

Asian Family Wealth Forum 2014



Thursday 6th November
Pan Pacific, Singapore



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AMICORP GROUP

Private Client Services

Amicorp's core business is the provision of global outsourced fiduciary services. More than half of the top 10 global private banks choose Amicorp as their preferred services provider because of our global coverage, breadth of proposition, scalable platform and specialist knowledge of jurisdictions and products, across more than 40 offices in over 30 countries. Our aim is to become your strategic partner of choice, in delivering Amicorp's full suite of fiduciary services to you and your clients.

Whilst private banks recognize the critical value of offering fiduciary services in order to complement their core investment proposition, some may lack the resources to deliver this internally, and in reviewing their operating models, are increasingly seeking the services of independent providers like Amicorp.

Recent engagements with leading private banks demonstrate Amicorp's global experience and ability to work closely with our banking partners, using our proven outsourcing methodologies and frameworks, as they assess how to optimize their operating models around the delivery of fiduciary services.

Whether your objectives are around flexibility of service, scalability, cost efficiency, operational excellence or risk management, Amicorp brings a proven and disciplined approach to outsourcing with our banking partners.

We are a leading global independent trust firm in the provision of outsourcing solutions to the private banking industry. This is why Amicorp is the strategic partner of choice among private banks.

Begin your conversation today with Amicorp. Contact us to discuss your options around strategic partnering.



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

www.amicorp.com

Peter Golovsky - Managing Director, Global Head of Private Clients, Amicorp Group
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Welcome

On behalf of Amicorp, we are delighted to be the lead sponsor for Hubbis' **Asian Family Wealth Forum 2014** in Singapore.

According to the 2014 World Wealth Report by Capgemini and RBC Wealth Management, the Asia Pacific region pushed global investable wealth to record levels in 2013 to US\$52.62 trillion, an increase of 13.8% from 2012, with gains in Japan and China. However, North America still maintained its position as the wealthiest market with US\$14.9 trillion, compared to Asia Pacific with US\$14.2 trillion. However over the last 5 years, the Asia Pacific region has emerged as a leading source of wealth creation, and is expected to become the wealthiest market by 2016, experiencing 9.8% compound annual growth to 2016 (versus 6.9% across the rest of world), putting the region's estimated investable wealth at US\$18.8 trillion by 2016, and ahead of North America at US\$17.9 trillion. The report reflected that a large part of this accumulated wealth is vested in family controlled businesses.

However, this accelerated growth in wealth across Asia comes at a time where there is an increasing focus on tackling tax evasion, promoting tax transparency, and facilitating automatic exchange of information (EOI). Over 100 countries have now signed Intergovernmental Agreements (IGAs) or agreed to sign an IGA with the US government – to implement Foreign Account Tax Compliance Act (FATCA) in local legislation. During 2014, the G20, OECD, US and EU, together with many other countries, made further steps towards global tax transparency. At the request of the G20, the OECD drafted Common Reporting Standards (CRS), now becoming, the new global standard for automatic EOI on financial accounts.

As this brochure is being printed, the Global Forum and the G20 member countries are expected to endorse all of these initiatives. By the end of 2014 and throughout 2015, approximately 80 to 90 countries, including G20, OECD and EU countries, will conclude multilateral and bilateral tax conventions for automatic EOI based on the CRS, some effective as of fiscal year 2016, some as of 2017, thus exchange, will commence either September 2017 or September 2018. This process of global tax transparency will require significant compliance efforts of financial institutions worldwide, and will affect all of us in the wealth management industry, particularly in the areas of wealth planning and structuring.

Simply put, all clients will need to be identified, and have compliant structures, not only at the level of the entities in the structure, but also to comply with personal tax reporting requirements in the home country where the client is tax resident. The perennial issue of estate planning and business succession also received attention through high-profile family disputes throughout 2014 in the media, as well as the release of an Asian study, recognising that Asian family businesses lose on average 60% of their value during the business succession phase. Such issues give pause to reflect on the depth of solutions being offered in the marketplace.

Once again, we thank Hubbis for the opportunity to support this special event in Singapore and we look forward to working with you and your clients across the region.

Peter Golovsky

Global Head of Private Clients
Amicorp Group, Hong Kong

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.

For more information, please contact:

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Agenda

8.40am **Registration**

9.00am **Welcome address**

Peter Golovsky

Managing Director, Global Head of Private Clients
Amicorp Group

9.10am **Keynote presentation**

Global tax transparency, trends in wealth structuring and models for fiduciary services

Eric Boes

Global Head of FATCA Solutions
Amicorp Group

- Global tax transparency
- FATCA is just the beginning
- Trends to Automatic Exchange of Information (AEOI)
- G20 and OECD - introducing the new Global AEOI Standard
- Comparison of FATCA with Common Reporting Standards
- Introduction of the new Global AEOI Standard in Asia
- Impact on Trust and Personal Investment Companies
- Implications for wealth planners, trustees and clients
- Wealth planning in a new era of regulation and compliance

9.35am **Panel discussion**

Maximising Asia's family wealth opportunity

- What opportunities does the wealth in Asia present to firms offering wealth planning and structuring services?
- How has the opportunity evolved in recent years?
- What trends are you seeing in the types of clients engaging in structuring? Are Asian clients opening up to the concept of transitioning their wealth to the next generation?
- What types of structures do different types of clients want? What are the trends?
- Which markets and client segments represents the biggest opportunity? And how are you positioning the offering to access these?
- How is the ever-transparent regulatory environment impacting the potential for wealth planning and your approach to it?
- What influence is this environment having on the types of structures and solutions which are most appropriate?

