

Asian Wealth Management Forum 2014



Wednesday 24th September
Pan Pacific, Singapore



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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.

We produce independent, timely, practical, relevant and Asia-specific content – via editorial, video Q&As and presentations, research and thought-leadership, events such as forums and high-impact briefings, online learning, and other tools & resources – to drive professional development in Asian wealth management.

The content covers:

- Regulation & Compliance
- Investments
- Family Wealth
- Skills
- Strategy & Business

We create connectivity across – Private Banking, Independent Wealth Management, Retail Banking, Asset Management, Insurance, Technology, Professional Services and other communities.

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Welcome

We are delighted to host our 5th annual **Asian Wealth Management Forum 2014** in Singapore today.

Please mark the date of our 2015 event in your diary - slightly earlier, on Thursday 7th May.

While there is clearly great potential in Asia in line with the continued growth in wealth - looking beyond the hype, headline economic indicators and broader demographics reveals a wealth landscape where it has been challenging for many firms to make an acceptable return on their investment in Asia. Especially given the relatively limited number of individuals who are competent and capable of advising the large number of clients who need guidance. Further, how well positioned are you against the backdrop of increasingly tough regulatory and compliance obligations, uncertainty among clients, turnover of staff and challenging investment conditions?

We have brought together key participants in the local and regional wealth management community - for an event which includes presentations, case studies and panel discussions to discuss key aspects of the market, including:

- » A re-awakening for structured products in Asia?
- » A new dimension for alternative solutions in Asian portfolios
- » Investment opportunities in China, Japan and other markets
- » Enhancing customer service through operational excellence
- » How can banks use technologies for a competitive edge in the era of digital banking?
- » Maximising your relationship with the family
- » Tackling the offshore challenge
- » Who wants to be a private banker today?
- » Helping your clients manage the compliance burden

You can receive a certificate to prove your attendance today. Whether you are joining us for either the morning or the afternoon segments, or the whole day, you must sign your own name at the registration desk at several points throughout the forum - the start of the day, at lunchtime, and at the end of the day. Please listen out for our announcements so that you don't miss this opportunity.

We will also be video-recording the presentations and writing up content from the discussions - and we will send this to you.

Special thanks to our many sponsors. And thank you for your support and attendance. We hope you enjoy the forum. And please do share with us your comments and suggestions via the feedback forms, or in person.

Michael Stanhope
Chief Executive Officer
Hubbis

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Agenda

8.40am **Registration**

9.00am **Welcome address**

Andrew Crooke

Editor

Hubbis

SESSION 1 - INVESTMENT & PRODUCT OFFERINGS

9.05am **Panel discussion**

A re-awakening for structured products in Asia?

- What are the key trends, themes and appetite influencing structured products in Asia?
- What is being sold? Where are investors bullish / bearish?
- How does the market today compare with where it was at in 2007? Has investor confidence in structured products been restored post-crisis?
- How should advisers talk to clients about structured products in today's environment? What and where is an appropriate fit within portfolios?
- How can training and education help to establish more confidence?
- How are regulations continuing to affect the market for structured products?
- What role do structured products have in terms of generating yields in light of upcoming market challenges? Are new products able to overcome challenges of low volatility and low yields?
- What is the outlook for structured products in 2015?

Chair

Andrew Crooke

Editor

Hubbis

Panel members

Edouard Hoepffner

Executive Director, Head of New Product and Client Solutions

Coutts

Paul Gambles

Managing Partner

MBMG Group

Eugene Lee

Head of Financial Products Sales & Deritrade®, APAC

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For more information on how Private Client Services can assist, please contact:

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Agenda

- 9.45am** **Presentation**
Hedge funds post-crisis
- Mark Smallwood**
Managing Director, Head of Franchise Development and Strategic Initiatives, APAC
Deutsche Asset & Wealth Management
- 10.00am** **Presentation**
Market outlook on Asian bond markets and currencies
- Kheng Siang Ng**
Asia Pacific Head of Fixed Income
State Street Global Advisors
- 10.15am** **Presentation**
Creating a new investment experience
- David Schmid**
Head of Asia Structured Solutions
Leonteq Securities (Singapore) Pte Ltd
- Leonteq Securities – an introduction: next generation structured products
 - Are you selecting the right equities? What are the best performing equity funds in 2014 invested in?
 - Smart Data: real-time client driven analytics comparing short and long-term trends
- 10.30am** **Refreshments & networking**
- 11.00am** **Panel discussion**
A new dimension for alternative solutions in Asian portfolios
- What changes have there been in how alternatives are defined?
 - What are the key trends in appetite for alternatives among private clients?
 - What alternatives do clients have most interest in and why?
 - To what extent is there a genuine desire to get more involved in hedge funds?
 - Where is the appetite for private equity, real assets and other direct investments?
 - How do providers of alternatives need to adapt and evolve their offerings?
 - What influences are broader investment trends having on the role and potential for alternatives - for example, investment outlook, funds passporting, regulations, etc?
- Chair**
- Andrew Crooke**
Editor
Hubbis

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Agenda

Panel members

John Ng

Managing Director, Head of Research and Head of Product Marketing
Bank of Singapore

Mozamil Afzal

Global Chief Investment Officer
EFG Asset Management

Mark Smallwood

Managing Director, Head of Franchise Development and Strategic Initiatives, APAC
Deutsche Asset & Wealth Management

11.40am **Presentation**
Asia fund passporting

Wing Chan

Director of Manager Research
Morningstar

11.55am **Presentation**
Abenomics: what's left in the quiver?

Simon Cox

Managing Director and Investment Strategist, Asia Pacific
BNY Mellon Investment Management

- Two years after Shinzo Abe returned to political prominence, a growing number of commentators are losing faith in “Abenomics”. Some critics doubt that Abenomics can defeat deflation for good. A second, larger group believes that the Bank of Japan can beat deflation, but its victory will be hollow
- Simon will present his views on Japan. He argues that the Bank of Japan will banish deflation and in doing so, help the economy a great deal. He portrays an end to deflation as both probable and consequential. He does not doubt that Japan suffers from serious structural shortcomings – and he welcomes Abe’s efforts to ameliorate them. But the lack of structural reform is not yet the binding constraint on Japan’s growth. The third arrow is nothing without the first

12.10pm **Presentation**
Bespoke access to Chinese onshore markets

Ryan Chan

Director, Financial Engineering, Cross-Asset Solutions
Societe Generale Corporate & Investment Bank



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Agenda

SESSION 2 - TECHNOLOGY DISRUPTION

12.25pm **Presentation**
Digital banking: we should have thought of this earlier

Bert-Jan Van Essen
Co-Founder, Managing Director
Dragon Wealth

- What if your clients were grouped automatically based on their behaviours in investor circles that helps your relationship managers better understand your clients' needs and interests?
- What if your clients could see how the latest news affects their portfolio and your relationship managers get at-a-glance information to better advise your clients to perform better?
- What if the very same mobile application recommends investment products that are tailored to your clients' behaviour and needs?
- But "what if" is yesterday's talk - digital banking is needed today

12.35pm **Head to Head Q&A**
Enhancing customer service through operational excellence

Mark Taylor
Sales Director, Asia Pacific
SmartStream Technologies

A "live" Q&A on stage - to cover:

- What are the current drivers for private wealth managers?
- What are the common hurdles to operational excellence faced by private wealth managers?
- Why are middle- and back-office processes not already automated?
- How is automation going to help private wealth managers to improve/achieve better customer service?
- Will this help private wealth managers to keep pace with today's rapidly-evolving investment objectives and regulatory requirements?
- Is it possible to enhance efficiency and drive down the cost of doing business while not compromising service delivery?

12.45pm **Head to head Q&A**
How can banks utilise new technologies to gain a competitive edge in the era of digital banking?

Bruno Richle
Chairman & Chief Executive Officer
CREALOGIX Group

A "live" Q&A on stage - to cover:

- What technological innovations are you expecting to see in the near future?
- Do these innovations help banks gain a real competitive edge?
- How effective is the alignment of technological innovation with business processes?
- How can digital banking support the increasing regulatory compliance requirements?

12.55pm **Lunch**

KNOW HOW.

Is your data making sense?

