

Asian Wealth Management TRAINING FORUM



Tuesday 30th November
The Fullerton Hotel
Singapore

The **Asian Wealth Management Training Forum** is a professional education event – designed to give you the opportunity to demonstrate your commitment to enhancing your product knowledge and advisory skills.

Learn from product specialists and industry experts via in-depth presentations, case studies and free-flowing panel discussions. Enabling you to deliver a truly world-class and differentiated service to your clients.

You can attend for free if you work for a private bank, a consumer bank, an independent advisory firm or an insurance company. And we will give you a certificate to prove your attendance.

In preparation for 2011, this practical, relevant and timely content is all aimed at helping you provide structured advice to your clients and overcoming challenges in the sales process. Focused on what is suitable for each individual and how different products fit in their portfolio:

- » [How to align investment interests and differentiate your client's experience](#)
- » [The facts and fantasies about ETFs](#)
- » [How to use alternatives effectively in portfolios](#)
- » [Why you shouldn't ignore emerging Asian local markets as an asset class](#)
- » [The most effective commodity investing strategies](#)
- » [How to access China's growth in 2011](#)
- » [The best ways to tackle today's mounting compliance burden](#)
- » [The winning business models in today's uncertain environment](#)

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Register here »



Welcome



Who is Hubbis?

Launched in March 2010, Hubbis is the leading provider of content and online learning for Asia's Wealth Management & Private Banking Industry.

This is achieved through a highly-functional and relevant training and information portal – with a holistic suite of Wealth Management Training Modules and a cutting-edge Learning Management System – that enables relationship managers (RMs) and financial advisers to become more successful in the region's competitive landscape. And at the same time fulfill their continuing professional development obligations.

Our educational content and other tools are targeted, independent, timely, strategic and Asia-focused. The site is mainly focused on developing skills, product knowledge, and understanding.

Through this practical advice, analysis, insight and information, users gain what's necessary to offer suitable and trusted advice to their clients.

For more information, please contact:

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hubbis

We are delighted to host our **Asian Wealth Management Training Forum** in Singapore – at a time when the industry is trying to find ways to become more efficient and offer clients suitable and trusted advice.

By partnering with high quality sponsors – iShares, JPMorgan, RCM, and Threadneedle – as well as inviting high-profile and experienced market practitioners to speak, we have ensured the forum will be interesting, educational and practical.

In addition, if you register and join us for either the morning or the afternoon segments – or you come along for the whole day – you will receive a certificate to prove your attendance. With this authenticated certificate, you can have a detailed summary of what you learnt and the time you spent at the forum.

In summary, there are several key reasons why you will benefit from attending this forum:

- » You get practical insight into how to do your job more productively and efficiently
- » You will learn which products are suitable for your clients – and where they fit in their portfolio
- » You will network with peers in an informal and independent setting
- » You will understand some of the latest industry and investment challenges – and how you can overcome them
- » It is an enjoyable and effective learning experience through being interactive and engaging
- » It is free for anyone at a private bank, a consumer bank, an independent advisory firm or an insurance company
- » You will get an authenticated certificate of attendance

The event is broken up into two segments, which run concurrently. **Session A** comprises presentations and panel discussions. **Session B** is a series of more technical workshops and case studies. You can switch between streams according to your interest in particular topics.

[Click here to Register Now for FREE](#)

Non-sponsoring product manufacturers or vendors are not allowed to attend.

We look forward to seeing you at the event – and thank you for your support.

Michael Stanhope
Chief Executive Officer
Hubbis

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Agenda Summary - Session A



8.30am	Registration
9.00am	Welcome Address
9.10am	Panel Discussion Investment excellence: aligning interests and differentiating the client experience
10.00am	Presentation The surprising similarities of commodity investing to playing “Whack a Mole”
10.30am	Panel Discussion Using alternatives effectively in portfolios
11.00am	Refreshments & Networking
11.20am	Presentation Facts and fantasies about ETFs
11.50am	Panel Discussion ETFs: separating myth from reality
12.20pm	Panel Discussion Tackling today’s mounting compliance burden
1.00pm	Lunch
1.45pm	Presentation & Panel Discussion Emerging Asian local markets: an asset class not to be ignored
2.45pm	Presentation Accessing China’s growth in 2011
3.05pm	Panel Discussion How to maximise opportunities in China
3.35pm	Refreshments & Networking
3.55pm	Panel Discussion Industry debate: emerging from today’s uncertainty with a winning strategy
4.45pm	Session A Ends