Chair

Michael Stanhope

Chief Executive Officer
Hubbis

Panel members

Juerg Steffen

Managing Partner, Singapore
Henley & Partners

Mykolas Rambus

Chief Executive Officer
Wealth-X

INTERNATIONAL TAX AND ESTATE PLANNING EFFICIENT STRUCTURING AND ADMINISTRATION

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ЭФФЕКТИВНОЕ СТРУКТУРИРОВАНИЕ И УПРАВЛЕНИЕ



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medic events

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**НАЛОГОВОЕ ПЛАНИРОВАНИЕ
ИМУЩЕСТВО И НАЛОГОВАЯ РЕЗИДЕНЦИЯ**

 **ROSEMONT SGP Pte Ltd**

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Agenda

Michelle Lau

Senior Director, Head of Wealth Planning, Private Wealth Solutions
HSBC Trustee

Dawn Quek

Principal
Baker & McKenzie. Wong & Leow

Eric Boes

Global Head of FATCA Solutions
Amicorp Group

10.15am

Presentation

Family business succession and governance

Nigel Rivers

Global Head of Private Clients
TMF Group

The main wealth generator is the family business. We are in a time of inter-generational transition. Yet Asia has a history of unsuccessful transition (“riches to rags”).

- What are the issues?
- What are the solutions?

10.30am

Presentation

Finding suitable structures for Asian wealth

John Hodgson

Group Legal Director
The Sovereign Group

- What are Asian clients looking for?
- Threats to family wealth preservation.
- Possible solutions

10.45am

REFRESHMENTS & NETWORKING

11.15am

Presentation

Residence and citizenship planning - an overview

Juerg Steffen

Managing Partner, Singapore
Henley & Partners

- Reasons why families relocate
- Reasons for an alternative citizenship
- Current developments

11.30am

Presentation

Asian clients with offshore structures and offshore clients with Asian structures

Markus Grossmann

Managing Director
Trident Trust

- Wealth planning/structuring
- Purposes/considerations
- Typical structures
- Recent trends
- Case studies/sample recent structures

11.45am **Presentation**
Life insurance for Asian families

Robin Amacher

Head of Business Development
Swiss Life (Singapore)

- Drivers of demand for high net worth life insurance policies
- Complementarity of Universal Life and Variable Universal Life policies
- The combination of life insurance with asset management services - an emerging trend in Asia?

12.00pm **Head to Head Q&A**
Tackling the offshore challenge

Glenn Chee

Legal Counsel - Head of Legal and Compliance
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?

12.15pm **Panel discussion**
Dealing with the regulatory spotlight on structuring & offshore centres - and finding a jurisdiction of choice

- What impact are the tougher regulatory and tax frameworks globally having on what structures and solutions are appropriate?
- How have these developments and obligations now on wealth management firms affected client on-boarding?
- What are some of the main strategic solutions - such as outsourcing of fiduciary services?
- 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?
- What are the implications for the new EOI regime?

Chair

Michael Stanhope

Chief Executive Officer
Hubbis



Agenda

Panel members

Shanker Iyer

Founder & Chairman
The Iyer Practice

Markus Grossmann

Managing Director
Trident Trust

Peter Brigham

Managing Partner
Rosemont

Peter Golovsky

Managing Director, Global Head of Private Clients
Amicorp Group

12.55pm

LUNCH

1.45pm

Panel discussion

Appropriate solutions & structures to facilitate inter-generational wealth transfer identifying the ingredients for success

- What are the issues HNW / UHNW individuals & families should consider with regard to legacy, estate & succession planning, and tax planning?
- What are the main misconceptions families have?
- What processes must be in place in order to ensure smooth transition of the wealth to the next generation?
- What things should international families be aware of in terms of estate and succession planning? E.g. inheritance tax implications.
- What can individuals do to protect their assets from creditors?
- Why might a HNW / UHNW individual or family consider using a trust?
- Why might a HNW / UHNW individual or family consider using an offshore company?

Chair

Michael Stanhope

Chief Executive Officer
Hubbis

Panel Members

Britta Pfister

Managing Director, Head Wealth Planning Asia Pacific
Rothschild Trust

Robin Amacher

Head of Business Development
Swiss Life (Singapore)

Lee Wong

Head of Wealth Planning
Coutts

John Hodgson
Group Legal Director
The Sovereign Group

Joseph McBurney
General Manager, Head of Trust
Heritage Trust Group

Connie Leung
Head of Private Clients - North Asia
Amicorp Group

2.25pm **Presentation**
Marketing wealth planning in Asia

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

- A review of the current state of the market
- What is working and what is not working
- Current trends
- The critical success factors for marketing wealth planning

2.40pm **Presentation**
Offshore, onshore, midshore? Labuan as a midshore jurisdiction for succession planning

Datin Isharidah Ishak
Senior Partner, First Fiduciary (Labuan) / Specialist Advisor, Labuan IBFC Inc.
First Fiduciary (Labuan)

Offshore financial centres provide HNWIs and UHNWIs with access to products and services that they may have limited access to in their own jurisdictions with respect to their asset holdings. They place big portions of their wealth in such asset holding structures. What influences their choice of jurisdiction?

- Assets and how they may be held
- General comparisons between some succession planning structures onshore and offshore
- With the heightened need for transparency and high regulatory standards, which is the more flexible investment environment
- Labuan as a midshore jurisdiction
- The Labuan Foundation in brief



Agenda

2.55pm

Panel discussion

Family offices: when, why, and how?

