

# Malaysian Wealth Management Forum 2015

25 June | Le Meridien | Kuala Lumpur

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## What we do



Events  
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Online content



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## What we cover

REGULATION & COMPLIANCE

SKILLS

INVESTMENTS

STRATEGY & BUSINESS

FAMILY WEALTH

TECHNOLOGY

## Who it is for

We have created connectivity across Private Banking, Independent Wealth Management, Retail Banking, Asset Management, Insurance, Technology, Professional Services and other communities. And we reach, through our content and events, senior practitioners from the top international, regional and domestic players.

Hubbis' activities have the power to drive the future of Asian wealth management via:

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- More than 80 e-learning courses and over 200 hours of assessed live training content
- Dozens of thought-leadership discussions

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# WELCOME

We are delighted to host our 5th annual **Malaysian Wealth Management Forum 2015** today in Kuala Lumpur.

Please mark the date of our 2016 event in your calendar now – Thursday, 23rd June.

There continues to be a need for consistent standards of professionalism within the local industry, and more expertise in terms of advising clients on diversification and allocation of their portfolios, as well as on wealth preservation, succession planning and wealth transfer.

Today's agenda is therefore designed to include presentations, case studies and panel discussions – to look at where the market is at today, the opportunities and challenges it faces, and where it needs to go to move it to the next level.

Also key to the content at this event is providing insights from experts in overseas markets – sharing best practices, the components of successful businesses, and lessons learned from developing wealth management offerings elsewhere in Asia. This is in relation to people, infrastructure, technology, product platforms, risk management, and more.

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

We are delighted to host this must-attend fixture in the Malaysian wealth management calendar.

Thank you for your support and attendance. We hope you enjoy the forum.

**MICHAEL STANHOPE**  
CHIEF EXECUTIVE OFFICER & FOUNDER  
HUBBIS

# Agenda-at-a-glance

## Morning

- 9.00am **Welcome Address by Michael Stanhope**
- 9.05am **Panel Discussion**  
*How to build a successful and sustainable wealth management offering in Malaysia?*
- 9.45am **Presentation**  
*5 areas where technology may add value to the wealth management business*
- 10.05am **Presentation**  
*The leading Citizenship-by-Investment Programs of the world*
- 10.20am **Refreshments & Networking**
- 10.45am **Panel Discussion**  
*Sticky assets*
- 11.25am **Presentation**  
*Are you being served?*
- 11.40am **Presentation**  
*Digital banking manifesto – a shortlist of the key principles for building a digital bank*
- 11.55am **Presentation**  
*Insurance as a planning & structuring solution for HNW clients and families*
- 12.10pm **Panel Discussion**  
*What are the key disruptive forces shaping asset management of tomorrow?*
- 12.50pm **Lunch**

## Afternoon

- 1.35pm **Panel Discussion**  
*What can be learnt from the world of wealth management today?*
- 2.10pm **Presentation**  
*Asian wealth management centres*
- 2.25pm **Presentation**  
*The offshore physical gold market - Gold and Private Banking?*
- 2.40pm **Presentation**  
*Structured products 101*
- 2.55pm **Presentation**  
*The offshore physical gold market - Gold and Private Banking?*
- 3.10pm **Panel Discussion**  
*How will insurance companies evolve?*
- 3.30pm **Refreshments & Networking**
- 3.55pm **Panel Discussion**  
*Taking Sharia wealth management and Islamic products to the next level*
- 4.25pm **Panel Discussion**  
*Joining the dots*
- 5.00pm **Forum Ends**

A man with short brown hair and blue eyes is looking directly at the camera. He is positioned behind a very large, thick stack of papers that obscures his lower face and body. The papers are mostly white with some blue and yellow tabs. The background is a blurred office setting with soft lighting.

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# Full Agenda

**8.40am**      **Registration**

**9.00am**      **Welcome Address**

**Michael Stanhope**

Chief Executive Officer & Founder  
Hubbis

**9.05am**      **Panel Discussion**

*How to build a successful and sustainable wealth management offering in Malaysia?*

- *What are the key drivers for growing wealth management in Malaysia?*
- *Where are the biggest opportunities - and challenges?*
- *Do you need economies of scale to be successful in today's market?*
- *Can small firms overcome the challenges of the regulatory and compliance environment?*
- *Outsource or build it yourself. What's best?*
- *Does digital level the playing field? What do firms need to do in terms of their engagement of technology?*
- *What's your niche?*
- *What's an acceptable return on your investment?*
- *Can Malaysia develop as a regional wealth management hub? What needs to happen to get to this point?*

**Chair**            **Michael Stanhope**  
Chief Executive Officer & Founder  
Hubbis

**Panel**            **Rakesh Kaul**  
Country Head - Retail Banking, Mortgages & Wealth Management, Malaysia  
Citi

**Carolyn Leng**  
Head of Private Banking, Malaysia  
CIMB Private Banking

**Pramod Veturi**  
Managing Director & Country Head, Wealth Management  
Standard Chartered Bank

**K R Raju**  
Founder and Group Chief Executive Officer  
Blueprint Group of Companies

**Dato' Javern Lim**  
Founder and Group Managing Director  
VKA Wealth Planners



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Financial Information

Unlocking the potential.

**9.45am**      **Presentation**  
*5 areas where technology may add value to the wealth management business*

**Greg Prosovicz, PhD**  
Head of Product Management, Capital Markets  
COMARCH

- *Threat or opportunity? The main challenges for wealth management*
- *Technology in action – how the industry answers to changes*
- *How to add value for clients and wealth managers?*

**10.05am**      **Presentation**  
*The leading Citizenship-by-Investment Programs of the world*

**Dr Juerg Steffen**  
Head Asia Pacific  
Henley & Partners

- *Reasons for obtaining an alternative citizenship*
- *Current trends from an Asian perspective*
- *Due diligence as a distinctive feature*

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**10.20am**      **Refreshments & Networking**

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**10.45am**      **Panel Discussion**  
*Sticky assets*

- *How can asset management companies and distributors make assets stickier?*
- *Moving from a short-term to long-term mind-set – how can you achieve and execute this?*
- *The wealth management industry is facing the significant challenge and balancing act of needing to make money, yet also fulfilling their increasingly-complex regulatory obligations. What is your role in this?*
- *How should advisory processes and models be developed?*
- *To what extent can – or even should – various parts of the sales and advisory processes be industrialised to keep costs under control and increase efficiencies?*
- *Will managed solutions or DPM become a meaningful part of your business?*
- *The possibility of rising interest rates will cause deleveraging in the bond markets. What asset classes will be best in the second half of 2015?*