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Agenda Summary - Session B



- 10.15am** **Workshop**
How private bank clients can take advantage of opportunities in Asian local currency markets
- 11.00am** **Refreshments & Networking**
- 11.20am** **Workshop**
Efficient access to emerging markets via equity derivatives
- 12.05pm** **Return To Session A (Regulatory Panel Discussion at 12.20pm)**
- 1.00pm** **Lunch**
- 1.45pm** **Workshop**
Blowing bubbles is fun until you find you are standing inside one
- 2.30pm** **Workshop**
How do we select the right ETFs for our clients?
- 3.15pm** **Session B Ends**

Return to Session A

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Agenda



Session A - Ballroom 2

8.30am Registration

9.00am Welcome Address

Michael Stanhope

Chief Executive Officer

Hubbis

9.10am Panel Discussion

Investment excellence: aligning interests and differentiating the client experience

- As private banks and wealth management organisations look to foster best practices and build a distinctive investment offering and overall experience for clients – how can they achieve this? And how RMs can implement it? What are the different models and their relative benefits?
- In these market conditions, how does an RM balance a client's financial and educational needs within a bank's budget? Does a conflict exist between the investment mandates and their parameters?
- How can investment and product teams work more closely with the frontline? Where are the blockages and how can firms overcome them?
- How can product ideas be converted to sales numbers? What's the best way to make this successful while avoiding pushing products?
- What role can RMs and advisers play in the way they sell investment products / solutions to help the industry shift from a brokerage model to an advice-based approach?
- How do certain types of organisations target specific types of clients? And what makes one bank more successful than another in achieving this fusion? What can be learnt from these organisations?
- How important is keeping alive entrepreneurship in this advisory process?
- Exploring ways to balance both liquidity and diversity in client portfolios – can portfolio liquidity and diversification be delivered to clients in a complementary fashion? Or is a trade-off required?
- The integration of asset allocation and behavioural finance – how can RMs “mainstream” the advisory process across all clients to take into account and address emotional and other biases that influence decision-making?
- Towards 2011: How will product structures evolve next year? How will clients approach risk and leverage? How will marketing and sales practices change the relationship between product manufacturer, distributor and end-investor?

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Agenda



Chair

Andrew Crooke

Editor
Hubbis

Panel Members

Gary Tiernan

Global Head, Relationship Management, Investment Advisory & Fiduciary
Standard Chartered Private Bank

Eric Goh

Managing Director, Head of Advisory, Singapore
BNP Paribas Wealth Management

Ai Meun

Head of Financial Planning and Investment Communications, Wealth
Management, Asia Pacific
ANZ

Leo Drago

Chief Investment Officer
AL Wealth Partners

Anthony Siau

General Manager and Head of Strategic Business & Market Development
RHB Investment Management

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10.00am

Presentation

The surprising similarities of commodity investing to playing “Whack a Mole”

Jon Allen

Deputy Head of Asia Region

Threadneedle Portfolio Services

- Buying diversified commodity exposure has historically been index-driven and this process has basic flaws in its construction
- The role of active commodity investing is still in its infancy and will become a far more important part of the buy-side and client landscape in the future
- The talent pool in this specialised field has not traditionally sat in the buy-side and it is only moving slowly across
- The diversification story still holds but it is changing

10.30am

Panel Discussion

Using alternatives effectively in portfolios

- Alternative investments have not played the important role in Asian clients' portfolios that some had hoped they would. Is there a need to demystify alternatives? What are the concerns of clients and how do you address them?
- What approach is most appropriate when adding alternative investments to portfolios today?
- How should advisers approach the different risks involved with alternatives when managing them within portfolios?
- What alternative investments are of interest to private bank clients? What are the trends in hedge fund, commodities and private equity investments?
- Exploring ways to balance both liquidity and diversity within alternatives in client portfolios – can portfolio liquidity and diversification be delivered to clients in a complementary fashion, or is a trade-off required?
- How can RMs help their clients shift between various alternative asset classes and restructure their portfolios?