- What are the advantages of family offices?
- How should clients determine whether a SFO or a MFO is right for them?
- What are the advantages of bank-owned family office units vs independents?
- What's required to set up a family office?
- How should clients make the best use of a family office?
- What are the misconceptions and pitfalls of having a family office?
- What sort of governance framework is required? Why is this important?
- What infrastructure and frameworks are necessary for risk management purposes?

Chair

Michael Stanhope

Chief Executive Officer
Hubbis

Panel members

Mark Smallwood

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

Carol Seah

Founder and Chief Executive Officer
WYNNES Family Office

Nigel Rivers

Global Head of Private Clients
TMF Group

3.35pm

REFRESHMENTS & NETWORKING

4.00pm

Panel discussion

Making sure clients get the best advice - how wealth managers should approach conversations with clients around structuring their wealth & legacy

- When and why should clients think about engaging service providers?
- What due diligence should clients perform before selecting a service provider?
- What things should clients bear in mind when working with service providers, in order to maintain good relationships?
- How can clients be sure they are getting value for money?
- What's front of mind with bankers and advisers?
- How are costs and heightened compliance issues being handled? Is what they are doing relevant to their particular circumstances or is it herd instinct?

Chair

Michael Stanhope

Chief Executive Officer
Hubbis

Panel members

Yash Mishra

Managing Director, Head, Private Clients
Taurus Wealth

Noor Quek

Founder / Managing Director
NQ International

Pathik Gupta

Director, Head of Wealth Management, Asia-Pacific
McLagan Partners

4.35pm

Panel discussion

Getting the most out of being philanthropic

- What are some of the main trends in relation to philanthropy in Asia?
- Why is philanthropy important to wealth planning goals?
- What are the component parts of an effective strategy around philanthropy?
- How can clients get the most out of their philanthropic initiatives?
- Legacy planning - issues and considerations

Chair

Michael Stanhope

Chief Executive Officer
Hubbis

Panel members

Susan Sy

Executive Director, Philanthropy and Values-Based Investing, South Asia
UBS

Britta Pfister

Managing Director, Head Wealth Planning Asia Pacific
Rothschild Trust

Marcus Hinkley

Group Partner, Private Client, Singapore Office
Collas Crill

Lee Wong

Head of Wealth Planning
Coutts

5.10pm

Forum ends



Speaker biographies



Peter Golovsky
Managing Director, Global Head of Private Clients
Amicorp Group

In this role, Peter is responsible for the leadership and growth of Amicorp's private client division across more than 40 offices in over 30 countries. The Private Client division leads Amicorp's engagement with key institutions, including global private banks, family offices, accounting and legal firms and independent asset managers. Amicorp's extensive global experience, has equipped its Private Client division with an understanding and knowledge of the particular needs of high net worth individuals, entrepreneurs, families and their businesses. Private Clients is thus uniquely positioned to complement intermediary offerings in investment structuring, trade transactions, asset protection, tax planning, business and family succession and estate planning. Peter joined the Amicorp Group in February 2012, after 10 years' experience in private banking, retail and institutional asset management, and consumer financial services in Macquarie Bank and Westpac Banking Corporation in Europe, Africa, Asia and Australia. Prior to a career in financial services, Peter spent seven years with Arthur Andersen in Australia, Asia and the US in private clients, risk management consulting and audit. Peter was raised in Sydney Australia, is a Chartered Accountant, and holds a Masters of Commerce (Macquarie University) and Bachelor of Commerce (UNSW). Peter is married with 2 children and lives in Hong Kong.



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.



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.



Mykolas Rambus
Chief Executive Officer
Wealth-X

Mykolas Rambus is the Chief Executive Officer of Wealth-X, the leading provider of qualified prospects and intelligence on ultra high net worth (UHNW) individuals. Mykolas was previously an executive at Forbes Media, where he was responsible for strategic initiatives critical to business growth. Prior to joining Forbes, he was Partner with KAHLEPartners, the Washington, DC-based firm, where he directed sales and business development activities. Mykolas began his career at LOBBY7, a telecommunications software company, as its Chief Executive Officer and served as a CIO at W. P. Carey, a NYSE-listed Real Estate Investment Trust. Mykolas is a frequent commentator on wealth management issues in various publications, including The Wall Street Journal, Financial Times and the New York Times. He has been a keynote speaker at numerous wealth management events. His alma mater is the Massachusetts Institute of Technology, where he concentrated on Operations Research and Information Technology.



Michelle Lau
Senior Director, Head of Wealth Planning
Private Wealth Solutions
HSBC Trustee

Michelle Lau is currently the Senior Director and Head of Wealth Planning, South Asia, with HSBC Private Bank. Based in Singapore, Michelle has over 20 years of wide-ranging experience in private banking, and has spent the last 14 years of her career in the Trust industry. Her experience and expertise include providing highly tailored multi-jurisdictional succession and estate planning solutions for high net worth individuals and their families, typically using structures such as trusts, charitable foundations, companies and various bespoke insurance policies and wrappers. Michelle is a seasoned facilitator at conducting workshops for strategic groups like professional associations and private clients - comprising high profile individuals, in her area of specialisation. Michelle graduated with a Bachelor degree from Murdoch University, Australia and has a Master degree in Business from the Singapore Management University. Since 2001, Michelle has been a qualified member of the Society of Trust and Estate Practitioners



Datin Isharidah Ishak
Senior Partner
First Fiduciary (Labuan)

Datin Isharidah, as a Trust and Estate Practitioner (TEP), specialises in international wealth structuring and the procurement and provision of fiduciary services. Through First Fiduciary (Labuan) LLP, she advises her HNW and UHNW clients on the establishment of entities such as trusts, foundations (both private beneficiary and charitable), limited liability partnerships and/or a combination of the said legal entities out of Labuan IBFC. This is mainly in respect of their family and business succession planning as well as asset protection, both for Muslims as well as non-Muslims. She holds a Diploma in Syariah Law and Practice besides an LLB (Hons). She has been in legal practice for the past 27 years.