**Chair**      **Michael Stanhope**  
Chief Executive Officer & Founder  
Hubbis



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- Panel**
- Kin Onn Kee**  
Head of Private Banking  
AmInvestment Bank
- Munirah Khairuddin**  
Chief Executive Officer  
CIMB-Principal Asset Management
- Steven Seow**  
Head of Wealth Management, Asia  
Mercer
- Christian Stauffer**  
Partner  
EFA Group
- Marco Kaster**  
Investment Director, Asia  
Stanley Gibbons

**11.25am**     **Presentation**  
*Are you being served?*

**Radha Pillay**  
Strategic Accounts Director, Asia Pacific  
SmartStream

- *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?*

**11.40am**     **Presentation**  
*Digital banking manifesto – a shortlist of the key principles for building a digital bank*

**Deirdre Jennings**  
Managing Director, Asia Pacific  
Crealogix

A look at how to manage the disruptive changes in banking by shifting focus and managing trade-offs. We propose 7 key principles to enable a bank to build a long-term digital roadmap for harvesting business benefits and creating a competitive advantage.

- *BEHAVIOUR over segmentation*
- *HYBRID ADVISORY over autopilot*
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- *CONTEXTUAL INSIGHTS over reporting*
- *ORCHESTRATION over integration*
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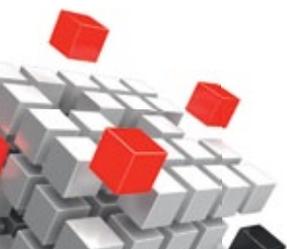
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**11.55am Presentation***Insurance as a planning & structuring solution for HNW clients and families***David Varley**Head of High Net Worth - Asia  
AXA

Insurance as a planning vehicle for effective structuring of client's wealth provides a number of benefits that other options and structures may not be able to offer. Solutions can work very well on their own, or with a trust, for clients who want:

- *Privacy / confidentiality*
- *Estate planning/succession planning*
- *Investment control*
- *Asset protection*
- *Tax optimisation*
- *Flexibility of assets*

**12.10pm Panel Discussion***What are the key disruptive forces shaping asset management of tomorrow?*

- *What are the big trends, opportunities and challenges in Malaysian asset management?*
- *How are you positioning your business in line with these?*
- *How will the market develop over the next 12 months?*
- *What are the main challenges and opportunities you foresee for the industry and wholesale distribution?*
- *How will the distribution mechanism, priorities, and fee models evolve?*
- *Is the asset management community launching enough products? And the right types of products?*
- *What is the scope for Malaysian firms to grow regional footprints in light of passporting?*

**Chair****Michael Stanhope**Chief Executive Officer & Founder  
Hubbis**Panel****Anthony Siau**Chief Executive Officer, and Regional Head of Group Institutional Business  
RHB OSK Asset Management**Simon Cornwell**Co-Founder and Global Sales & Marketing Director  
Vermilion Software**Shan Saeed**Chief Economist  
IQI Group**Gerald Ambrose**Chief Executive Officer  
Aberdeen Islamic Asset Management**Christopher Geh**Regional Head of Sales and Marketing  
Maybank Asset Management

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**12.50pm**      **Lunch**

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**1.35pm**      **Panel Discussion**  
*What can be learnt from the world of wealth management today?*

- *What's the real growth in wealth in Asia?*
- *At what stage of development is wealth management at in Hong Kong and Singapore?*
- *What lessons can we learn from the journeys so far in these financial hubs?*
- *How are different types of wealth management firms trying to capture this potential?*
- *A look at the different models and how they are developing: private banks Vs retail banks Vs insurance companies Vs IFAs Vs family offices / independent advisers*
- *Where does overlap exist between the various players and what are the implications of this for the industry – as well as for clients?*
- *How do different players maximise the growth potential? Lessons learned in recent years*
- *How are business models evolving?*
- *What is an acceptable return on investment today?*

**Chair**            **Michael Stanhope**  
Chief Executive Officer & Founder  
Hubbis

**Panel**            **Paul Khoo**  
Chief Executive Officer  
StandardFA

**Noor Quek**  
Founder / Managing Director  
NQ International

**Dr Juerg Steffen**  
Head Asia Pacific  
Henley & Partners

**Angelo Venardos**  
Chief Executive Officer  
Heritage Trust Group



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**Miriam**  
Claims Manager



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**2.10pm**      **Presentation**  
*Asian wealth management centres*

**Angelo Venardos**  
Chief Executive Officer  
Heritage Trust Group

- *Assessing the merits and pitfalls of different jurisdictions in Asia*
- *How to decide what's best for your clients*

**2.25pm**      **Presentation**  
*Standing out from the crowd*

**David MacDonald**  
Head of Learning Solutions  
Hubbis

- *What are you doing to avoid becoming a commodity?*
- *Push me, pull me!*
- *Winning behaviours that help win relationships*

**2.40pm**      **Presentation**  
*Structured products 101*

**Peter Williams**  
Structured Solutions Sales  
Leonteq Securities

- *What product categories exist?*
- *How do structured products generate value?*
- *FCN, Bonus Certificate, Twin Win Autocallables – easily explained*

**2.55pm**      **Presentation**  
*The offshore physical gold market - Gold and Private Banking?*

**Jeremy Ng**  
Head of Finance  
Allocated Bullion Solutions

- *The wholesale gold market's London origins and its migration eastward*
- *Unallocated vs allocated gold*
- *Physical gold pricing*
- *Wealth sector gold infrastructure - Switzerland vs Asia*
- *Is the wealth sector fulfilling Asia demand*
- *Impediments to scalability - transparency, liquidity, and collateral*
- *Value proposition for wealth sector*



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/ risk & regulatory

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**3:10pm**      **Panel Discussion**  
*How will insurance companies evolve?*

- *What are the key drivers for insurance companies developing their local offerings?*
- *What are the main regulatory developments we will see over the next 12 months? What opportunities and challenges does that create for you?*
- *How should the regulators help facilitate the industry's further development?*
- *In what ways are regulatory reforms affecting the propositions for various insurance products? What new products are you developing as a result?*
- *How is the distribution model developing? Including for IFAs, banks and insurance agents?*
- *Where will disruption come from?*
- *What is the role for different platforms and channels?*
- *What is the balance and demand between life insurance and other types of insurance?*