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Chair

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Panel Members

Jon Allen

Deputy Head of Asia Region
Threadneedle Portfolio Services

Simon Eagleton

Senior Partner, Investment Consulting
Mercer

Kok-boon Lim

Group Head, Portfolio Solutions & Private Equity, Wealth Management,
Consumer Banking
Standard Chartered Bank

11.00am Refreshments & Networking

**11.20am Presentation
Facts and fantasies about ETFs**

Anthony Chan

Head of iShares Asia Research and Investment Advisory
BlackRock

This presentation will discuss four key facts (or are they fantasies) of ETFs:

- Liquidity depends on volumes traded on exchange
- ETF structures are simple
- Tracking error is a useful measure of performance
- High short interest in an ETF is a sign of increased risk

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11.50am

Panel Discussion

ETFs: separating myth from reality

- Everyone talks about the far-reaching benefits of low pricing, liquidity, transparency and ease of trading – but what are the real risks and other critical considerations for investors when looking at ETFs? How can investors evaluate these risks?
- Against this backdrop, how and where should ETFs fit into investor portfolios in Asia? Can ETFs really change the way Asian investors build their investment portfolios? What are some of the key decision-making factors when using ETFs in portfolios? What should investors avoid when buying ETFs?
- Why is liquidity such an important issue with ETFs? What are the biggest misconceptions? What should investors consider when it comes to assessing liquidity?
- What other common misunderstood aspects of ETFs?
- What are the issues in Asia given the difficulty in directly accessing many of the underlyings, compared with in the US?
- What do investors really need to understand with synthetic ETFs?
- Given the low fees that ETFs generate for advisers and institutions, can they really become a more prominent investment tool in Asia? What would help drive the growth of ETFs in Asia? Where are some of the biggest gaps?
- How can ETF providers differentiate themselves?
- What will be hot in 2011? Which restricted markets are of particular interest to Asian investors? What next step for the ETF market in Asia? Are actively-managed ETFs the “holy grail”?

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Agenda



Chair

Catherine Barker

Director, BlackRock
Head of iShares, South-east Asia

Panel Members

John Ng

Head of Research, Head of Product Marketing & Sales
Bank of Singapore

Wayne Crisp

Head of Investment and Insurance
ANZ Private Bank

Steve Davies

Chief Executive Officer
Javelin Wealth Management

Anthony Chan

Head of iShares Asia Research and Investment Advisory
BlackRock

12.20pm

Panel Discussion

Tackling today's mounting compliance burden

- What are the biggest regulatory challenges confronting private banks today? Are the changes in regulation and greater scrutiny actually representative of the threats clients face?
- Cross-border concerns – do restrictions on client's domicile/residence have extra-territorial effect, going beyond mere travel restrictions and practices?
- Documentation, disclaimers and risk disclosures – what problems do more of all these things solve? And for whose benefits?
- What practical steps must banks take to address these challenges and avoid falling foul of the regulators? What are the real risks that RMs face?
- Dispute resolution – what can there be in-between complaints-handling and full-blown litigation?
- What structural changes to sales and marketing practices are needed?
- Competitive poaching – to what extent are clients the property of the institution or of the RM? Who do the declared ambitions of recruiting several hundred new RMs really benefit?

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Agenda



Chair

Andrew Crooke

Editor
Hubbis

Panel Members

Edmund Leow

Principal, Head of Tax & Wealth Management
Baker & McKenzie.Wong & Leow

Anthonia Hui

Chief Executive Officer
AL Wealth Partners

Han Ming Ho

Partner
Clifford Chance

Keith Harrison

Head of Asia Pacific and Branch Manager, Singapore
Bank Hapoalim

1.00pm

Lunch

1.45pm

Presentation & Panel Discussion

Emerging Asian local markets: an asset class not to be ignored

Niraj Athavle

Executive Director, Asia Local Currency Product Management
J.P. Morgan

- Why investors can't ignore this asset class
- What are the return drivers in 2011 and beyond
- Why some of the top fund managers are already involved
- How investors can get access to this growing asset class

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Panel Members

Donald Amstad

Director, Business Development
Aberdeen Asset Management Asia

Rajeev DeMello

Head of Singapore Operations / Portfolio Manager
Western Asset Management

2.45pm

Presentation

Accessing China's growth in 2011

Mark Konyyn

Chief Executive Officer
RCM Asia Pacific

- What's in store for investors in China in 2011?
- Which asset classes and sectors look promising?
- Will the recent spate of IPOs continue?
- How can investors access RMB products?
- What are the pitfalls investors need to be aware of?