Wealth managers today are under pressure to help a multitude of stakeholders make sense of investment data - fund managers, relationship managers, regulators, business teams and, most importantly, their clients.

A sensible approach to data leads to sensible, informed oversight and better investment decisions.

However...to make sense, the management, enrichment and delivery of investment data is ever more critical, especially when dealing with the magnitude, speed and inconsistency of information today.

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SESSION 3 - DEALING WITH TRANSPARENCY

1.40pm

Panel discussion

Maximising your relationship with the family

- What are the issues wealthy individuals & families should consider with regard to legacy, estate & succession planning, and tax planning?
- How can you create an emotional connection in relation to the need for wealth and succession planning?
- How can you manage the different risk profiles between the business and the family?
- How can you provide relevant access to capital markets / other investment opportunities?
- What can families do to best preserve wealth from one generation to the next?
- How should families think about governance and structure of the family wealth?
- When and how is it appropriate to engage product and service providers?
- How should you tackle the offshore challenge?

Chair

Andrew Crooke

Editor
Hubbis

Panel members

Robin Amacher

Head of Business Development
Swiss Life

Juerg Steffen

Managing Partner, Singapore
Henley & Partners

Nigel Rivers

Global Head of Private Clients
TMF Group

Marcus Hinkley

Group Partner, Private Client, Singapore Office
Collas Crill

2.15pm

Head to Head Q&A

Tackling the offshore challenge

Angelo Venardos

Chief Executive Officer
Heritage Trust Group

A "live" Q&A on stage - to cover:

- In dealing with regulatory and compliance issues today – why are wealth managers finding it so difficult dealing with offshore companies?
- How are some of these challenges going to develop?
- Regulation of corporate service providers
- What are the implications for the new EOI regime?

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Estate Planning
Real Estate
Direct Investments
Asset Consolidation



Agenda

2.25pm Presentation
Residence and citizenship planning - an overview

Juerg Steffen
Managing Partner, Singapore
Henley & Partners

- Reasons why wealthy people relocate
- Reasons for an alternative citizenship
- Current developments in investor immigration and alternative citizenship

2.35pm Presentation
Trusts v insurance as succession planning tools

Nigel Rivers
Global Head of Private Clients
TMF Group

2.50pm Presentation
Wealth: a blessing or a burden?

Hiu Chee Fatt
Business Development Director
Labuan IBFC

- Planning ahead is key – choosing the right tool
- Trusts and foundations – advantages and disadvantages

3.05pm Refreshments & networking

SESSION 4 – SELLING SKILLS

3.30pm Panel discussion
Who wants to be a private banker today?

- What does it mean to be a private banker today? How is the role changing?
- What are the biggest challenges private bankers now face? How can they tackle these – both individually and with the support of their organisations?
- What are some of the ways the front-line can work effectively under an ever-sharper and brighter regulatory and compliance spotlight?
- How can private bankers boost their productivity?
- What are the ways to make more money – and while still acting and behaving “ethically”?
- What is the most effective measure of a private banker’s performance? How should they be measured?
- How can the industry create the next generation of private bankers? Where will they come from?
- What are some of the key differences expected with the influx of Gen Y bankers? Have they got what it takes?

Chair

Andrew Crooke
Editor
Hubbis



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Agenda

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Steve Knabl

Managing Partner
Swiss Asia

Jay Jhaveri

Head of Business Development, Asia
Wealth-X

Suwendu Ganguli

Chief Operating Officer
Temaswiss Wealth

Steven Seow

Head of Wealth Management, Asia
Mercer

4.10pm

Presentation

How market psychology moves prices: using news and social media analytics to improve trading decisions, risk management and economic forecasting

Richard Peterson

Chief Executive Officer
MarketPsych LLC

- Research on investor psychology reveals systematic mistakes
- Text analytics shows how news moves market prices
- Improve trading decisions with sentiment-based strategies
- Managing risk: quantitatively identify bubbles and market bottoms
- Forecasting economic activity based on real-time news and social media commentary

4.25pm

Presentation

CAIA: a toolkit for today's investment professionals

Peter Douglas

Principal
CAIA Singapore



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Company profile

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Agenda

4.35pm

Panel discussion

Helping your clients manage the compliance burden

- What are the biggest external risks organisations face (hacking, security breaches, fraudulent websites, email fraud, etc)?
- What safeguards can protect firms from malicious attacks of hacking, fraud, breaches and theft?
- What are the most forward-thinking banks doing to develop processes and technology-based systems to support & drive compliance as well as efficient operations?
- How can financial services firms align compliance programmes with business goals?
- What does the move towards greater transparency really mean for wealth managers?
- What are the advantages and disadvantages of standardising ethics and broader compliance policies as well as the code of conduct – both across the region and globally?
- Are some banks taking a “light touch” towards compliance and regulation in certain jurisdictions? What are the drawbacks of over-regulating the firm’s activities? (Costs, competition, etc).
- How can RMs remain compliant and business-friendly at the same time?

Chair

Andrew Crooke

Editor
Hubbis

Panel members

Philippa Allen

Chief Executive Officer
Compliance Asia

Kristen Tiner

Head of Risk Segment, Asia Pacific, Financial & Risk Business
Thomson Reuters

Eric Boes

International Tax
Amicorp Group

Lawrence Grincer

Chief Operating Officer
AG Delta

5.05pm

Forum ends

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*Source: Hermes, as at 30 June 2014



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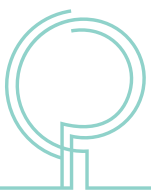
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What do they value in financial services?
Where are they going for advice?
Why do their opinions matter?

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Speaker biographies



Edouard Hoepffner
Executive Director, Head of New Product and Client Solutions
Courtts

Based in Singapore, Edouard heads client solutions and new product development in Asia for courtts, with teams based in Singapore and Hong Kong. He leads a team of specialists in funds, alternatives, derivatives and product governance. Edouard has worked for the last 13 years in investment management, investment banking and wealth management. Before joining Courtts, he was a managing director at Daiwa Capital Markets based in Hong Kong, where he was responsible for setting up the derivative structuring team in Asia ex-Japan across all asset classes. Prior to that, he also worked for Merrill Lynch, Deutsche Bank and SG Asset Management in Hong Kong, Singapore and Paris. Edouard graduated from the HEC School of Management majoring in Finance.



David Schmid
Head of Asia Structured Solutions
Leonteq Securities (Singapore) Pte Ltd

David is head of Asia structured solutions at Leonteq Securities (Singapore) Pte Ltd. Prior to joining EFG Bank AG, Singapore Branch, EFG Financial Products Division, he was working for EFG Financial Products AG in Zurich as co-head structured solutions in the Swiss-German region. In this function, he was responsible for the client relationship management and distribution of financial products to independent financial advisers and private banks across all asset classes. David started his career in 2006 with UBS AG, where he had been involved in various platform projects for the private banking division. He holds a bachelor degree in Economics with a major in Banking and Finance.



John Ng
Managing Director, Head of Research
Head of Product Marketing
Bank of Singapore

John is head of research at Bank of Singapore, overseeing research in equities, bonds and funds. John is also responsible for the marketing and communications of all investment products found under the bank's product platform. John has more than 20 years of banking experience that covers corporate banking, project finance, and asset management.



Mark Smallwood
Head of Franchise Development and Strategic Initiatives, APAC
Deutsche Asset & Wealth Management

Mark is a managing director, and is head of franchise development and strategic initiatives for Deutsche Asset & Wealth Management (DeAWM) in Asia Pacific (APAC). He is a member of the DeAWM APAC Extended Executive Committee and the Wealth Management APAC Executive Committee. In his current role, Mark is responsible for developing and executing DeAWM and "One Bank" client engagement activities, identifying and closing knowledge gaps within DeAWM, and raising the profile of DeAWM with external stakeholders. Mark has been with Deutsche Bank since 2003, when he spent six years in Geneva as global head of insurance solutions before moving to Singapore where he spent five years as head of wealth planning for APAC. After four years as an infantry officer in the British Army, Mark worked as an independent financial adviser with Sedgwick Group in London (now part of Marsh Inc) for six years. He spent nearly nine years in the Caribbean where he established a multi-family office which included an insurance company, trust company, corporate services business and asset management company, and sold this in 2003 to take up a role with Deutsche Bank in Geneva, Switzerland.