**Chair**      **Michael Stanhope**  
Chief Executive Officer & Founder  
Hubbis

**Panel**      **David Varley**  
Head of High Net Worth - Asia  
AXA

**Gerald Pasquier**  
Wealth Planner  
Swiss Life

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**3.30pm**      **Refreshments & Networking**

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**3.55pm**      **Panel Discussion**  
*Taking Sharia wealth management and Islamic products to the next level*

- *What are the key developments in Islamic wealth management in Malaysia?*
- *How are Islamic products marketed and distributed within a wealth management platform?*
- *Where can innovation come from to drive further growth?*
- *To what extent are Islamic products an important part of client portfolios? Why?*
- *What is the role of Takaful / Trusts in Islamic wealth management?*
- *How can the industry encourage more clients to use Takaful / Trusts as a part of their holistic wealth management?*
- *What is the role of Malaysia in the region and globally as Islamic wealth management gains greater traction?*
- *How can Malaysia capitalise on its current expertise and capacity in Islamic products to further cement its position as one of the renowned Islamic financial centres globally?*
- *To what extent can Malaysia move to the forefront in attracting Islamic clients from around the world?*

**Chair**      **Michael Stanhope**  
Chief Executive Officer & Founder  
Hubbis



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**Panel**            **Hanifah Hashim**  
Executive Director and Head of Fixed Income, Malaysia  
Franklin Templeton Investments

**Angelia Chin-Sharpe**  
Chief Executive Officer, Country Head Malaysia & Brunei  
BNP Paribas Investment Partners

**4.25pm**           **Panel Discussion**  
*Joining the dots*

- *How do you define a valuable offering that clients are willing to pay for?*
- *There is a lot of talk about wealth management firms growing their platforms, but this is proving harder to do in reality. How do you find the right people, develop them and retain them?*
- *How do you onboard the right people?*
- *What does a world-class professional development framework look like?*
- *How do you balance the various priorities you have in managing your business?*
- *How can training be viewed as an investment? Not an annoying cost?*
- *What will it take for advisers to move it to the next level in terms of professionalism, quality of advice, product range and a fee-for-service model?*
- *Can advisers make the shift from product to a more holistic offering?*
- *What's more important - technical skills, the effectiveness of the adviser, or soft skills?*
- *What are some of the best practices in other industries which can be applied to wealth management?*

**Chair**            **Michael Stanhope**  
Chief Executive Officer & Founder  
Hubbis

**Panel**            **Robert Foo**  
Managing Director  
MyFP Services

**Maikel Sajangbati**  
Chief Executive Officer & Founder  
MCI

**David MacDonald**  
Head of Learning Solutions  
Hubbis

**5.00pm**           **Forum Ends**

# Intellect FABX

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in 2007

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# LET'S REDEFINE YOUR INVESTMENT EXPERIENCE

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.

We count on experienced industry experts with a focus on achieving client's goals and a first class IT infrastructure, setting new standards in stability and flexibility.

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##### **Modern platform**

- Integrated IT platform built from ground up with a focus on automation of key processes in the value chain
- Platform functionality to address increased customer demand for transparency, service, liquidity, security and sustainability

##### **Vertical integration**

- Control of the entire value chain as a basis for proactive service tailored to specific needs of clients
- Automation of key processes mitigating operational risks

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- Modern platform resulting in a competitive cost per issued product allowing for small ticket sizes

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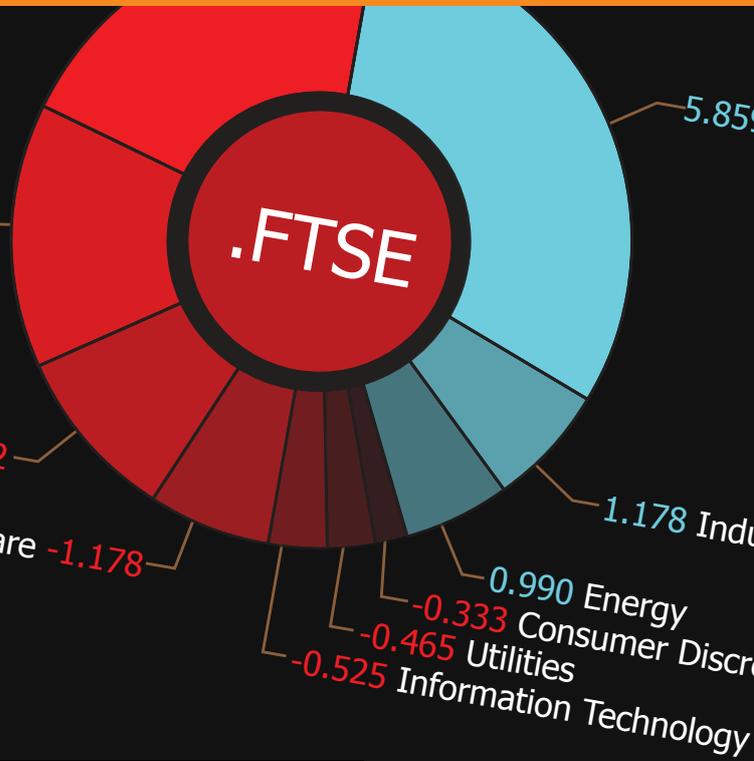
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## Learning modules

*Our courses are developed to cover the below content topics:*

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SKILLS

FAMILY WEALTH

STRATEGY & BUSINESS

LIVE-LEARNING

# Our learning platform



***Meeting your critical compliance requirements***

# Speaker biographies



## Angelia Chin-Sharpe

Chief Executive Officer, Country Head Malaysia & Brunei

**BNP Paribas Investment Partners**

Angelia Chin-Sharpe is the chief executive officer (CEO) of BNP Paribas Investment Partners Malaysia, and global head of the Islamic segment for BNP Paribas Investment Partners. She has over 16 years of experience in banking, capital markets and asset management. Angelia joined BNP Paribas Investment Partners in 2007 and was responsible for the successful set-up of the businesses in Malaysia and Brunei. She was also responsible for the institutional business development of frontier markets in Asia before moving back to Malaysia in 2012 as CEO. As global head of the Islamic segment, Angelia is responsible for driving BNP Paribas Investment Partners' Islamic business development opportunities globally, working with its global network. Prior to BNP Paribas, Angelia was the executive director of ECM Libra Capital, an asset management company in Malaysia. Angelia holds a Bachelor of Commerce, majoring in Accounting from Curtin University of Technology, Western Australia. She has completed Level I, II & III of her Chartered Islamic Finance Professional with INCEIF. Angelia is a holder of the Capital Markets Services Representative's with the Securities Commission of Malaysia.