3.05pm

Panel Discussion

How to maximise opportunities in China

- How have investors viewed China this year?
- How might investors change their allocation towards China over the coming months?
- What has been the performance of the IPO market in recent months within the broader context of investing in China?
- What are the difficulties in accessing and investing in China's bond, private equity and money markets?
- What can be done to overcome these challenges?
- How is China likely to perform in comparison with other regional markets?
- How can Asian high net worth individuals access the China growth story?

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Agenda



Chair

Andrew Crooke

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Hubbis

Panel Members

Mark Konyn

Chief Executive Officer

RCM Asia Pacific

Eric Sandlund

Head of UBS Investment Management, Asia Pacific

Hans Goetti

Chief Investment Officer, Asia

Finaport

3.35pm

Refreshments & Networking

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3.55pm

Panel Discussion

Industry debate: emerging from today's uncertainty with a winning strategy

- Various industry reports and surveys highlight numerous gaps between what clients want and what their wealth managers deliver – where are the biggest mis-matches in expectations and delivery? What's missing in what private banks and other wealth management organisations are currently offering and the way they are implementing this?
- How can firms fill these gaps? Are they able to make the required changes given the existing pressure on margins?
- With so much expectation hitched to Asia's growth story, what can firms do to stand out in this environment? What are the critical success factors?
- What model works best in today's new environment?
- How should banks adapt business models to deal with the challenges arising from the growing amount of competition, and the subsequent pressure on profitability? Is the pressure from shareholders too great for listed entities to be able to take the long-term perspective they say they are striving for?
- The move towards fee-based advisory models and an advice-driven approach – is this happening in practice? Is it even realistic or appropriate for the trading-oriented mindset of Asian investors? What potential is there for adapting current models?
- Hiring and retaining talent – how can firms achieve this effectively? What are the right and sustainable compensation schemes, and other initiatives, to motivate staff in a way which truly aligns everyone's interests?
- How can client segmentation be done more effectively in the current environment? What service models work best today? How do banks need to be structured to deliver this? How can this help in sourcing new clients and rebuilding trust with existing ones?

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Agenda



Chair

Michael Stanhope

Chief Executive Officer
Hubbis

Panel Members

Thomas Meier

Chief Executive Officer, Asia and the Middle East
Bank Julius Baer

Kees Stoute

Managing Director
EFG Singapore Branch

Urs Brutsch

Managing Partner & Founder
HP Wealth Management

David MacDonald

Director
macsimize

4.45pm

Session A Ends

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Agenda



Session B - ballroom 3

10.15am Workshop
How private bank clients can take advantage of opportunities in Asian local currency markets

Tama Churchouse
Structuring Solutions Group
J.P. Morgan

This workshop will look at various ways investors in 2010 have accessed the local currency bond markets.

11.00am Refreshments & Networking

11.20am Workshop
Efficient access to emerging markets via equity derivatives

Julien Chuard
Vice President, Equity & Fund Derivative Structuring
J.P. Morgan

- Express platform - liquid, transparent and customized instruments
- How do we access India? - JPMorgan India Futures Tracker
- Leading J.P. Morgan innovation - Efficient Asia and Alternative Index Series

12.05pm Return To Session A (Regulatory Panel Discussion at 12.20pm)

1.00pm Lunch

Register here >>



1.45pm

Workshop

Blowing bubbles is fun until you find you are standing inside one

Jon Allen

Deputy Head of Asia Region

Threadneedle Portfolio Services

- The major macro-economic structural shifts underway today are here to stay, but they can have short and long-term unintended consequences
- Long-term annuity flows and short-term, hot money are seeking EMD exposure in record volume and the party is only getting going
- Understanding how this money gets spent and the design flaws inherent in index-relevant investing can exacerbate the high-speed excess supply of capital to this asset class
- Buying portfolio insurance of some description is moving from a theoretical discussion to a “must have”

2.30pm

Workshop

How do we select the right ETFs for our clients?

Catherine Barker

Director, BlackRock

Head of iShares, South-east Asia

Anthony Chan

Head of iShares Asia Research and Investment Advisory

BlackRock

- Discover how “Facts and Fantasies” about ETFs can influence the investment decisions that we make
- Take away a comprehensive framework for evaluating different ETFs
- An in-depth walk through of a couple of worked case examples, including hard analysis on how or why one particular ETF may be more appropriate than another

3.15pm

Session B Ends

Return to Session A

Register here >>