

Wealth Planning Forum 2012

Thursday 8th November
Pan Pacific Singapore

 hubbis



Lead sponsor



Sponsors



Who is Hubbis?

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

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

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

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

For more information, please contact:

Michael Stanhope
Chief Executive Officer
T 852 2563 8766
E michael.stanhope@hubbis.com

David MacDonald
Head of Consulting & Learning Solutions
T 65 6725 9231
E david.macdonald@hubbis.com

Andrew Crooke
Editor
T 852 2563 8683
E andrew.crooke@hubbis.com



Welcome

How can you make the most of the significant inter-generational shift in wealth in Asia by proactively influencing how your HNW and UHNW clients plan and manage their wealth?

The need for appropriate and bespoke solutions to issues relating to family businesses and succession planning has never been greater. The ever-greater spotlight on transparency has brought with it intense regulatory scrutiny and a requirement to be fully tax compliant. This is becoming more and more critical given the internationalisation of wealth and business interests among Asia families. Further, more frequent publicity around the negative consequences to wealth of death, divorce and disputes within families is making clients more aware of the value of putting in place a plan for the future. But which structures to use, how to manage them over the long term, who to seek advice from and which assets to include are among the many questions which remain unanswered.

Against this backdrop, we are hosting our inaugural **Wealth Planning Forum 2012** – from 9.00am to 5.00pm – on **Thursday 8th November** at the Pan Pacific Singapore.

This is a one-day event which will be targeted at frontline staff at private banks and other wealth management organisations targeting HNW and UHNW individuals.

The forum will enhance their understanding of the issues involved, and raise awareness and education on some of the following key areas within wealth planning: Trusts and their applications; Tax planning; Succession planning; Estate planning; Transfer of wealth; Family governance; Insurance; Building a legacy; The role of foundations in wealth planning; Other wealth transfer and planning tools such as charitable foundations and philanthropy; and Cross-border regulatory requirements.

Senior trust and estate planning practitioners, tax experts, lawyers, consultants and other professional advisers from across Asia will provide detailed guidance and insights on these and other topics.

You can join us for either the morning or the afternoon segments – or can come along for the whole day. And we will give you a certificate to prove your attendance. Lunch is also included.

There are no non-sponsoring product manufacturers, professional services firms or vendors who can attend.

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

Michael Stanhope
Chief Executive Officer
Hubbis



Agenda

8.40am **Registration**

9.00am **Welcome address**

Peter Golovsky

Managing Director, Global Head of Private Clients
Amicorp Group

9.05am **Keynote presentation**

Transparency is here - what should you do?

Toine Knipping

Chief Executive Officer & Co-Founder
Amicorp Group

- Navigating in a transparent world – implications and opportunities for you and your clients

9.35am **Panel discussion**

CEO panel: what does it take to succeed in Asian wealth management today?

- What does the Asian private banking and wealth management industry need to do to adapt to today's challenging environment?
- What is now required to deliver value to clients?
- What are the main opportunities in wealth planning in Asia today? From the perspective of (i) clients trying to find the right solutions, and (ii) private banks and other wealth management organisations trying to educate both their own advisers as well as clients.
- How can the industry make the most of the opportunities?
- What are the main challenges and shortcomings? What is holding the industry back?
- Do the increasingly-complex tax, cross-border and wealth planning needs and issues require scale and expertise to ensure firms gain a competitive advantage? Will this separate wealth management relationships into strategic partnerships and "nice to haves"?
- Given the magnitude of many requirements, how can smaller firms cope?
- To what extent will private banks increasingly need to build strategic relationships with other prominent players to access new clients and service them effectively – ranging from professional services firms to independent asset managers to onshore banks in markets such as Indonesia, Thailand, Malaysia and Taiwan?
- What are the ingredients of a true partnership between / providers and private banks / wealth management firms? What are the critical success factors?

Chair

Andrew Crooke

Editor
Hubbis

Panel members

Eng Huat Kong

Chief Executive Officer, Singapore and South-east Asia
EFG Bank

David Bellingham

Chief Executive Officer & Responsible Officer
Professional Investment Advisory Services

Marco Bardelli

Chief Executive Officer & Managing Director
UBI Capital

Toine Knipping

Chief Executive Officer & Co-Founder
Amicorp Group

10.25am Refreshments & networking

10.50am Presentation
An introduction to trusts for private bankers†

Marcus Leese

Partner
Ogier

This presentation will set out the fundamentals of trust structures including†

- What is a trust?
- Who are the parties to a trust and what are their powers?
- When will you encounter trusts?
- Myths and misconceptions about trusts
- Uses of trusts as part of wealth management
- How to talk to clients about trusts

11.15am Head-to-head Q&A
A Malaysian perspective on wealth planning

Carolyn Leng

Head of Private Banking
CIMB Private Banking, Malaysia

A “live” Q&A on stage – to cover:

- Opportunities and challenges for wealth planning in Malaysia
- How to address clients’ needs
- Issues for wealth managers to consider



