this goal?
- How can the private banker or independent wealth manager address any imbalances?
- Where does education come into the matrix for both the Client and the Client Advisor?
- What can regulators do to channel the wealth management industry in the right direction within a level playing field?
- How can you best interact with 'licenced' tax advisers and lawyers?
- How can you help UHNW clients – and offer true value.

Chair

Mark Smallwood  
Engagement & Consulting Partner  
Hubbis

Speaker

Zac Lucas  
Partner – International Private Wealth  
Spencer West LLP

Bryan Henning  
SVP, Head of International  
Eton Solutions

Arjan de Boer  
Head of Markets, Investments & Structuring, Asia  
Indosuez Wealth Management

Evonne Tan  
Head of Barclays Private Bank, Singapore  
Barclays Private Bank

12.30pm

Presentation  
Wealth Preservation in a Completely New and Fully Regulated World

H.S.H. Gisela Bergmann, Princess of Liechtenstein  
CEO, Managing Director  
Industrie-und Finanzkontor Etablissement

- Wealth is always under threat
- Liechtenstein – centre for wealth preservation
- Our focus on family services

12.45pm

Presentation  
Transforming a Family Office to Reimagine the Value it Delivers

Bryan Henning  
SVP, Head of International  
Eton Solutions

- Setting up a family office to deliver scalable advantage for tomorrow
- Using technology to create operational leverage and efficiencies
- Transformative impact of AI on family offices

1.00pm

Presentation  
Fortifying Futures: Utilising Trusts for Asset Protection and Succession Planning among UHNW Clients

Dr Irina M Francken  
Director  
IN Fiduciary Services

- Enhanced Asset Protection
- Streamlined Succession Planning
- Tax Efficiency and Privacy

1.15pm

Lunch & Networking

2.00pm

Forum Ends