## Angelo Venardos

Chief Executive Officer

**Heritage Trust Group**

Dr. Angelo Venardos is the Founder and Chief Executive Officer of the Heritage Trust Group. He holds degrees in Economics & Marketing, an MBA, a Master of Jurisprudence (Corporate & Commercial Law) and a Doctorate of Legal Science. Heritage Trust Group, an independent trust and corporate services company, with offices in Singapore, Hong Kong and the BVI, is recognized as a leading service provider in Asia, whose principal activities include the provision of fiduciary, trust, foundation, company formation, corporate services and accounting services. The Group also has associated entities in Brunei, New Zealand and Seychelles. Heritage has a staff complement of 60 professionals. In December 2014, Dr Angelo was conferred the title of "IBF Fellow" in the segment of Trust Administration and Wealth Management by the Institute of Banking and Finance (IBF) in recognition of his professional standing as an industry veteran. His active involvement with the Society of Trust and Estate Practitioners (STEP) since 2000, from the Chair of STEP Singapore in 2009 to 2011, elected to Council in 2011 and has led him to his appointment in 2013 to the Board of Directors of STEP Worldwide in London. He is a member of the Singapore Trustees Association (STA), Singapore Academy of Law (SAL), Singapore Institute of Directors (SID), Singapore Institute of International Affairs (SIIA) and Australian Institute of Company Directors (AICD).



## Anthony Siau

Chief Executive Officer, and Regional Head of Group Institutional Business

**RHB OSK Asset Management**

Anthony Siau is currently the Chief Executive Officer of RHB OSK Asset Management Pte Ltd (RHB OSK AM) and the Regional Head of Group Institutional Business for RHB Group Asset Management (RHBGAM) based in Singapore. As the CEO of RHB OSK AM, Anthony provides the strategic direction for the company and is responsible to grow the Singapore business as the regional asset management hub for RHBGAM. As the Regional Head of Group Institutional Business, Anthony oversees RHBGAM's institutional business across the region, covering government agencies, government linked companies, institutions, corporate and SMEs for both the conventional and Islamic markets. Anthony joined RHB Banking Group in 2007. He has more than 16 years of experience primarily in the mutual fund and asset management industries, specialising in the areas of corporate strategy, business development, product management, retail and institutional sales. Anthony holds a MBA (Finance) and a Bachelor of Science in Business Administration (Computer Information System).



#### **Carolyn Leng**

Head of Private Banking  
**CIMB Private Banking**

Having grown with Malaysia's first full-service private bank since its inception, Carolyn Leng was appointed as Head of CIMB Private Banking, Malaysia on 1 April 2010. She is now responsible for driving client relations and growing the entity to become one of the region's leading private banks. Launched in 2002, CIMB Private Banking saw Carolyn as one of the pioneers, and together with her team, she has guided the unit's exponential growth. She was instrumental in expanding the private bank's presence by establishing offices in Penang, Sarawak, Sabah and Johor. Prior to joining CIMB Private Banking, Carolyn led the unit at Commerce Trust, now known as CIMB Principal, one of the country's largest unit trust companies. Before that, she was with Templeton Management Limited, one of Canada's largest mutual funds, where she managed sales for British Columbia and Alberta. She graduated with a Bachelor of Arts Degree (Hons) in Economics from the University of Toronto and completed various Financial Planning courses.



#### **Christian Stauffer**

Partner  
**EFA Group**

Christian founded EFA Group in 2003, and spearheaded its growth into an independent specialty finance firm. As CEO and Founding Partner of the Group, Christian has more than 25 years' experience in trade finance, structured finance, and commodities trading. Before setting up EFA, he was a Director at Noble Trade Finance Limited and Deputy Group Treasurer of Noble Group. Prior to this, Christian was Managing Director of FINCO Asia, the merchant-banking subsidiary of Andre Group, based in Singapore and Beijing.



#### **Dato' Javern Lim**

Founder and Group Managing Director  
**VKA Wealth Planners**

Dato' Javern Lim is the founder and group managing director of VKA Wealth Planners, and has more than 20 years of experience in the field of financial services and agency management. He is a qualified and licensed Financial Planner by Securities Commission and Bank Negara Malaysia. He also holds a Corporate PRS Advisor license and is an authorized PRS Master Trainer by Federation of Investment Managers Malaysia. He is also the co-founder of the Association of Financial Adviser Malaysia. Dato' Javern is currently the columnist writer for China Press & often featured in various publications like newspapers and magazines. He has also spoken on various platforms including public seminars, companies, universities, associations, radio and television for his expert opinions in financial planning matters. As a Past President for Lions Club of Kuala Lumpur Central, Dato' Javern has actively involve himself in community services since 2001. He was appointed as District Chairman to initiate the signing of the MOU movement between AKPK and Lions Club International District 308B1 in 2014 for conducting the free financial education seminar to the public nationwide. He has been conferred as DARJAH DATO PADUKA NEGERI SEMBILAN (DPNS) by D.Y.M.M. Yang Di-Pertuan Besar Negeri Sembilan Tuanku Muhriz ibni Almarhum Tuanku Munawir on 14th Jan 2015



**David MacDonald**  
Head of Learning Solutions  
**Hubbis**

With a 20-year career in various wealth management roles, and over 10 years as a founding director of Macsimize, a learning & development business, David is an expert in skills and behaviour-related learning & development. Since September 2011, he has been responsible for Hubbis' face-to-face training services.



**David Varley**  
Head of High Net Worth - Asia  
**AXA**

David is Head of High Net Worth for AXA in Asia. He works with private banks, high net worth brokers, family offices, trust companies, lawyers and directly with HNW individuals themselves on wealth structuring and planning solutions within Insurance. His specialist is PPLI/Life-wrapping of assets, and structuring assets and investment strategies for HNW individuals and families. Previously David was Regional Protection and Health Development manager as AXA Asia, which has been seen by the company as a major sector for regional growth. Prior to this, he set up and for four years managed the Axa Hong Kong international brokerage business. He has a Bachelor of Commerce and a Management Honours Degree from Melbourne University. With a published Thesis titled: "Innovate or Die" He lives in Hong Kong with his wife Lisel.