Agenda

11.30am

Head-to-head Q&A

Giving proper advice in an increasingly complex world

Angelo Venardos
Chief Executive Officer
Heritage Trust Group

A “live” Q&A on stage – to cover:

- What advice would you give someone who wants to set up a trust in today's increasingly regulated world?
- Given the number of jurisdictions in which you can set up a trust structure, does it make any difference where you set one up?
- What trends are there in terms of which are the preferred trust structures for Asian clients? What is driving these structuring decisions and preferences?
- In today's ever-more complex environment, what are the chances of creating structures that will stand test of time?
- Clearly there must be demonstrable benefits worth paying for if clients are to set up trusts or other structures. What questions should advisers be asking clients to know what is best-suited to them?
- What are some of the factors for bankers when deciding which types of trusts to offer?
- How can bankers deal with the diverse wealth planning needs of clients with assets in multiple jurisdictions?
- With so much family and other conflict relation to wealth planning generally, how important is dispute resolution likely to become?
- What do you see are the 3 major legal / regulatory issues at the moment?
- What 3 estate planning products do you see being used over the next 5 years?
- Over the next 5 years, which 3 wealth management centres will be at the forefront and why?

11.55am

Panel discussion

How to help your clients tackle the thorny issues of death, divorce and dispute

- How do you approach conversations with clients about their wealth planning needs?
- What are the common needs of many Asian clients to help you plan ahead?
- What typically concerns clients around the 3 “D's”?
- How do you bring up topics such as death and divorce?
- What should you be trying to achieve?
- What must you avoid doing or saying?
- How can wealth planning help address the rising occurrences of disputes?
- Who do you turn to get professional advice?
- What value can you bring to your clients through accessing the right expertise internally and externally?
- Why is planning so important - both for you and your clients?
- When should clients start planning?
- Why doesn't everyone plan in this way?
- What are the common misunderstandings that many clients and advisers have in relation to creating estate and succession plans?
- How can you help clients shift their mindset in relation to the need to plan?
- How do you involve family members and get buy-in? Why is this important?
- What are the dangers of not doing proper planning?
- What is most likely to go wrong in the process?
- How can you avoid the pitfalls?

Chair

Andrew Crooke

Editor
Hubbis

Panel members

Mark Smallwood

Head of Wealth Management Solutions, Asia Pacific
Deutsche Bank Private Wealth Management

Dr Britta Pfister

Managing Director, Head Wealth Planning, Asia Pacific
Rothschild Trust (Singapore)

Angelo Venardos

Chief Executive Officer
Heritage Trust Group

Yash Mishra

Managing Director, Head, Private Clients
Taurus Wealth Advisors

12.50pm

Lunch

1.45pm

Panel discussion

Effective business succession planning and family governance

- How should planning for business succession be approached and tackled?
- What are some of the most important structural issues wealthy individuals and families need to address as part of business succession planning?
- What structures are common and popular in Asia?
- What are some recent examples to highlight what is most likely to go wrong in the process?
- How can these be dealt with early on?
- What does an effective family governance model look like?
- How can you create a family governance constitution?

Chair

Peter Golovsky

Managing Director, Global Head of Private Clients
Amicorp Group



Agenda

Panel members

Jonathan Hubbard

Head of Wealth Planning, Asia
UBS Wealth Management

Philipp Piaž

Partner
Finaport

Noor Quek

Founder / Managing Director
NQ International

Aaron Chan

Head of Trust Department
Amicorp Group

Marcus Leese

Partner
Ogier

2.40pm

Presentation

Building an enduring family estate

William Ahern

Principal
Family Capital Conservation

- Function then form
- The right questions
- The importance of unity of purpose
- The importance of process
- The construction stage
- The maintenance stage

3.00pm

Refreshments & networking

3.25pm

Head-to-head Q&A

An Indian perspective on wealth planning

Rajiv Bajaj

Vice Chairman & Managing Director
Bajaj Capital

A “live” Q&A on stage – to cover:

- Opportunities and challenges in the Indian wealth planning landscape
- How to address clients’ needs
- Issues for wealth managers to consider with NRIs
- The impact of the changing regulatory landscape in India, especially dealing with the evolution of fee-based models

3.40pm

Panel discussion
Getting the structure right

- What are the popular structures being used in Asia today? Why are they being used?
- How could clients derive greater value by looking at new or different options?
- What should be considered at different stages of the wealth management life cycle for individuals and families?
- What misconceptions exist around how to use trusts?
- How can these be dispelled?
- What's wrong with viewing trusts, foundations or other structures as "products"?
- How do you assess the pros and cons of bank-owned versus independent trustees?
- What's best in different situations and for different clients?

Chair

Andrew Crooke

Editor
Hubbis

Panel members

Seow Chee Goh

Executive Director of the Wealth Advisory Group
JPMorgan Private Bank

Alan Taylor

Managing Director
EFG Trust

William Ahern

Principal
Family Capital Conservation

Lionel Choi

Private Client Director
RBC Wealth Management

4.30pm

Forum ends