Mozamil Afzal
Global Chief Investment Officer
EFG Asset Management

Moz is the chief investment officer (CIO) of EFG Asset Management (EFGAM) and the chief executive officer of EFGAM UK. He is chairman of the EFGAM Asset Allocation Committee, and has overall supervisory responsibility for the investment process. He joined EFG Private Bank in 1994, and was appointed as a director and CIO in March 2003, and as a director of asset management in January 2000. In his previous capacity at EFG, he managed a series of fixed income funds and multi-asset class portfolios, and has held supervisory roles in multi-manager long-only and hedge fund investments. Prior to joining EFG, he was an investment analyst in the macro-economic policy division at HM Treasury. Moz holds a BSc Hons Degree in Mathematics from Middlesex University and an MBA from Aston University.



Simon Cox
Managing Director and Investment Strategist, Asia Pacific
BNY Mellon Investment Management

Simon is BNY Mellon's investment strategist for Asia-Pacific, based in Hong Kong. As part of the company's global strategy team, he studies the region's economic prospects, identifies investment trends and communicates these insights to portfolio managers, clients and the media. Prior to joining BNY Mellon, Simon spent over 10 years as a journalist with The Economist magazine. He was the magazine's economics correspondent in London before moving to India in 2007 to cover South Asia's economies. From 2010 to 2014 he was the magazine's Asia Economics Editor in Hong Kong, concentrating on China's economy. During his career at The Economist, Simon wrote special reports about the technological ambitions of India and China ("High-tech Hopefuls", 2007), the world's arduous recovery from the global financial crisis ("The Long Climb", 2009), China's surprisingly resilient economy ("Pedalling Prosperity", 2012) and the Koreans ("Parallel Worlds", 2013). In 2008, he edited "The Growth Report", published by the Commission on Growth and Development, chaired by Nobel laureate Michael Spence. He studied at Cambridge, Harvard and the London School of Economics.



Ryan Chan
Director, Financial Engineering, Cross-Asset Solutions
Societe Generale Corporate & Investment Bank

Ryan began his investment banking career at Morgan Stanley in London in 2000, after completing his MEng in Engineering, Economics and Management at the University of Oxford. At Morgan Stanley, Ryan worked in the corporate finance division as well as credit derivatives structuring and trading. Ryan moved to Asia in 2006 to join UBS as head of Asia ex-Japan credit structuring. Subsequently, he became the head of Asia ex-Japan credit structuring for Credit Suisse from 2010 to 2013. Ryan joined Societe Generale's Cross-Asset Solutions group in August 2013 and is based in Hong Kong; he focuses on the regional Structured Credit and Greater China cross-border businesses.



Wing Chan
Director of Manager Research, Asia
Morningstar

Wing is Director of manager research for Morningstar Asia, overseeing Morningstar's qualitative fund research activities in Hong Kong, Singapore, Malaysia and Taiwan, and is responsible for providing investment thought leadership on topics relevant to investors in Asia. Chan was previously investment counselor and vice president of EFG Bank, where he advised on investment solutions for the bank's clients and relationship managers and contributed to the bank's mutual fund research and due diligence effort in Asia. He previously worked as an investment associate for Macquarie Private Bank and as an investment consultant for Lonsec Limited. Wing holds a bachelor's degree in economics and finance, with merit, from the University of New South Wales, and obtained the Certified Investment Management Analyst (CIMA) designation in 2009.



Speaker biographies



Bert-Jan Van Essen
Co-Founder, Managing Director
Dragon Wealth

Bert-Jan is co-founder and managing director of Dragon Wealth. Prior to this, Bert-Jan was CIO for private banking at Credit Suisse in APAC. In this role he expanded across geographies, working with the leadership team in APAC to expand into four new locations: India, Taiwan, Australia and Japan. He also focused on the business, by driving top-line growth through the introduction of new client capabilities and an improved bottom line by driving down development costs and improving employee efficiency. In addition, Bert-Jan assessed mergers, by overseeing the IT part of M&A deals to improve the footprint in existing locations, and he improved the client experience and profitability by introducing online advisory capabilities and drastically increasing the quality of client reporting. Before this, Bert-Jan oversaw the implementation of online banking and front-office tools globally for Credit Suisse. With his team, he won the European Banking Technology award for "Best in class IT Strategy" in 2007. Bert-Jan attended the Stanford University Graduate School of Business on the Executive Program for Growing Companies and holds an MSc. in Financial management from Universiteit Nyenrode in the Netherlands.



Mark Taylor
Sales Director, Asia Pacific
SmartStream Technologies

Mark works as sales director Asia Pacific at SmartStream and is responsible for working with customers across the region to improve their transaction processing efficiencies. Mark has been with the company for nine years and prior to this role has been responsible for pre-sales and business development. Mark has 18 years industry experience in architecting and implementing STP solutions, especially in reconciliations and trade process management across different business sectors and around the world. Before joining SmartStream, Mark has worked at Braid, Mercator and Singularity.



Bruno Richle
Chairman & Chief Executive Officer
CREALOGIX Group

Following his studies of electrical engineering with focus in computer science and communications engineering at the University of Applied Sciences Rapperswil, Bruno was employed from 1985 to 1989 in the Bührlé Group. During this time, from 1986 he was head of the department of electronic engineering with Oerlikon Aerospace in Montreal, Canada, and responsible for the electronic engineering of the guided missile system ADATS. From 1990 to 1996 he was a member of the executive management and Technical Director with Teleinform AG in Bubikon, at that time a leading Swiss company in telematics. In 1996 he was a founding member of CREALOGIX AG, which went public under his leadership in 2000.



Robin Amacher
Head of Business Development
Swiss Life

Robin Amacher is head of business development and marketing in Asia for the subsidiary of the leading Swiss Life and Pension Insurance Company. His previous roles and achievements include: providing industry outlook and strategic advice to private banks; developing global business plans within international private banking, investment and insurance organisations; sponsored development of family office business strategies; global strategic project management expertise in major financial institutions; developed and introduced new investment and wealth management product programmes in leading global financial institutions; initiated the largest Swiss private equity fund of funds programme for institutional investors in Switzerland; and defined and implemented the global investment objective setting and investment proposal standards for a leading global private banking group. His academic achievements include a Master of Business Administration, USC, Los Angeles, California, 1992; and International Business Education and Research (IBEAR), Entrepreneur Program, Real Estate Asset Management.



Juerg Steffen
 Managing Partner, Singapore
 Henley & Partners

Juerg is a member of the Executive Committee of the group and is the managing partner of the Singapore office. Juerg has over 20 years' experience in the financial services industry. He established and developed a private bank operation for one of the leading banks in Switzerland. Thereafter, he was a director in the cross-border wealth planning department of UBS in Zurich, advising HNWI and key clients in all matters regarding financial, residence and citizenship planning. Before joining Henley & Partners, he was a personal adviser for the members of one of the wealthiest families in Europe and a member of the management board and head of the wealth planning department of a leading private bank in Austria. He wrote and published books about relocating to Switzerland and Austria.



Nigel Rivers
 Global Head of Private Clients
 TMF Group

Nigel is the managing director of TMF Hong Kong Limited. He joined the company in August 2008 as the head of private clients in Hong Kong. At the start of 2010, Nigel was appointed head of private clients for the Asia region, and took on the additional role of managing director of the Hong Kong office. He is responsible for high net worth individuals with multiple assets and wealth management needs. In early 2014, he became global head of private clients. Nigel qualified as a solicitor of the Supreme Court of England and Wales in 1989. He specialised in corporate and commercial law, with a niche area of sports clients. Prior to joining TMF Hong Kong, Nigel advised athletes, sports personalities and investors in sports clients across the globe. Since 2011, Nigel is also part of the APAC Executive Committee.