**Deirdre Jennings**  
Managing Director, Asia Pacific  
**Crealogix**

Deirdre has over 15 years' experience in the financial services industry with the last six years in Asia Pacific. On completing her Ph.D. in Monte Carlo simulations in 1998, Deirdre worked as a business analyst for number of startup software companies. In 2002 Deirdre joined Information Mosaic initially in product development and then as business consultant responsible for EMEA. In 2008, Deirdre moved to Singapore to open Information Mosaic's Asian Pacific headquarters, successfully growing the business as Director of Business Development and then leading and managing as Head of APAC. Deirdre joined Crealogix in 2014 as Managing Director Asia Pacific.



**Christopher Geh**  
Regional Head of Sales and Marketing  
**Maybank Asset Management**

Christopher Geh, Regional Head of Sales and Marketing, joined Maybank AM on 2 May 2012. After graduating in 2001, he worked in the US with numerous global companies such as Bank of America and Amazon.com in the areas of accounting and finance. He returned to Malaysia in 2002 and worked with SBB Mutual, Hwang DBS, Prudential Fund Management, AmlInvestment Services and RHB Investment Services, specializing in strategic initiatives, product development and distribution. He oversees the regional strategy in areas of distribution and marketing for the company. In this capacity, Christopher is responsible for leading, managing and developing the operational sales plan for the team. This also includes the implementation of new strategic initiatives across the region. He graduated with a bachelor of Business Administration majoring in finance from Seattle University, US. He is a holder of CMSRL under the Act.



**Dr Juerg Steffen**  
Head Asia Pacific  
**Henley & Partners**

Juerg Steffen 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.



**Gerald Ambrose**  
Chief Executive Officer  
**Aberdeen Islamic Asset Management**

Gerald is the chief executive officer of Aberdeen Islamic Asset Management Sdn Bhd, the group's Islamic fund management. He joined Aberdeen Asset Management in 2005 after the company was selected to be the first licensed foreign-owned fund manager under the government's Special Scheme. Previously, Gerald was an institutional sales director covering ASEAN equities at Kim Eng Securities in Singapore, HSBC James Capel in London and BNP Paribas in London, the latter sending him to set up the institutional broking operations of its associate, Mohaiyani Securities Sdn Bhd in 1990. Prior to that, Gerald served as a submarine officer in the Royal Navy until 1987. Gerald Ambrose graduated with an MA (Honors) degree in Land Economy from Pembroke College, Cambridge University.



**Gerald Pasquier**  
Wealth Planner  
**Swiss Life**

#### Experience

Gerald structures Private Client's wealth through Private Placement Life Insurance. His expertise lies in cross-border investments, tax planning and wealth holding structures. A former lawyer, he practiced the law both in-house and in private practice in a number of jurisdictions across Asia and Europe. Gerald has spent over 8 years in Asia.

#### Academic Achievements

LLM in Financial Law - University of Strasbourg, France  
Certificate in Corporate Finance - Hong Kong Securities Institute  
Diploma in Asian studies - Kyushu University, Japan

#### Professional Qualifications

Admitted to the Paris Bar  
Admitted as Solicitor in England and Wales  
Admitted to the Luxembourg Bar


**Greg Proszowicz, PhD**

Head of Product Management, Capital Markets  
**COMARCH**

Greg Proszowicz is a Head of Product Management for Comarch Capital Markets. He holds a Ph.D. degree in Economics of Cracow University of Economics and Executive Master of Business Administration of Stockholm University School of Business. He is responsible for capital market solutions including wealth & asset management and securities trading. At Comarch since 1998, he has been working as a project manager, a senior analyst and a consulting manager. Grzegorz specialises in investment management, investment advisory, market efficiency and performance measurement.


**Hanifah Hashim**

Executive Director and Head of Fixed Income, Malaysia  
**Franklin Templeton Investments**

Nor Hanifah Hashim, executive director and head of fixed income for Malaysia, joined Franklin Templeton Investments in 2011. She oversees fixed income in Malaysia, including conventional fixed income and Sukuk strategies (Shariah compliant securities). She manages the institutional and retail portfolios of Ringgit fixed income assets and develops investment policies for the Malaysian market. She works closely with the Franklin Templeton LAM Fixed Income team in the Middle East on global Sukuk mandates and supports Franklin Templeton's global fixed income capabilities. Ms. Hashim has over 20 years of experience in the investment industry. She was employed at the treasury department of CIMB Investment Bank in 1993 as a treasury dealer and built her career in the fixed income market. In 2005, she moved from treasury to the asset management arm of CIMB Group as head of fixed income. In this role she was responsible for the investment of fixed income assets in Malaysia and provided investment oversight for the group's fixed income business in Indonesia and Thailand. Ms. Hashim was the portfolio manager for the largest local institutional fixed income client of the firm as well as the portfolio manager for retail foreign currency funds that invest in non-Ringgit debt in Asia. Prior to joining Franklin Templeton Investments, Ms. Hashim held the position of executive vice president - head of fixed income, CIMB - Principal Asset Management Berhad, and before that senior vice president and head of fixed income services in the treasury department of CIMB Investment Bank. Ms. Hashim holds a B.S. in economics and international relations from University of Wisconsin-Madison. She is a national member of Financial Market Association - Malaysia and obtained her Capital Markets Services Representative License (CMSRL) in 2004.


**Jeremy Ng**

Head of Finance  
**Allocated Bullion Solutions**

Jeremy is the Head of Finance at Allocated Bullion Solutions (ABS). He has worked across a wide variety of industries in Australia, the US and Singapore. His broad experience in the finance and accounting space ranges from financial control, budgeting, audit and regulatory reporting. Prior to joining ABS, he was responsible for the validation and control of regulatory submissions at Deutsche Bank. A fully qualified member of the Institute of Chartered Accountants of Australia, Jeremy received training at Bentleys Chartered Accountants in Business Advisory and External Audit. His earlier career included a secondment to the accounting firm Weiser Mazars in New York where he audited financial controls of corporations under US GAAP.