Nigel Rivers
Global Head of Private Clients
TMF Group

Nigel is the Global Head of Private Client Services for TMF Group. He joined the company in August 2008 as the head of Private Client Services in Hong Kong. At the start of 2010, Nigel was appointed Head of Private Client Services for the Asia region, and took on the additional role of Managing Director of Hong Kong office. In early 2014, he became Global Head of Private Client Services. 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 clients in sports and entertainment. Prior to joining TMF Group Hong Kong, Nigel advised athletes, sports personalities and investors in sports clients across the globe.



John Hodgson
Group Legal Director
The Sovereign Group

John Hodgson is Legal Director of the Sovereign Group, one of the worlds largest consultancies specialising in the provision of offshore trusts and companies and associated financial services with 30 offices around the world. John qualified as a lawyer in England in 1983. He has since been admitted as a lawyer in Hong Kong (1989) and Gibraltar (1999) and became a notary public in 1994. John has worked in private practice in the UK, Hong Kong and Gibraltar. His Hong Kong employer was one of the first foreign law firms to open a branch office in Beijing (1992). John has extensive experience as an English trust lawyer and formerly lectured on trusts as an adjunct professor for the Regent University School of Law (USA). He is a member of the Society of Trust and Estate Practitioners (STEP), the International Bar Association, the International Tax Planning Association, the Law Society of England & Wales, the Law Society of Hong Kong, the Society of Notaries and the Gibraltar Bar Association. John has served as a non-executive director of companies listed on the London Stock Exchange and the Nordic Growth Market in Sweden.



Speaker biographies



Markus Grossmann
Managing Director
Trident Trust

Markus Grossmann is the managing director of Trident Trust's Singapore office. Prior to joining Trident Trust in 2010, Markus enjoyed a 20-year career in private banking, working in Zurich and London before moving to Singapore in 2008. He has been looking after Asian clients since 1996.



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.



Glenn Chee
Legal Counsel - Head of Legal and Compliance
Heritage Trust Group

Glen is the Head of Legal and Compliance of the Heritage Trust Group. He advises on corporate, regulatory compliance, risks management and on Anti Money Laundering matters. He has obtained a LLB 2nd Upper Class Honours, topped his cohort and was awarded a Book Prize for company law. In addition, he was awarded the top award in obtaining a Distinction for the Anti-Money Laundering post graduate diploma examination. He has over 5 years of experience in the Legal and Compliance industry and 4 years as a lecturer at the University of London being in charge of the International Law Programs. Glen also contributes regularly to several financial publications and speaks at wealth management conferences.



Dawn Quek
Principal
Baker & McKenzie. Wong & Leow

Dawn advises high net worth families on their tax, trust and estate planning issues on a multi-jurisdictional cross-border basis with a particular focus on using onshore and offshore trust structures and other vehicles to help clients hold and transfer wealth. She also advises the financial institutions that provide services to high net worth individuals on a wide range of issues including advice on structuring their business operations and product offerings for tax efficiency and the legal issues surrounding their business. Dawn has worked in both the Singapore and Hong Kong tax practices of Baker & McKenzie as well as a private bank in Hong Kong. She also advises multinational corporations and financial institutions on cross-border transactions and on structuring their operations for tax efficiency (including planning for direct and indirect taxes and obtaining tax incentives). She is a member of the Singapore Trustees Association Executive Committee and Technical Committee and is quoted extensively in local and international media on issues affecting the wealth management industry and the international tax planning landscape. Dawn is recognised as a key individual in the area of Singapore Tax by Chambers Asia 2013 and in the area of Private Client/ Wealth Management by Chambers Asia 2014.



Shanker Iyer
Founder & Chairman
The Iyer Practice

Shanker qualified as a Chartered Accountant in London and was a Partner of a leading accounting firm in the UK for over 10 years. He founded The Iyer Practice in 1993. He is Immediate Past Chairman of the Singapore International Chamber of Commerce (SICC) and the Chairman of the International Fiscal Association, Singapore Branch. He is also Chairman of the SICC Tax Policy Committee. Prior to these appointments, he served as President of both the European and British Chambers of Commerce in Singapore.



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

Britta is the Head of Wealth Planning Asia Pacific for the Rothschild Trust Group. Her focus is on business strategy development and key client relationships in the region. She is a German trained barrister with 19 years trust (Credit Suisse Trust and Rothschild Trust) and tax (PricewaterhouseCoopers Tax & Legal, CMS Hasche Sigle) experience and has a proven track record of developing solutions and setting up structures for global families in the area of tax and estate planning, working in close collaboration with clients' trusted advisors. Britta has a PhD in international law and is a frequent lecturer at trust and tax conferences, as well as the author of various articles on tax and estate planning matters.