Marcus Hinkley
 Group Partner, Private Client, Singapore Office
 Collas Crill

Marcus is a group partner and head of the Singapore office for Collas Crill. He advises, trust companies, banks, HNWI and lawyers structure offshore trusts. He is the only trust lawyer in Asia to have worked in BVI, Cayman Islands and Channel Islands, and has worked for the leading firms in each location. Marcus has extensive experience in advising institutional trustees and private individuals on a wide variety of private and commercial trust arrangements, including the responsibilities as trustee, wealth planning structures, private trust companies, pension advice, unit trusts, securitisations and other structured finance arrangements. In Legal 500, Marcus is praised for his "unrivalled cross jurisdictional experience".



Angelo Venardos
 Chief Executive Officer
 Heritage Trust Group

Angelo is the chief executive officer and Founder of the Heritage Trust Group. Heritage is an independent trust and corporate services company with offices in Singapore, Hong Kong and the BVI, with a staff complement of 60 professionals, and has associated entities in Brunei, New Zealand and Seychelles. Angelo was appointed in 2013 to the Board of Directors of the Society of Trust and Estate Practitioners (STEP) Worldwide in London. Previously being the Chairman of STEP Singapore during 2009 to 2011, giving up the position to represent South-east Asia as a Council Member of STEP Worldwide in London. He has been living in Singapore for the past 14 years.



Speaker biographies



Hiu Chee Fatt
Business Development Director
Labuan IBFC

Chee Fatt first joined Labuan IBFC as trust adviser, bringing with him more than two decades of exposure in capital markets, financial products and fund management. Prior to Labuan IBFC, he served as director of legal, compliance and risk management at one of the largest multinational fund management companies in Malaysia, after heading the credit and risk management functions of various financial institutions. Chee Fatt holds an Advanced Diploma of Business Administration from the Association of Business Executives (ABE) and a Master of Business Administration from the College of Cambridgeshire, both in the UK.



Pathik Gupta
Director, Head of Wealth Management, Asia Pacific
McLagan Partners

As director and Asia Pacific head of wealth management for McLagan, the pre-eminent performance and rewards consultancy for the financial services sector, Pathik works with private banks and asset managers to address their challenges in business performance, sales effectiveness and remuneration. Pathik also co-ordinates projects in Asia Pacific for McLagan's subsidiary Scorpio Partnership, the leading market research and strategy consultancy focused on wealth management. Pathik has over 12 years of experience within the financial services consulting and private banking industries. He joined McLagan from Credit Suisse where he held roles in product sales development as well as business management. His prior consulting experience at KPMG and The Boston Consulting Group gives him in-depth knowledge of the challenges faced by clients. Pathik graduated with Bachelor of Applied Science (First class honors) in Computer Engineering from Nanyang Technological University, Singapore and went on to pursue his M.S. from Singapore-MIT Alliance (joint collaboration between National University of Singapore and Massachusetts Institute of Technology). He also holds an MBA with Distinction from INSEAD. Pathik is an active philanthropist and is a District Councilor with the Singapore Government's Southwest Community Development Council.



Steve Knabl
Managing Partner
Swiss Asia

Steve, managing partner of Swiss-Asia, is a Swiss national with 15 years of extensive experience in the alternative fund management, wealth management and financial services field. Steve has an in-depth knowledge of alternative investments, wealth management as well as brokerage and trading operations. He is also experienced in project coordination and operational implementation of complex business strategies. His very diverse experience over the years has allowed him to acquire extensive product knowledge in diverse businesses and business processes that enable him to efficiently translate visions into action. Leadership of teams in diverse business lines are also his forte. Steve joined Swiss-Asia in January 2008. His responsibilities encompass deal & project negotiation and structuring of funds and private wealth management deals in Asia, operations management, legal & compliance, technology, finance, HR, due diligence processes and structural risk management for the firm as a whole. Steve attended the University of Neuchatel – Switzerland, in the “Faculte des Sciences Economiques” and continued to acquire a Bachelor of Sciences Degree (BSc) in International Hospitality Management at the Ecole Hôtelière de Lausanne – Haute Ecole Spécialisée (HES).



Jay Jhaveri
Head of Business Development, Asia
Wealth-X

Jay Jhaveri is the head of business development for Asia at Wealth-X, the leading provider of qualified prospects and intelligence on ultra high net worth (UHNW) individuals. Prior to joining Wealth-X, Jay was the head of World-Check in Asia. Jay established the World-Check operations and led the sales effort in the region for almost 10 years. Under his watch, the sales from Asia saw sustained growth for more than nine years (thirty-six quarters of continuous growth). During his time at World-Check, Jay published numerous papers and his views were frequently sought by the press and academics. His articles continue to be referenced even at present. A noted speaker, Jay has addressed conferences in Asia and is considered an expert in the area of risk. World-Check was subsequently acquired by Thomson Reuters. Before his tenure at World-Check, Jay was a professional banker for more than 12 years, eight of which were in the area of private banking. He has worked with leading European Banks in India, the UK and Singapore. Jay holds an MBA in Finance and a BBA in Economics.



Suwendu Ganguli
Chief Operating Officer
Temaswiss Wealth

A Swiss national with over 22 years of experience in wealth management, corporate banking and full-service brokerage, Suwendu is recognised as a pragmatic business enabler who drives measures that are proportionate and risk-graduated to meet emerging risk themes and regulatory changes. Extensive experience in interfacing at senior levels with regulators, governmental agencies and markets/exchanges in the US, Asia and Europe. Fifteen years of his career evolved in Switzerland in the prestigious private banking arms of JP Morgan and Deutsche Bank. With Deutsche Bank (Suisse) SA, his responsibilities covered wealth management units, compliance, operational risks, product solutions and discretionary portfolio management functions for all hubs including Swiss offices, Milan, Luxembourg, London and the Channel Islands. Subsequently, out of Singapore, his audit responsibilities included wealth management, retail and asset management across Asia Pacific. Suwendu has been a conduit for the evolving European best-practices in private banking and a strong proponent of risk-based and banking culture-sensitive emulation of such practices across the ASEAN and South Asian regions. Recently, as the functional COO for Standard Chartered Bank's Corporate SME Banking segment for South East Asia, acclaimed for designing and delivering classroom training and workshops to around 1,800 frontline bankers across ASEAN countries on topics such as KYC due-diligence, customer suitability and conduct risks. Educated at Kent University (UK) and Webster University (USA).



Steven Seow
Head of Wealth Management, Asia
Mercer

With a background in many different aspects of wealth management, Steven was appointed Mercer's head of wealth management in Asia in October 2013. Although based in Singapore, he travels extensively to work with the firm's financial institution client base across Asia. Prior to joining Mercer, Steven was director of banking and wealth management at Ernst & Young Advisory in Singapore for just over five years, offering private and retail banks in Asia business advisory services in investment suitability, product development and business operations controls. He has also worked in Citi Private Bank, IBM Business Consulting, PricewaterhouseCoopers Consulting and Odyssey Financial Technologies.



Peter Douglas
Principal
CAIA Singapore

Peter served on the CAIA Board of Directors from 2006 to 2014. He is an inaugural-cohort CAIA charterholder, and was the first charterholder in Singapore. He is the principal and founder of Singapore-based GFIA Pte Ltd, the longest-established hedge fund consulting firm in Asia. Peter was the inaugural Council Member for Singapore for the Alternative Investment Management Association, and was one of the founders of the Financial Planning Association of Singapore. Prior to founding GFIA, Peter worked for Aberdeen Asset Management Asia in Singapore, after 10 years at the F&C group of asset management companies, in London and Tokyo, latterly in Foreign and Colonial Emerging Markets Limited. Peter holds a BA (Hons) from the University of Exeter and an MBA from INSEAD and has sat on the MBA admissions committee of that school as well as having been secretary of the Singapore alumni association. He is a Singapore Distinguished Financial Industry Certified Professional and was voted by aiCIO magazine one of the 25 most influential asset consultants of 2013.