### **K R Raju**

Founder and Group Chief Executive Officer  
**Blueprint Group of Companies**

Mr K R Raju is the executive chairman of Blueprint Planning, a financial planning specialist licensed by the Securities Commission (SC) of Malaysia. Mr Raju is a qualifying life member of the Million Dollar Round Table (MDRT); he began his career in the insurance industry in both the life and general sectors. He holds a Capital Markets Services Representative License from the SC and is a licensed financial planner providing financial planning advice through a structured six-step process. In all, his accumulated experience in the financial services industry spans more than 30 years. A licensed trainer, Mr Raju provides regular consultancy and coaching programmes to SMEs as well as leading financial institutions for development and performance improvement related to financial planning practices. He is also a regular presenter at conferences and training courses both in Malaysia as well as regionally and has addressed audiences in the Philippines, Jakarta and India on various topics relating to personal finance, insurance planning, debt management, business insurance, wealth management and financial planning. Mr Raju has been a regular contributor of articles on financial matters to magazines such as Personal Money, 4E Journal and Smart Investment. He has also authored and published two books: "Winning strategies in financial planning", and "A Strategic Plan to Achieve the MDRT", which was reproduced in Mandarin, Malay and Tamil language versions.



### **Kin Onn Kee**

Head of Private Banking  
**AmInvestment Bank**

Kin Onn Kee is Head of Private Banking at AmBank Group. In the past decade, led a growing team of private bankers, investment managers and support services staff to its current position as a market leader in Malaysia, whilst working closely with Bank Negara Malaysia and the Securities Commission on regulatory affairs. As Chief Investment Officer over this period led the team to achieve strong performances across global multi-asset portfolios. Over 20 years of experience in investments, banking and corporate advisory and is a qualified Chartered Financial Analyst, Financial Risk Manager and Chartered Accountant.



### **Maikel Sajangbati**

Chief Executive Officer & Founder  
**MCI**

Maikel Sajangbati, born in Jakarta, Indonesia, has been President Director of PT MCI (a private banking and wealth management consulting company) since 2001. Before this, he spent more than 16 years as a senior executive in PT Metlife, Indonesia & Metlife Philippines, Manila, The Philippines (a subsidiary company of Metropolitan Life, New York, US). In the last 10 years, Maikel has consulted the following clients in the areas of strategic and operational planning, research and wealth management certification programmes: RBS Bank, SCB Bank, DBS Bank, Commonwealth Bank, Chinatrust Bank, Bank Mandiri, Bank Syariah Mandiri, BRI, BCA, BNI, Bank Danamon, Bank CIMB Niaga, Bank Permata, BII, Bank Bukopin, Bank Jabar Banten, ICB Bumiputera, Bank Century, Jiwasraya Life, Jasindo Insurance, Central Asia Raya Life, AXA Life Indonesia, BNI Life, Takaful Life, Tugu Mandiri Life, Bumi Asih Jaya Life, Zurich Life, Manulife Financial, Kresna Graha Sekurindo, Sinarmas Sekuritas, Trimegah Sekuritas, and Bakorsurtanal. He is also Founder and on the Board of Examiners of the Certified Wealth Managers' Association (CWMA), on the Board of Experts of the Indonesia Insurance Institute (AAMAI), a member of both the FLMI Society of Indonesia and of the Financial Planning Association Indonesia (FPAI), and a Faculty member of the Master of Management Universitas Gadjah Mada (MM-UGM). Maikel's articles and opinions have been published in various journals and newspapers in Indonesia, such as: Kompas, Bisnis Indonesia, The Investor Daily, Info Bank, Investor Magazine, Warta Ekonomi, Bisnis Bank, Pesona Femina, Tabloid Bisnis & Uang, Stabilitas, Broker Magazine and Journal AAMAI. He has attended and presented papers at various international and domestic seminars. He received his professional designation as a Certified Wealth Manager (CWM) from The University of Greenwich Business School, London, UK, and as a FLMI, ACS, AIAA, AIRC and ARA from LOMA, Atlanta, Georgia, US. He received his Diploma in Financial Planning (Dip. FP), and Chartered Financial Consultant (ChFC) & Chartered Life Underwriter (CLU) from the Singapore College of Insurance (SCI) under license from the American College, US, and his Certified Financial Planner (CFP) from FPSB in Denver, Colorado, US. He received his MSc from WCIMT in Australia.



**Marco Kaster**  
Investment Director, Asia  
**Stanley Gibbons**

Marco recently joined our Hong Kong office as Investment Director. His main responsibilities are overseeing the Stanley Gibbons office in Hong Kong, the development of new business in Hong Kong and the broader Asia-Pacific region, building relationships with private banks, IFAs, wealth managers and other intermediaries, presenting SG's investment services at events and other networking opportunities and maintaining relationships with existing and potential new investors. Prior to joining Stanley Gibbons (Asia) Limited, Marco spent almost 20 years with KPMG and just under 2 years with a smaller global consulting firm, primarily in merger and acquisition related advisory roles.



**Munirah Khairuddin**  
Chief Executive Officer  
**CIMB-Principal Asset Management**

Munirah Khairuddin is the Chief Executive Officer ("CEO") of CIMB-Principal Asset Management Berhad ("CIMB-Principal"). She joined CIMB-Principal in November 2006 and appointed as Deputy CEO in November 2008. Then, Munirah was responsible for the development of institutional, corporate and international business opportunities and institutional sales. She also served as the Director of CIMB-Principal and Commissioner of PT CIMB-Principal Asset Management in Indonesia. She previously worked as a G7 Economist and strategist for a Fortune 500 multinational oil and gas company. Prior to that, she was a fixed income portfolio manager for emerging markets at Rothschild Asset Management in London. Munirah was appointed as CEO in August 2013. She has been instrumental in helping the company to grow its AUM, deepening its retail leadership with new focus in private retirement space, and maintaining consistent risk management and investment performance whilst elevating the overall customer experience. Munirah also played an integral part in the strategic business development initiatives of CWA. CWA was integrated into CIMB-Principal in August 2013 with an agency sales force of more than 6,000 unit trust consultants across 12 branches nationwide. Munirah also oversees both the retail and corporate businesses for Singapore. Munirah is a Chartered Financial Analyst ("CFA") charterholder and holds the Capital Markets Services Representative's License ("CMSRL") for fund management. She graduated with a Bachelor of Arts (Honours) in Accounting & Financial Analysis, University of Newcastle Upon Tyne UK. She was recently named as the CEO of the Year, Malaysia in the Asia Asset Management's 2014 Best of the Best Awards. Munirah was also selected as one of the recipients for the "Top 25 Women of Asset Management" awards by AsianInvestor in 2014.



**Noor Quek**  
Founder / Managing Director  
**NQ International**

Noor Quek 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. NQ International also undertakes selective human capital placement assignments within South-east Asia, Hong Kong, the Middle East, London and Switzerland, with special skills in wealth management and key finance-related segments. Not-for-profit activities include various charity-related activities which Noor is actively involved with. Noor is currently, among others, a founding member and president of Breast Cancer Foundation and a board member of The Singapore Ireland Fund. 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 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.