Lee Wong
Head of Wealth Planning
Coutts

Wong Lee is Executive Director, Head of Wealth Planning for South Asia & Global NRI at Coutts. Based in Singapore, Lee leads a team of wealth planners, focusing on the markets of Singapore, Indonesia, Malaysia and Thailand and the Global NRI segment at Coutts. She is also responsible for spearheading the creation of innovative and market-leading wealth structuring solutions in the areas intergenerational succession planning, tax and estate planning, legacy planning, liquidity planning and philanthropy advisory. A lawyer by training, Lee has almost 20 years of experience in the legal, fiduciary and financial services. She joined Coutts from UBS, where she was responsible for advising high net worth clients in addressing their family wealth transition needs as well as philanthropic aspirations through bespoke protection and preservation structures. Lee graduated with a Bachelor of Laws from the National University of Singapore.



Peter Brigham
Managing Partner
Rosemont

Peter is the CEO of Rosemont International and spends his time working in Monaco and Asia. He qualified with Ernst and Whinney in London and is a Fellow of the Institute of Chartered Accountants of England & Wales. He has been a member of STEP since 1998, is a member of the Institute of Directors, and the ITPA (International Tax Planning Association). Peter acts for private clients in a wide range of areas, including strategic business development, international structuring, tax and estate planning.



Speaker biographies



Joseph McBurney
General Manager, Head of Trust
Heritage Trust Group

Joseph McBurney is the Head of Trust at Heritage Trust Group, an independent trust and corporate services company with offices in Singapore, Hong Kong and the BVI, along with associated entities in Brunei, New Zealand and Seychelles. He oversees the trust company operations and is responsible for the trust structuring for clients. He has more than 15 years of proven experience in the trust and fiduciary industry in Jersey, the British Virgin Islands, Switzerland and UK. Previously based in London, Joseph was in charge of a team responsible for a diversified portfolio of trusts and structures from around the world.



Yash Mishra
Managing Director, Head, Private Clients
Taurus Wealth

Yash Mishra is a professional financial planner and has been involved with the financial services industry since 1994. Before joining Taurus Wealth Advisors, she was a senior vice president with the Private Client Service for ipac Singapore, specialising in assisting both local and expatriate professionals develop their investment and lifestyle planning strategies. Before moving into the banking and financial services industry, Yash was a network solutions specialist at AT&T's Global Communications Group, and in 1994 she received an MBA from the Birla Institute of Technology & Science (BITS). Yash's wealth management career began with Fortis and BNP Paribas in India. This early experience in such a demanding environment provided her with a strong understanding of investment markets and vehicles, enabling her to develop strong wealth-accumulation strategies for her clients. Yash's dedication is demonstrated by her excellent track-record and her strong pool of both local and international clients (including clients from the USA, India, the UK, Israel, Australia and Hungary). She is a champion for financial education and works alongside INSEAD University in raising financial awareness. Yash conducts a variety of workshops and seminars on related topics such as financial independence, successful investing and retirement planning. She contributes to various editorials and has often been quoted in publications such as the Asia Wall Street Journal and 'Today'. She is an active member of UNIFEM and the Financial Women's Association. Yash is fluent in four languages, and enjoys oil painting and hiking.



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.



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, HNWIs 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".



Carol Seah
Founder and Chief Executive Officer
WYNNES Family Office

Carol founded WYNNES Family Group in 1998. The Group engages in three associated businesses, namely financial advisory, family office and family trust. Through them, WYNNES serves families by developing business strategies, setting up family office, managing investments and succession planning. For over 30 years, Carol accumulated a broad spectrum of experiences in the broadcasting, telecommunications and financial industry. Within the financial industry, she acquired experience in futures & commodities trading, forex and stock trading, real estate, insurance business development, financial advisory and private equity. Carol is a qualifying and life member of the Million Dollar Round Table, a premier association of financial professionals in the US. Carol contributes actively in enriching the lives of women and families. She is deeply involved in Women Business Connections (WBC) and contributes to WINGS - Women's Initiative for Aging Successfully, a project of TSAO Foundation. She is also actively involved with the Association of Financial Advisers, Singapore. Carol is certified as a Chartered Family Office Specialist (CFOS) by the Family Office Institute (Florida, US). She graduated from the National University of Singapore with a Bachelor of Engineering.



Susan Sy
Executive Director, Philanthropy and Values-Based
Investing, South Asia
UBS

Susan Sy is the Head of Philanthropy and Values-Based Investing, South Asia. Susan has over 10 years of experience in the area of philanthropy and project management. Prior to this role, she was Vice President Corporate Citizenship Asia Pacific with Credit Suisse and was responsible in sourcing, reviewing, evaluating and reporting projects from charity partners in Asia. She was also instrumental in successfully implementing and increasing the staff engagement program across all sectors of the bank. Susan started her career in media industry where she held marketing and public policy positions with AETN All Asia Networks and Time Warner Inc.



Noor Quek
Founder / Managing Director
NQ International

Noor is based in Singapore and founded NQ International in October 2007. She has 40 years' experience in a broad range of banking and financial services with various established institutions. Her previous positions, all based in Singapore, with regional responsibilities, include being director and head, business development (South-east Asia), The Citigroup Private Bank, director, business development (South-east Asia), GE Capital, and deputy managing director, Rabobank Asia. Noor has extensive experience in wealth management, cross-border corporate finance, investment banking, joint-venture, and merger and acquisition-related transactions. Her market strengths are South-east Asia, the Middle East and Europe dealing with international ultra high net worth families, individuals and corporations. Her main area of expertise is in initiating, negotiating and facilitating implementation of wealth advisory and financial transactions, including philanthropy. Noor is currently, among others, a founding member and president of Breast Cancer Foundation, a board member of The Singapore Ireland Fund, and a member of the Cairnhill CCC Women's Executive Council. She is also on the Inquiry Panel of the Law Society, on the Lay-Panel of the Singapore Dental Council, and a member of the recently formed Women's Health Advisory Council (WHAC) Singapore. She is a frequent speaker at international conferences on wealth management (particularly on Asian and Middle East family office issues), leadership and human capital related topics. Married with three grown children, she is a grandmother and enjoys music, travelling and cooking. Much of her music is directed towards performing to raise funds for various projects which are charity or philanthropy-motivated.