Richard Peterson
Chief Executive Officer
MarketPsych LLC

Richard is managing director at MarketPsych and a behavioural finance expert, investment adviser, psychiatrist, and consultant to the financial industry with clients including Goldman Sachs, Morgan Stanley Smith Barney, and Merrill Lynch Global Wealth. He is an associate editor of the Journal of Behavioral Finance, and has published widely in academic journals and textbooks. His book Inside the Investor's Brain (Wiley, 2007) was reviewed as "outstanding" in Barrons. At MarketPsych he specialises in the implementation of both investor training programs and market-beating investment strategies. Richard was portfolio manager of the MarketPsy Long-Short Fund LP. Previously he developed neural network-based market forecasting software and traded stocks, futures, and options for Intelligent Investments Partners. Richard has a Doctor of Medicine degree (M.D.) and undergraduate degrees in Electrical Engineering and Arts from the University of Texas, all with honors. He is Board Certified in Psychiatry. Dr. Peterson has performed behavioral finance and neuroeconomics research at Stanford University. He has developed financial psychology profiling tools, published in academic journals, and has given presentations to scholars at Stanford, Berkeley, and MIT.



Speaker biographies



Kristen Tiner
Head of Risk Segment, Asia Pacific, Financial & Risk Business
Thomson Reuters

Kristen is the head of risk segment, Asia Pacific for Thomson Reuters Financial & Risk Business. Her remit is to represent the three sectors of products in the risk business in APAC – enterprise risk management, financial crime & reputational risk and pricing & reference services. Previously Kristen served as a strategic sales director within the risk business. Her remit was across industries in North Asia with a special focus on the global financial services community and its regulatory compliance, risk, audit & controls functions. She moved to Hong Kong in 2012 from New York where she was a major account director for banking & securities at Thomson Reuters Governance, Risk & Compliance Group. Kristen came to Thomson Reuters through the Complanet acquisition as one of the original Governance, Risk & Compliance employees. Prior to beginning her work in compliance & risk she worked for Gartner, Inc in New York on large technology infrastructure projects for media companies and professional sports leagues. Kristen is a member of the Women in Finance Steering Committee and volunteer-coaches hockey at the Hong Kong Football Club. She is a graduate of the Stephen M. Ross School of Business at the University of Michigan, holding a BBA with distinction in Business Administration and a BA in English. She is an avid snow skier, hockey player and traveler.



Lawrence Grincer
Chief Operating Officer
AG Delta

Lawrence is the chief operating officer and co-founder of AG Delta. Over his 25-year career, he has worked for the global leaders in management consulting (Accenture), business process integration (TIBCO Inc) and financial technology (Reuters Plc & SunGard). Lawrence's multi-disciplinary expertise in the design and delivery of high performance, e-commerce transaction systems, governs the technology and operational direction undertaken at AG Delta. Lawrence holds a Bachelor in Engineering in Software Systems from Curtin University in Western Australia.



Philippa Allen
Chief Executive Officer
Compliance Asia

Philippa, chief executive officer and managing director of ComplianceAsia, has over 20 years' extensive experience of business and regulation in Japan, Korea, Taiwan, the PRC, Hong Kong, Singapore, South East Asia, the Indian Subcontinent and Australia. She has extensive knowledge of business and regulation in both the developed and emerging economies of the region. She has considerable experience in industry led lobbying of Asian regulators and has been a member of various consultative groups with regulatory bodies. The launch of ComplianceAsia in 2003 was driven by her particular expertise and experience in developing compliance solutions for foreign and new entrant financial institutions in these markets as well as in managing regulatory issues arising from mergers and acquisitions. Seeing a niche in the industry, ComplianceAsia focuses solely on providing compliance advice, consulting and solutions for the financial industry. ComplianceAsia has offices in Hong Kong and Singapore and employs 30 people, all with a financial industry background and a mix of compliance, legal and accounting skills.



Eric Boes
International Tax
Amicorp Group

Eric is an international tax professional and holds a master degree in Fiscal Economics in The Netherlands. He started as international tax advisor at Arthur Andersen and switched in 1999 to in-house tax departments of multinationals, first at Philips Electronics, followed by 11 years as global Head of Tax of Atos Origin. Eric joined the Amicorp Group in 2012 as group international tax consultant. In this capacity Eric is focusing on global developments to multilateral automatic exchange of information that lead to Global Tax Transparency, including FATCA, IGAs and the G20/OECD initiative to Common Reporting Standards. Eric is global lead of the FATCA team of Amicorp, responsible for product and business development of FATCA compliance services and compliant solutions in the private client market.



Kheng Siang Ng
Asia Pacific Head of Fixed Income
State Street Global Advisors

Kheng Siang is the Asia Pacific head of fixed income at State Street Global Advisors, based in Singapore. He is responsible for leading the Asia Pacific fixed income teams managing global and local fixed income mandates as well as driving the regional effort to provide innovative fixed income solutions to clients in the region. Prior to joining SSgA in 2005, Kheng Siang was a portfolio manager at ABN AMRO Asset Management where he managed global fixed income portfolios. Kheng Siang started his career as a Portfolio Manager at Bank Negara Malaysia where he managed fixed income portfolios of the foreign reserves and held the position of head of the financial market analysis section. Kheng Siang holds a First Class Honours degree from the London School of Economics and Political Science (LSE) in B.Sc (Econ) Accounting and Finance under a scholarship from Bank Negara Malaysia. He has earned the Chartered Financial Analyst and Chartered Alternative Investment Analyst Designations, and served as a committee member of the Malaysian Society of Financial Analysts from 1999 to 2001.



Paul Gambles
Managing Partner
MBMG Group

Paul, managing partner and co-founder of MBMG Group, introduced multi-asset class investing into Thailand in 1999. He is a regular speaker at events on market forecasting, financial planning, investing and legal issues. He frequently writes newspaper columns and is often guest hosts on CNBC's "Squawk Box", and most days on Money Channel's "News at Ten" programme. Paul's MBMG Updates can be found at <http://mbmg-group.com/blog/> and he can be contacted at paul@mbmg-international.com



Eugene Lee
Head of Financial Products Sales & Deritrade®, APAC
Vontobel Investment Banking

Eugene Lee currently serves as the head of financial products sales & Deritrade®, APAC at Vontobel Investment Banking. In 2012 he was the global head of sales at E Funds International, China's largest asset management by AUM. From 2010 to 2012, he served as the co-head of global markets and the head of equities, APAC at BBVA and served as an advisor to Citic Carbon Asset Management a subsidiary of the Citic Group. From 2006-2010, he served as head of wealth management sales focused on private banks, APAC at HSBC Global Banking and Markets. From 1997-2006 he was responsible for various management roles in the investment bank and private wealth management with JP Morgan and Morgan Stanley & Co.



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BNY Mellon Managed Investments

BNY Mellon Managed Investments is Asia's first third-party managed accounts company that enables financial intermediaries to deliver professionally managed multi-currency investment accounts to high net worth investors in the region.

It is part of BNY Mellon, a global leader in third-party managed accounts*, with nearly US\$400 billion in assets under administration, servicing more than one million client accounts as of 30 June 2014**. The company combines the investment expertise of BNY Mellon's investment management business and the operational capabilities of the firm's investment services business.

In January 2014, BNY Mellon Managed Investments launched Spectrum, Asia's first separately managed accounts business that offers investors a choice of investment strategies from leading global investment advisers, and allows financial intermediaries to customise to their clients' investment objectives and desired portfolio requirements.

BNY Mellon Investment Management

BNY Mellon Investment Management is one of the world's leading investment management organisations and one of the top US wealth managers, with US\$1.6 trillion in assets under management as of 30 June 2014. It encompasses BNY Mellon's affiliated investment management firms, wealth management services and global distribution companies.

Its multi-boutique investment management model encompasses the skills of world class specialist investment managers. Each has its own unique investment philosophy and proprietary investment process and each is a leader in its field. It is a structure that encourages an entrepreneurial, focused approach to investment and creates an environment in which each investment manager can best perform and build on its individual experience and organisational strengths in the development of new products. BNY Mellon Investment Management is the investment management arm of BNY Mellon.

BNY Mellon

BNY Mellon is a global investments company dedicated to helping its clients manage and service their financial assets throughout the investment lifecycle. Whether providing financial services for institutions, corporations or individual investors, BNY Mellon delivers informed investment management and investment services in 35 countries and more than 100 markets.

As of 30 June 2014, BNY Mellon had US\$28.5 trillion in assets under custody and/or administration. BNY Mellon can act as a single point of contact for clients looking to create, trade, hold, manage, service, distribute or restructure investments. BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation (NYSE: BK).