**Paul Khoo**  
Chief Executive Officer  
**StandardFA**

Paul Khoo joined StandardFA as its Chief Executive Officer on Nov 1, 2009. Paul has over 18 years of financial services industry experience. He joined StandardFA from a stock broking backed asset management company, where he was CEO, overseeing Malaysia & Vietnam. He started his fund management career with a global asset management company and assumed various senior roles before serving as their Chief Retail Marketing Officer. During his career, he was instrumental in expanding the retail and institutional channel, and in addition to establishing a good investment track record. He graduated from University of New Orleans, USA with a Bachelor of Science in Finance majoring in Investment.



**Peter Williams**  
Structured Solutions Sales  
**Leonteq Securities**

Peter is mandated with a structured solutions sales role across South-East Asia, located in Singapore. His core responsibility is to develop new business relationships and cultivate existing client relations. Prior to joining Leonteq Securities (Singapore) Pte Ltd in September, from January 2013, Peter was located within EFG Bank, Singapore Branch within the structure solutions team. Peter started his career in Singapore in 2003 and has over 10 years' experience in the wealth management industry including platform technology and integration.



**Pramod Veturi**  
Managing Director & Country Head, Wealth Management  
**Standard Chartered Bank**

Pramod Veturi is responsible for strategy, growth and performance of wealth products for all client segments at Standard Chartered Bank in Malaysia. Pramod comes from Bangalore, India. He has 20 years of experience across Banking & Information Technology domains. He has managed diverse responsibilities cutting across roles in Sales, Marketing, Distribution, Alliances, Strategy, Service Quality, Relationship Management and Wealth Management. He has spent the last eight years in leadership roles managing P&L responsibilities across multiple geographic in Middle East & Asia and multiple business lines – credit cards, personal loans, mortgages, transaction banking, retail banking and wealth management. Pramod has also worked through two credit cycles – the 1998 Asian crisis and the 2008 global crisis – turning around businesses impacted severely through the downturn. He is recognised as a change-management expert with a successful track-record of reengineering business models to adapt to the changing business environment.



**Radha Pillay**  
Strategic Accounts Director, Asia Pacific  
**SmartStream**

Radha Pillay works as Strategic Accounts Director Asia Pacific at SmartStream and is responsible for working with customers across the region to improve their transaction processing efficiencies. Radha has been with SmartStream for seven years and prior to this role worked in presales and business development. Radha has over 14 years' industry experience in architecting and implementing STP solutions with emphasis on middle- and back-office solutions such as post-trade processing, reconciliations and business integration. Before joining SmartStream, Radha worked at financial institutions and technology vendors in Fiji, Australia and Singapore.



**Rakesh Kaul**  
Country Head - Retail Banking, Mortgages & Wealth Management, Malaysia  
**Citi**

Rakesh Kaul is the Country Head for Retail Banking, Wealth Management, Insurance and Mortgage Business for Citi in Malaysia, a role he took over in 2014. The Retail Bank in Malaysia is one of the leading Global Banking platforms and serves over 150 thousand clients with a wide product range across Banking services, Mortgages, Wealth Management products, FX solutions, Insurance Services and Islamic Banking. He is a member of the Senior Citi Country Management team of Malaysia. Before moving to Malaysia, he was the Country Head for Citi Wealth Advisors in India. CWA offers comprehensive wealth management solutions and investment opportunities to its Corporate and Retail clients. CWA is the retail division of Citigroup Global Markets India Pvt Ltd (CGMIPL) which is one of India's leading Capital Markets Company with leadership positions in Investment Banking (Merchant Banking & Underwriting), M&A and Institutional broking. He served on the Board of CGMIPL. He has previously worked in the Corporate Bank as head of Business Strategy and Planning for Citi India and South East Asia working very closely with the CEO on implementing franchise wide business decisions and re-engineering efforts. He has also worked in other Citi businesses across Asia in Citi Cards, Non Resident India Business, Consumer Finance and Consumer Assets. A career Citibanker, Rakesh joined Citi in 1997 and has over 18 years of experience across businesses in various international geographies. His long stint with Citi has given him exposure in varied fields of Business Management, Sales & Distribution, Product Development, Portfolio Management, Corporate Strategy, Capital Markets and Risk Management. Rakesh is a Commerce Graduate, MBA and also a Post Graduate in Foreign Trade & Policy. He is a keen golfer and a long distance runner, having run several marathons for raising monies and awareness for social causes like underprivileged children's education and Cancer support.



**Robert Foo**  
Managing Director  
**MyFP Services**

Robert Foo is a Principal Consultant and Managing Director of MyFP Services (a member of iFPN). He is also a Director of iFPN and has over 20 years' experience in financial services through senior positions in commercial banks, a global life insurance company and now as a licensed financial planner in MyFP serving mass affluent and high net worth individuals and business owners. He served as the Vice President of the FPAM's (Financial Planning Association of Malaysia) Board of Governors for years 2003 to 2005, and was also Chairman of the FPAM Disciplinary Committee 2005, Chairman of the FPAM's KL Chapter 2003 to 2005, and a member of FPAM's Board of Certification and Standards and also the FPAM Standards & Professional Review Committee. He contributes significantly to the development of financial planning in Malaysian through talks, forums and has also appeared in television programmes. His articles and opinions have been frequently sought and published in mainstream newspapers and magazines including FPAM's 4E Journal, Personal Money, The Star, The Sun, The Edge Financial Daily and Oriental Daily.