Speaker biographies



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.



Connie Leung
Head of Private Clients - North Asia
Amicorp Group

Connie Leung is the Head of Private Clients, North Asia for Amicorp, with a focus on the Mandarin and Cantonese speaking requirements of our key banking partners and their clients. Connie has been working in the wealth management, trust, fund and corporate services field for over 12 years in Asia. Previously, Connie worked at another international trust service provider for 10 years in Hong Kong and was responsible for business development and marketing, focusing on private banks, accounting & legal firms, insurance companies, independent financial advisors across North Asia including the Greater China region. Prior to working in the trust and corporate services field, Connie worked in various sectors in Hong Kong and Vancouver including real estate in areas of business development and marketing. Connie is a full member of the Society of Trust and Estate Practitioner and has completed the Diploma of International Trust Management. She holds a Master of Business Administration degree in Finance and a Bachelor of Applied Science degree in Civil Engineering from the University of British Columbia, as well as a Master of Science degree in China Business from the Hong Kong Polytechnic University. Connie is fluent in English, Mandarin, Cantonese and is moderately fluent in Japanese.

ONLINE

DEVELOPMENT

LEARNING

The Hubbis **learning management system (LMS)** provides financial institutions with product and skills training, all of which is assessed and recorded for reporting purposes.

Over **80 courses** and over **300 hours** of articles, interviews & presentations give learners a variety of opportunities to earn **CPD/CPT points**.

The LMS allows company administrators to competency-assess individuals, set customised learning plans, track user performance and maintain a complete record of staff professional development.

The continuous support that Hubbis receives from over 300 commercial relationships across the region, and beyond, demonstrates our clients' appreciation of quality products and services.



Tailor-made reporting

Hubbis e-Learning provides specific, consistent and accurate reporting in a format required by the regulator.



Custom learning plans

Administrators can easily custom make training plans for every team/individual learner in your organisation.



Multi-level education

Choose content that matches your level of expertise and experience, whether that is beginner, intermediate or advanced.



Centralised training portal

Upload internal and third-party training records to the Hubbis e-Learning platform and track all of your CPD/CPT in one portal.



2015 EVENTS & PUBLICATIONS

HUBBIS HOSTS PROFESSIONAL & INTERACTIVE EVENTS OF VARYING SCALE

These include the best wealth management forums of their type in each local market in Asia – including Hong Kong, China, Singapore, Malaysia, Indonesia, Thailand, India and Taiwan.

Since late 2010, 9,500 delegates have attended more than 80 successful conferences, seminars and thought-leadership discussions. These forums are designed to give market practitioners the opportunity to enhance their market knowledge, product expertise and advisory skills.

The events cover a wide variety of industry themes, including private banking, independent wealth management, compliance & regulation, wealth planning and technology within wealth management.

Delegates include senior management, product gatekeepers and senior advisers from the largest wealth management firms in each location, as well as key personnel in compliance, operations, risk management, technology and HR. Event reports, articles, interviews, videos and multi-media presentations are distributed across our full database following these forums.

JANUARY

Forum

Compliance in Asian Wealth Management Forum
Thursday 22nd January, Pan Pacific, Singapore

High-Impact Briefing

Alternative investments
Tuesday 27th January, Hong Kong

Publication

Asset Management Yearbook

FEBRUARY

Forum

Asian Wealth Management Forum
Thursday 12th February, Conrad, Hong Kong

High-Impact Briefing

Structured products
Thursday 26th February, Singapore

MARCH

Forum

Building the Skills You Need for Success in
Wealth Management
Tuesday 10th March, Pan Pacific, Singapore

Forum

Independent Wealth Management Forum
Thursday 12th March, Pan Pacific, Singapore

High-Impact Briefing

Commodities
Tuesday 17th March, Hong Kong

High-Impact Briefing

Staying compliant
Tuesday 24th March, Hong Kong

Forum

Taiwan Wealth Management Forum
Thursday 26th March, Le Meridien, Taipei

Publication

Independent Wealth Management in Asia

APRIL

Forum

Indian Family Wealth Forum
Tuesday 7th April, Mumbai

High-Impact Briefing

Income strategies
Thursday 9th April, Singapore

High-Impact Briefing

Real assets
Tuesday 28th April, Hong Kong

Publication

Family Wealth in Asia

Publication

Redefining the Digital Evolution in Wealth Management

MAY

Forum

Asian Wealth Management Forum
Thursday 7th May, Pan Pacific, Singapore

High-Impact Briefing

Commodities
Thursday 14th May, Singapore

Forum

Thailand Wealth Management Forum
Thursday 21st May, Four Seasons Hotel, Bangkok

Forum

Philippines Wealth Management Forum
Thursday 28th May, Shangri-La Hotel, Manila

Publication

Indian Family Wealth

JUNE

High-Impact Briefing

Staying compliant
Thursday 4th June, Singapore

High-Impact Briefing

Wealth structuring
Tuesday 9th June, Hong Kong

High-Impact Briefing

Structured products
Wednesday 10th June, Hong Kong

High-Impact Briefing

DPM
Tuesday 16th June, Singapore

Forum

Redefining the Digital Evolution in Wealth Management
Thursday 18th June, Pan Pacific, Singapore