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CREALOGIX has created an innovative and comprehensive product suite for the digital bank of tomorrow. Its focus is on changing customer needs for mobility, security, personalised advice and a comprehensive user experience.

The shares of CREALOGIX Holding AG (CLXN) are traded on the SIX Swiss Exchange.

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CREALOGIX 

Deutsche Asset & Wealth Management



About Deutsche Asset & Wealth Management

With €931 billion of assets under management (as of December 31, 2013), Deutsche Asset & Wealth Management (DeAWM) is one of the world's leading investment organisations.

DeAWM offers individuals and institutions traditional and alternative investments across all major asset classes. It also provides tailored wealth management solutions and private banking services to high net worth individuals and family offices.

DeAWM's Alternative & Fund Solutions team has almost 40 years' experience in alternatives investment across Asia, Europe, and the Americas.

It offers solutions across a range of asset classes and vehicles – including hedge funds, fund derivatives, private equity and private markets and retirement solutions – to private and institutional investors.

It was recently recognised as "Hedge Fund Derivatives House of the Year" for the sixth consecutive year.

Key contacts

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Henley & Partners is the global leader in residence and citizenship planning. Each year, hundreds of wealthy individuals, families and their advisors rely on our expertise and experience in this area. Our highly qualified professionals work together as one team in over 20 offices worldwide.

The concept of residence and citizenship planning was created by *Henley & Partners* in the 1990s. As globalization has expanded, residence and citizenship have become topics of significant interest among the increasing number of internationally mobile entrepreneurs and investors whom we proudly serve every day.

The firm also runs a leading government advisory practice. We have raised more than US\$ 3.5 billion in foreign direct investment and been involved in strategic consulting and the design, set-up and operation of several of the world's most successful residence and citizenship programs.

For further enquiries please contact:

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The Global Leader in Residence and Citizenship Planning



Henley & Partners is the global leader in residence and citizenship planning. Each year, hundreds of wealthy individuals, families and their advisors rely on our expertise and experience in this area. Our highly qualified professionals work together as one team in over 20 offices worldwide.

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Leonteq's explicit goal is to make a difference through particular transparency in structured investment products and to be the preferred technology and service partner for investment solutions.

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Leonteq has received more than 15 awards since its foundation in 2007

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- Best Market Making Investment Products
- Top Service Award
- 1st Category Emerging Entrepreneur

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SWISS DERIVATIVE AWARDS

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ZERTIFIKATE AWARDS AUSTRIA

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2008 SWISS DERIVATIVE AWARDS

- 1st Category Yield Enhancement



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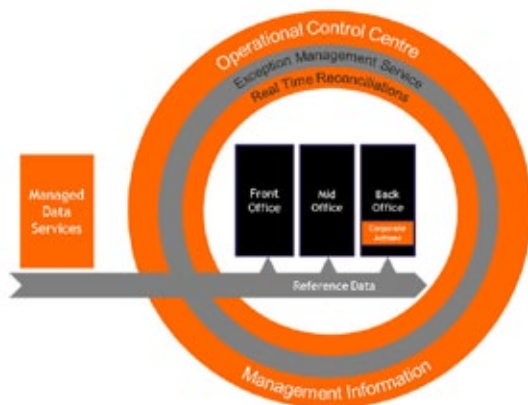
A Leader in Private Wealth Management Solutions

Across Asia, the Private Wealth Management industry is faced with the simultaneous challenges of fast growth, fierce competition, increasing regulation and tighter profit margins. In order to meet these challenges, Private Wealth Managers require levels of operational automation similar to those typically seen within an Investment Bank. However, research indicates that over 50% of private wealth managers still process various trade types manually - either in their entirety, or with only partial automation of middle and back-office processes. This inevitably results in avoidable trade reporting and event management errors throughout the transaction lifecycle, customer retention issues, relationship manager dissatisfaction and employee turnover, and reduced profitability for the business.

In order to support Private Wealth Managers in the quest to achieve Operational Excellence, SmartStream provides an integrated suite of process automation solutions, the Operational Control Centre. The Operational Control Centre offers true automation across the middle and back-office:

best-in-class, real-time trade process management and reconciliation; flexible business workflow and exceptions-based processing; fully automated corporate actions processing; static and reference data management services; and a holistic 360 degree view for management reporting purposes.

Achieving Operational Excellence enables Private Wealth Managers to increase the volume and operational scale while seizing the opportunity to increase profit margins per customer and transaction.



High level overview of the Operational Control Centre

SmartStream provides Transaction Lifecycle Management (TLM) solutions and managed services to over 1,500 financial institutions. Operating in over 20 cities around the world, our knowledge and experience of delivering successful implementations enables us to understand the unique needs of every organisation we work with.

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To find out more about how the Operational Control Centre could benefit your business, contact SmartStream now:

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E marketing@smartstream-stp.com



SOCIETE GENERALE

Corporate & Investment Banking

About Societe Generale Corporate & Investment Banking

At the core of Societe Generale's universal banking business model, the Corporate & Investment Bank is a well-diversified and leading player with nearly 12,000 professionals present in 33 countries across Europe, the Americas and Asia Pacific.

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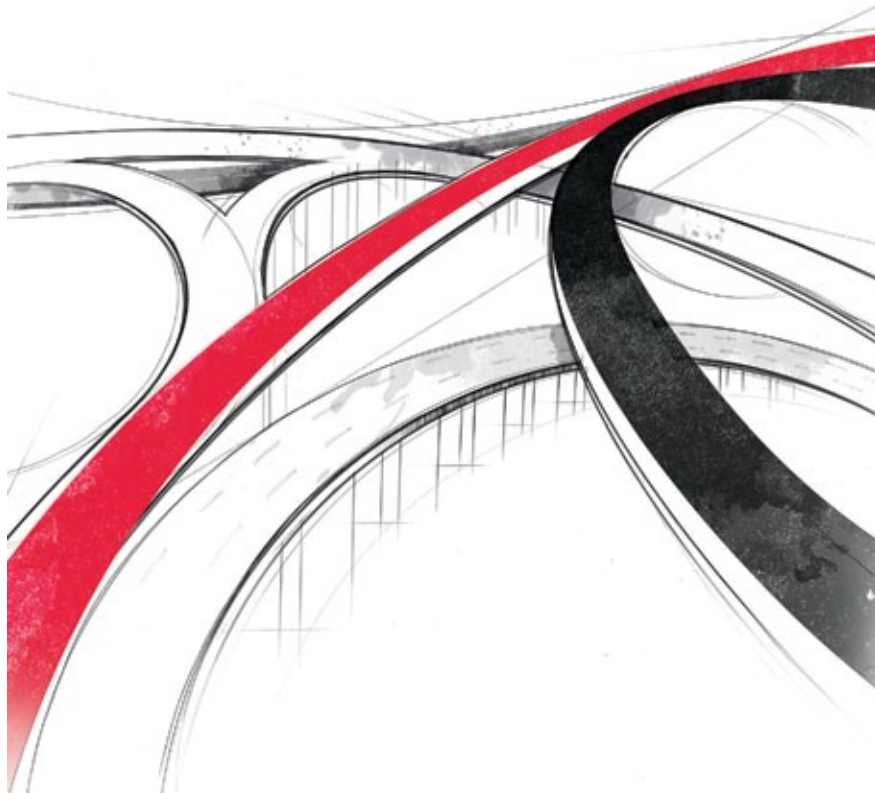
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State Street Global Advisors (SSgA) is a global leader in asset management. The firm is relied on by sophisticated investors worldwide for its disciplined investment process, powerful global investment platform and access to every major asset class, capitalisation range and style. SSgA is the asset management business of State Street Corporation, one of the world's leading providers of financial services to institutional investors.

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** Bloomberg, as of 31 December, 2013.*

**This AUM includes the assets of the SPDR Gold Trust (approx. \$30.8 billion as of 31 December 2013), for which State Street Global Markets, LLC, an affiliate of State Street Global Advisors, serves as the marketing agent. Please note that AUM totals are unaudited.*

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About TMF Group

Preserving your wealth for the future of your family and planning its succession effectively is probably your most important legacy to the financial well-being of your family. As wealth becomes increasingly internationalised, with assets and family spread across the globe, so the complexity of administering that wealth, maximising its preservation and effectively planning for its succession grows.

To best achieve your objectives, you need your wealth centred where it works best for your family, not based on someone else's organisational chart or service centre capabilities. When you are literally entrusting your assets to someone, you do not want to increase the complexity of administering that wealth by using multiple service providers across several jurisdictions - you need a single point of contact backed up by a vast global network with years of experience administering a broad range of asset classes.

By working with TMF Group, you not only get our years of experience and access to our network of more than 100 offices worldwide, but you also get our unrivalled local knowledge. Our local experts – all of whom are part of our global, independent and wholly-owned firm – understand the intricacies and challenges of effective wealth administration and succession planning. They can quickly identify when there are changes in legislation which will impact your wealth, and help you with the next steps.

More than two decades of experience means you can rest assured we'll be here tomorrow, and the next day, and the next year, working for your future generations. You get a single point of contact no matter where you or your family are located. We have one common goal: to create and maintain solutions that deliver your legacy. We're here to develop long-term relationships that last. And let's be honest: we seek to grow our relationship with you and your family, because that helps to grow our business.

Talk to us at info.apac@tmf-group.com

Visit us at tmf-group.com

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Let's chat about how we can help ensure your financial future is fully mapped out

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Helping to protect your family's assets

Providing personal service to you, wherever your family is in the world.

From a small trust company based in the Netherlands in 1988, we have grown rapidly across borders to become the largest administration and compliance service provider in the world. Yet even today, our ethos remains that we will provide a personal service with local knowledge matched by our global reach.

Our private client teams create and administer solutions that will:

- Provide for extended families
- Manage multiple, complex cross-border assets
- Navigate tax and regulatory issues compliantly
- Provide for estate and business succession planning
- Facilitate effective investments now and for the future

TMF Group's international client base is diversified and includes family offices, HNWI's and global families. We are an independent third party which means that we are free to work with your auditors, advisors or banks without creating conflicts or interest in corporate governance or local regulatory restrictions.

Talk with us about your private wealth needs

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ALLOCATED BULLION SOLUTIONS

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About Allocated Bullion Solutions (ABS)

We specialize in institutional end-to-end trading, custody, and clearing solutions for physical gold trading.

Founded in 2013, each member of the management team has over 20 years of experience in the banking industry across trading, technology, operations, and infrastructure.

We deal exclusively with institutional clients of the wealth sector, industry associations and market participants. With the varied needs of our clients, we customize our solutions to meet their needs and those of their clients.



For more information, please contact:

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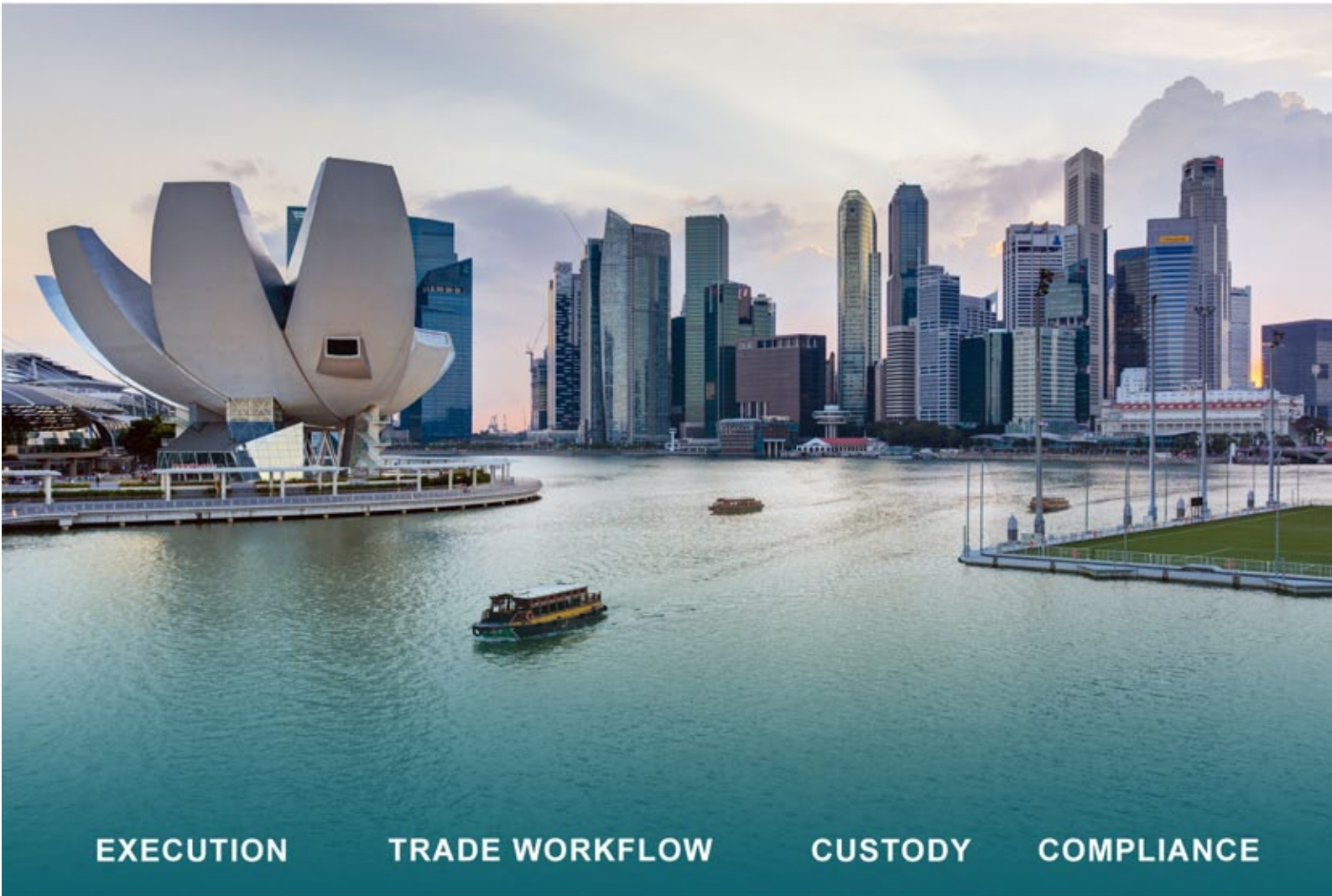
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**ALLOCATED
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SINGAPORE



EXECUTION

TRADE WORKFLOW

CUSTODY

COMPLIANCE

ABS is a Singapore based company that gives institutional clients an edge in physical gold trading through its voice and electronic platform. We deliver the expertise, resources and commitment of a neutral broker platform with a suite of physical gold solutions that combine best-in-class execution tools with end-to-end workflow management and straight through processing. Our flexible tool set delivers the right execution strategies and liquidity in all market conditions.

What sets us apart

- Unparalleled pricing and liquidity through our multi-dealer aggregated liquidity trading platform for physical gold
- Deep liquidity for both large institutional (tonnes) and small retail (kg) lot trading
- A platform to leverage the investment sector's requirements with the dealing community
- Scalable electronic internal and external distribution solutions
- Automated workflow capabilities, leveraging on trade workflow partners that have existing integrated infrastructure which can be extended to gold
- Collateralisation solutions
- Aggregated custody solutions with LBMA sub-custodians
- A full trade lifecycle inventory management system which can aggregate client positions across various sub-custodians
- All solutions can be white-labelled

Contact us to find out how we can help
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Please contact
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About Avalog: Essential for Banking

The Avalog group is an international leader in integrated and comprehensive solutions for wealth management, universal and retail banks.

Avalog is the only independent provider for the financial industry to both develop and operate its own software.

Headquartered in Switzerland and with branches in the most demanding financial centres worldwide, the company employs more than 1,400 highly-qualified banking and IT specialists and has a global customer base of more than 100 financial institutions.

For more information, please visit www.avalog.com

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The Avaloq group is an international leader in integrated and comprehensive solutions for wealth management, universal and retail banks. It has a reputation for the highest standards in engineering excellence, is passionate about innovation and invests more in R&D than any other provider for the financial industry.