Forum

Malaysian Wealth Management Forum
Thursday 25th June, Le Meridien, Kuala Lumpur

Publication

Swiss Private Banking & Wealth Management

JULY

Publication

Wealth Management in Asia

Publication

Wealth Management in Malaysia

AUGUST

Forum

Indian Private Banking Forum
Thursday 27th August, Mumbai

Publication

Special Report on Equities

SEPTEMBER

High-Impact Briefing

Income strategies
Tuesday 1st September, Hong Kong

Forum

Vietnam Wealth Management Forum
Thursday 10th September, Melia Hotel, Hanoi

Forum

Wealth THINK
Tuesday 22nd September, Pan Pacific, Singapore

Forum

Building the Skills You Need for Success in
Wealth Management
Wednesday 30th September, Pan Pacific, Singapore

Publication

Special Report on Investment Advice

Publication

Special Report on Income

OCTOBER

High-Impact Briefing

Tax compliance
Thursday 1st October, Singapore

High-Impact Briefing

DPM
Wednesday 7th October, Hong Kong

High-Impact Briefing

Alternative investments
Thursday 15th October, Singapore

Forum

Indonesian Wealth Management Forum
Thursday 22nd October, Four Seasons Hotel, Jakarta

Forum

SWISS-ASIA Wealth Exchange
Tuesday 27th October, ConventionPoint, Zurich

Publication

Special Report on Insurance in Asia

Publication

Wealth Management in India

NOVEMBER

Forum

Asian Family Wealth Forum
Thursday 5th November, Pan Pacific, Singapore

Forum

Redefining the Digital Evolution in Wealth Management
Thursday 12th November, Four Seasons Hotel, Hong Kong

High-Impact Briefing

Tax compliance
Tuesday 24th November, Hong Kong

Forum

China Wealth Management Forum
Thursday 26th November, Grand Hyatt, Shanghai

Publication

SWISS-ASIA Wealth Exchange

Publication

Special Report on Emerging Markets

Publication

Wealth Planning

DECEMBER

High-Impact Briefing

Accessing China's growing wealth
Tuesday 1st December, Hong Kong

High-Impact Briefing

Real assets
Thursday 3rd December, Singapore

High-Impact Briefing

Taking the IAM industry to the next level
Tuesday 8th December, Hong Kong

High-Impact Briefing

Taking the IAM industry to the next level
Thursday 10th December, Singapore

Publication

Adviser Technology in Asian Wealth Management

Publication

Special Report on Alternative Investments

Publication

Special Report on Commodities

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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About Sovereign Group

Sovereign's core business is setting up and managing companies, trusts, pensions, insurance and other structures to meet the specific personal or business needs of our clients. Typically these needs would include tax planning, wealth protection, property ownership and facilitating cross border business.

We currently manage over 12,000 structures for a wide variety of clients. We work with public companies, charities and professional law and accountancy firms, but the majority of our clients are individuals – expatriates, entrepreneurs, consultants, private investors, or high net worth individuals (HNWIs) and their families.

We have also developed a wide range of supporting services such as wealth management, specialist tax advice, yacht and aircraft registration, credit cards, fund formation, pension services, residence and citizenship applications, as well as trademark and intellectual property registration and protection. In short we operate like a family office.

The first Sovereign office opened in Gibraltar in 1987 and we now have offices or agents in all the major international finance centres. This global reach enables us to provide local expertise on an international scale and allows our clients access to a global service from a local point of delivery. It also means that, in most cases, business can be conducted in the client's first language.

At a time when transparency and regulation have risen to the top of government agendas, Sovereign is committed to ensuring that its compliance and legal obligations – and those of its clients – are met. In all jurisdictions that require us to be licensed we have applied for, and been granted, the appropriate authorisation. To obtain these licences, Sovereign has had to demonstrate its financial stability and probity as well as professional competence and integrity and the robustness of its systems

We would always encourage prospective clients to contact their most convenient Sovereign office for an initial consultation. This can be given without fee or commitment. Should you choose to proceed, we will provide accurate time and cost estimates before undertaking any work on your behalf.

Please also visit our website at SovereignGroup.com. You will find updates to this information together with many other items that may be of interest. You may also wish to subscribe to The Sovereign Report, our quarterly client newsletter that provides news and comment about international tax planning.

Have your cake... and eat it!

There are substantial benefits to putting assets into trust but many people dislike the resulting loss of control. Fortunately there is a solution.

A Private Trust Company allows family members to continue to participate in decisions relating to the management of assets, without invalidating the trust.

This means you can plan for the future, without compromising the present. Sovereign advises clients worldwide on their succession strategies.

Do not delay. Contact us now to make sure that your family, and not the taxman, can enjoy your cake.

info@SovereignGroup.com

SovereignGroup.com





About Swiss Life

Swiss Life Holding Ltd was founded in 1857 as Schweizerische Rentenanstalt and its shares are listed on the SIX Swiss Exchange (SLHN).

The Swiss Life Group is the leading life insurance in Switzerland with over 7,000 employees, holding assets of over CHF192 billion.

Swiss Life Singapore was established in 2008, serving high net worth clients based in Asia. We focus on Private Placement Life Insurance solutions catering to the needs of accredited investors who want to protect their wealth and their family from life's twists and turns.

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Further Information:

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You can build *your legacy* on ours.

Trusted by generations. For generations.