We deliver what we promise. As a result of true partnership paired with full dedication, every single Avaloq implementation is a success story. Learn more on www.avaloq.com

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About the CAIA Association

The Chartered Alternative Investment Analyst (CAIA) Association®, a non-profit organisation founded in 2002, is the world leader in alternative investment education.

The CAIA Association is best known for the CAIA Charter®, an internationally-recognised credential granted upon successful completion of a rigorous two-level exam series, combined with relevant work experience. Earning the CAIA Charter is the gateway to becoming a member of the CAIA Association, a global network of 6,700 alternative investment leaders located in 80+ countries, who have demonstrated a deep and thorough understanding of alternative investing.

CAIA also offers the Fundamentals of Alternative Investments Certificate Program®, an online course that provides an introduction to the core concepts of alternative investing. Having grown rapidly, the CAIA Association now supports vibrant chapters for its Charter Holder members located in financial centers around the world, produces world class research publications, and sponsors educational and networking events to help the CAIA community keep pace with the industry. CAIA is considered a leading authority and trusted voice for providing perspective on industry trends and developments worldwide.

Further information may be found via our website: www.caia.org or you may contact:

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DRAGON WEALTH

Company Profile

Dragon Wealth offers the world's fastest way for wealth managers to increase sales. It is the first company to bridge the gap between wealth managers and investors through an easy-to-use, instantly installed mobile app that combines a client's internal portfolio with relevant, external investment information tailored to their portfolio and profile.

The Dragon Wealth app is used by global banks and independent wealth managers, and is the world's only integration-free technology that accelerates sales and customer acquisition as well offering investors a complete view of their investments across managers and portfolios, and like-minded investors.

Dragon Wealth was founded by former Credit Suisse CIO Asia, and Head of Online Banking - Asia, Bert-Jan van Essen and Dana Ritter.

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ERI is an international company, specialising in the design, development, and distribution of the banking software: OLYMPIC Banking System.

It provides a wide range of front, middle and back-office functionality covering wealth management, private banking, retail banking, asset management and brokerage.

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HERITAGE TRUST GROUP

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About Heritage Trust Group

Heritage Trust Group, which was established in 2002, today employs 60 professionals in its Singapore, Hong Kong and the British Virgin Islands (BVI) offices. Heritage is regulated and licensed, by the government authorities in the countries we operate in. As an independent trust and corporate services company, Heritage takes pride in applying international best practice standards throughout the Group.

The principal activities of the Heritage Trust Group are the provision of trust, foundation, fiduciary, corporate services and accounting services, including assisting clients in the establishment of structures in various jurisdictions for clients seeking confidential and cross-border solutions.

Through our network of offices in Singapore, Hong Kong and the BVI along with associated entities in Brunei, New Zealand and Seychelles, the Group is able to provide its high net worth and corporate clients with global structured solutions.

With a prudent approach to business practices, our multi-disciplinary team of professionals works closely with lawyers, bankers and accountants, ensuring each client's needs are confidentially maintained and administered in the most effective manner.

For more information, please visit: www.heritagetg.com

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About IMTF

IMTF is a global leader in software and IT services for banks and financial institutions, offering a comprehensive portfolio of solutions for Process Automation (Onboarding, Payment Capturing, AML Transaction Monitoring), Secure Document Management (Portals), Anti Financial Crime, Compliance, and Information Protection. IMTF's solutions automate key processes, increase efficiency, protect your information and prevent losses and reputational damage by complying with regulations.

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Next Generation **Client Onboarding**



Financial institutions are facing new challenges through digital channels and the increasing regulatory requirements.

IMTF's automated client onboarding solution, **ICOS** enables financial institutions to automate this complex process through all channels (online, tablet, etc.) while providing complete compliance:

- Seamless onboarding from capturing to client welcome package
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- Digital Banking: paperless and highly personalized
- Multi device, multi language, multi channel, multi jurisdiction
- Standard Software, Services and Best Practices





About IRESS

IRESS is a principal supplier of share market and wealth management systems in Australia, Asia, New Zealand, Canada, South Africa and the UK.

Our solutions

We produce innovative, sophisticated solutions for serious financial market and wealth management participants.

Our two core product streams, IRESS and XPLAN, comprise an equity information and trading platform and an extensive suite of financial planning and associated tools.

Both product streams support a diverse range of roles and offer front, middle and back-office functionality.

All our solutions tailor to the individual needs of our clients.

Our clients

IRESS clients range from large corporations through to independent operators. We support all financial market and wealth participants who have a need to manage and monitor industry information.

Who we are

We are a progressive, service-based organisation that employs over 1,340 employees in 14 offices worldwide. Located in the centre of the major financial districts, our staff have local knowledge and industry experience. Open channels of communication keep us focused and informed across the entire business.

Our relationships

We strive for excellence in our relationships with clients and industry bodies alike. We are client-driven, responsive and promote a culture that supports working with our customers and the industry to face challenges and keep pace with industry developments.

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Private Wealth Solutions

Our Private Wealth solution supports private client advisers operating within advice provision, discretionary management, and execution services with an online desktop tailored to their client and workflow requirements.

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* Source: One of the largest investors in emerging market equities amongst 79 asset management firms surveyed by Investment & Pensions Europe (“IPE Survey: Managers of Emerging Market & Frontier Equities,” 31 January 2014).

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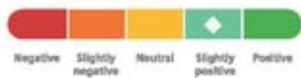
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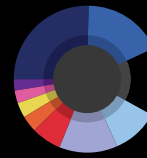
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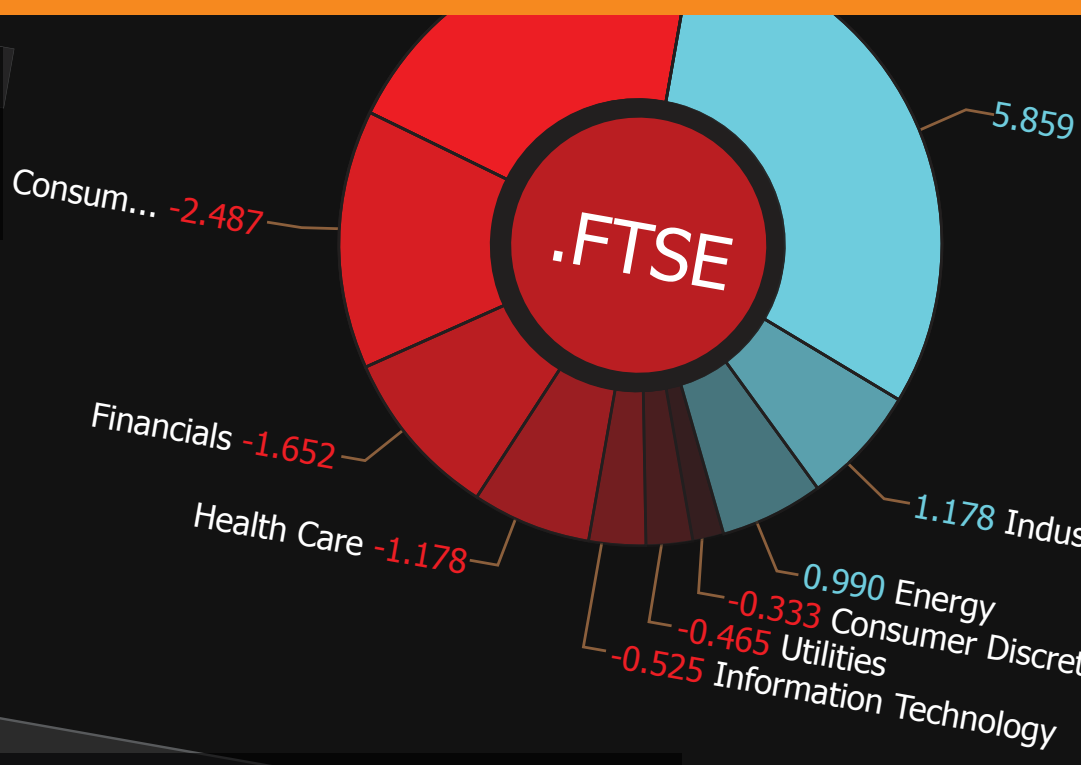
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*Global Finance rankings, "World's 50 Safest Banks," April 2013

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