Private Placement Life Insurance

The products offered by Swiss Life (Singapore) Pte. Ltd. (Company Registration No. 200913694D) are only available to an "Accredited Investor" as defined in the Securities and Futures Act (Chapter 289) of Singapore. The information is provided on a general basis for information purposes only, and is not to be relied on as advice.

www.swisslife.com.sg



SwissLife
The future starts here.



Global reach
Local knowledge

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

Key contact

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, HNWIs 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

Nigel Rivers

Global Head of Private Clients
E. nigel.rivers@tmf-group.com

Jean-Paul Binot

Managing Director, Singapore
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Our office in Singapore

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About Trident Trust

GLOBAL REACH, PERSONAL SERVICE

Trident Trust is one of the leading global independent providers of corporate, trust and fund services to the financial services sector worldwide. Established 35 years ago, our clients include the world's largest banks and brokerage firms, Fortune 500 companies, leading law and accounting firms and high net worth individuals and their families.

Working with Asian clients since our inception, we opened our first office in Asia in 1992. Today our multi-disciplinary teams in Hong Kong, Singapore and New Zealand serve a diverse range of clients in North and South-east Asia, offering access to our global presence in 24 jurisdictions and a selection of services extending from traditional corporate domicile representation to the administration of complex trust and fund structures.

With a record of the longest average tenure in our industry, our professional personnel are well-equipped to support our clients with their practical knowledge and extensive experience.

In an era of rapid globalisation of financial services, Trident Trust provides clients with the peace of mind that their affairs are handled professionally by an independent organisation with a proven record of responsiveness, attention to detail, reliability and personal service in excess of three decades.

Please visit www.tridenttrust.com for further information or contact any of our Asia offices directly:

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Your clients can rely on you...

because you can rely on us.

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For 35 years financial institutions and wealth management advisors in Asia have relied on us for independent corporate, trust and fund administration services.

Visit www.tridenttrust.com to learn more about our global capabilities and how we can help you serve your clients.

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ALLOCATED BULLION SOLUTIONS

SINGAPORE

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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EXECUTION

TRADE WORKFLOW

CUSTODY

COMPLIANCE

ABS is a Singapore based commodity broker for precious metals. The company provides 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
or visit www.allocatedbullion.sg for more information

Please contact
+65 6850 7850
enquiries@allocatedbullion.sg



About Collas Crill

The first Channel Islands law firm to open in Singapore, Collas Crill has an innovative attitude to its growth in new and existing markets, providing the highest quality legal expertise across key offshore jurisdictions.

Our clients include leading financial institutions, fund managers, high net worth individuals and international businesses in Asia.

The firm has 25 partners and directors and more than 70 lawyers and legal staff delivering a comprehensive range of legal services. Collas Crill provides the highest quality legal knowledge and experience to clients around the world, and particularly in Jersey, Guernsey, the UK, Europe and Asia.

Collas Crill Singapore has three lawyers, including two partners specialising in investment funds, corporate finance and private wealth. In South-east Asia we focus on the growing demand for Channel Islands legal advice in private wealth, investment funds and corporate work, working with lawyers, banks, accountants, trust companies and fund administrators.

Our services in Singapore include:

- Banking & finance
- Corporate & commercial
- Investment funds
- IP & e-business
- Risk & regulatory
- Trusts & foundations

Seen by our clients as knowledgeable, responsive, and client-oriented in our approach, Collas Crill has the ethos of being easy to do business with, ensuring client work is completed accurately and efficiently first time, every time.

Collas Crill partners explain in a short film how best practice and first-class sector knowledge, coupled with a clear vision and strong marketing, will help expand its client base both at home and in emerging markets. Click here to view the film: <http://www.youtube.com/watch?v=MfiJvxkj5FE>

Speak to us about how Collas Crill can help you use the Channel Islands to grow your business.

Key contacts

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OFFSHORE FIDUCIARY SPECIALISTS IN SINGAPORE

Collas Crill focuses on the growing demand for Channel Islands legal advice in private wealth, investments funds and corporate work in South East Asia, working with lawyers, banks, accountants, trust companies and fund administrators.

The head of our Singapore team, Marcus Hinkley, is a highly experienced trust lawyer with unrivalled offshore expertise from working in Guernsey, New Zealand, the BVI, and the Cayman Islands. Marcus leads a team focused on solutions to cross-jurisdictional offshore private wealth planning. Clients say we are:

"Personable and pragmatic - they find solutions to problems"

"Technically strong with an emphasis on being easy to do business with"

Speak to Marcus Hinkley about how Collas Crill can help your clients plan for their future.



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/ services
/ banking & finance / ip & e-business
/ corporate & commercial / risk & regulatory
/ investment funds / trusts & foundations

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www.collascrill.com



Asian Focus - Global Solutions

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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Amicorp's core business is the provision of global outsourced fiduciary services. More than half of the top 10 global private banks, asset managers, family offices and independent financial advisors choose Amicorp as their preferred services provider because of our global coverage, breadth of proposition, scalable platform and specialist knowledge of jurisdictions and products, across more than 40 offices in over 30 countries. Our aim is to become your strategic partner of choice, in delivering Amicorp's full suite of fiduciary services to you and your clients.

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FATCA came into effect in July 2014 and requires certain non-US entities to identify and report any US persons who hold or are linked to a financial account, whether a bank account, an interest in a trust, fund or other investment entity. FATCA will effectively be implemented in many countries by Intergovernmental Agreements concluded with the US Government. The FATCA provisions will dramatically alter the way non-US taxpayers conduct their banking and investment activities through various entities and structures. Your clients cannot afford to ignore these provisions whether they are US-related or not.

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