#### **Shan Saeed**

Chief Economist / Investment Strategist  
**IQI Group**

Shan Saeed is Chief Economist / Investment Strategist at IQI Group Holdings, a leading property and investment company operating and advising clients in Kuala Lumpur, Singapore, Hong Kong, London, Melbourne and Dubai. He has 15 years of solid financial market experience in the areas of private banking, risk /compliance management, commodity investments, global economy and business strategy. Started his career with Asian Development Bank backed financial institution named National Development Finance Corporation in Karachi Pakistan for 3 years. He worked for Standard Chartered Bank in Pakistan / UAE for 6.5 years. Commenced his own asset company named Dita Advisory Services with his partners managing \$50 million for high valued clients for 4.5 years. Engaged with IQI Group Holdings since August 2013 advising corporate clients from Korea / Japan / China / Europe / Middle East. He has been quoted on Bloomberg Malaysia/China, Al Jazeera TV, Hubbis Hong Kong, CNBC Singapore, FT [Deutschland], Channel News Asia Singapore, International New York Times/ Malaysian Reserve, The Edge Financial Daily, Italian wealth management magazine, Uni of Chicago, Booth School of Business alumni magazine, Wall Street Journal, Berita Harian, Islamic Finance News Malaysia, Smart Investor, Money Compass, Rotary Club USA, World Business Journal Singapore, Focus Malaysia, Oil/Gas magazine Malaysia, Business Today, Bernama TV and many more. Shan blogs at [www.economistshan.blogspot.com](http://www.economistshan.blogspot.com)

He has graduated from one of the top elite business schools in the US - Booth School of Business at the University of Chicago. He got his first MBA from IBA Pakistan [in collaboration with the Wharton School, University of Pennsylvania]. He is also trained in Alternative Banking/Strategies from the Harvard Business



#### **Simon Cornwell**

Co-Founder and Global Sales & Marketing Director  
**Vermilion Software**

Simon has been involved with sales and marketing into the financial market for the past 20 years. He has been involved with a number of new start-ups and divisions of companies, running a number of different sales and marketing teams. He is one of the founding directors of Vermilion Software, a global leading client reporting and communications company that was founded in 2003. He is responsible for the development of the company strategy, global sales and marketing for Vermilion.



#### **Steven Seow**

Head of Wealth Management, Asia  
**Mercer**

With a background in many different aspects of wealth management, Steven Seow 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.



## Allocated Bullion Solutions



# A New Way of Thinking About Precious Metals Liquidity & Technology Solutions

Retail markets are increasingly efficient and electronic while the wholesale markets have struggled to keep up. Loco London trading and hedging is very transparent and competitive and can be managed through a variety of single dealer and multi dealer platforms. Wholesale physical trading however has seen little innovation and remains largely a phone-based, opaque, inefficient, expensive, and bilateral market.

**Award-winning platform** “Electronic workflow tools to make your current physical sourcing, trading, and distribution more efficient, profitable, compliant, and scalable.”

Allocated Bullion Solutions (ABS) revolutionizes the institutional markets for physical precious metals through its liquidity and technology solutions.

ABS provides a global electronic trading network that directly connects investment banks, private banks, trading houses, refiners, asset

managers, corporates, and e-platforms to help improve physical trading for everyone. Sourcing to distribution all through one global electronic network. Our technology solutions are intuitive and easy to use and enable firms to easily automate physical electronic trading and

replace manual processes that hinder efficiency and performance.

We provide a compliant, secure, robust, integrated, and highly scalable electronic framework and tools so firms can meet the challenges of a digital and competitive future.



## Liquidity Solutions - Introducing ABS MIDAS

ABS MIDAS is a relationship-based global electronic institutional trading network for physical precious metals where participants can connect directly with each other to trade any brand, product, lot size, location, custodian, and delivery date.

Liquidity providers can privately stream liquidity tailored to each of their clients while liquidity takers can customize

their liquidity from one or all of their suppliers and specify what, where, and when, so as to minimize their logistic and inventory requirements.

ABS MIDAS provides anonymous price discovery and negotiation with disclosed bilateral settlement. We enable firms to maximize efficiency while minimizing market impact for their institutional trading needs.

**“Specify who can see you, who you will trade with,  
what you will trade, and how you will trade”**



ABS MIDAS



ABS Market Maker



ABS White Label



ABS Connect

## Technology Solutions

Precious metals market participants are seeing lower commissions, fewer instruments they can profit on, higher capital requirements, and growing pressure on their business.

We provide a comprehensive set of pre and post trade, inventory, smart order routing and matching tools to automate the full trade life cycle. ABS Market Maker enables firms to automate the distribution and pricing of their physical inventory so they can automate low margin physical trading to focus on high margin value added flows and relationships. ABS Connect leverages industry connectivity to eliminate all manual confirmations, tickets and trade bookings. ABS White Label enables a firm to take all of our solutions and customize them as their own to easily launch a private precious metals platform for their clients.

Our solutions reduce a firm's per ticket costs to increase their profitability, enable them to scale, and to capture a larger market share. Participants can trade more with less and optimize their capital investment in a compliant framework where all activity can be audited and operational risks eliminated.

No integration is required for any of our solutions as everything can be managed via our browser.



**“Access to ABS MIDAS, and our technology tools, is available free to participants and can all be fully white labelled - We enable the disrupted to become the disruptors.”**

Expand distribution | Optimize capital investment | Increase efficiency | Reduce operational risk

# COMARCH WEALTH MANAGEMENT – SUMMARY

Comarch Wealth Management is a multi-module platform for private banking and wealth management. It supports client wealth management processes as part of personal services and a self-service channel, including the analysis of a client's financial situation, risk profile assessment, financial planning, strategic asset allocation, recommendations for financial products and investment performance reporting.

## TWO MODELS – INTEGRATED APPROACH



## ADJUSTED TO **VARIOUS CLIENT SEGMENTS**



### **Retail**

education,  
financial soundness  
and regular saving



### **Affluent**

long term goals  
and investment  
opportunities



### **Private banking**

strategic allocation advice,  
custom recommendations  
and add-on services

## CLIENT-CENTRIC APPROACH

**Holistic picture** of client's financial situation  
(financial and non-financial assets)

Lifetime **goals** and **priorities**

**Risk surveys** (behavioral tests)  
– in-built scoring engine

**Suitability assessment**  
at overall and product level

Financial **forecast**  
and **planning**



## PROACTIVE CLIENT SERVICING

**Periodic** client re-assessment

**Constant** goals and portfolio monitoring

Rebalancing and **regular**  
recommendations

Dissemination of **research**  
& product information

**Variety** of communication methods



## REPORTING PLATFORM

**Complete process** from data integration  
to reports distribution

**Quality** assurance and data enhancement

Excellent **graphical design**  
and information architecture

Own **analytical engine**

**Outsourcing** services and platform hosting



## CLIENT WEALTH FRONT-END

### Retail & Affluent

Education and incentives

Saving goals and financial planning

Investment guidance and simulations

Self-serviced advisory



### Private banking

Wealth consolidation and reporting

Personal recommendations

Market insight & research

Added value services and assistance



## COMARCH PERFORMANCE ATTRIBUTION & RISK

Flexible and multi-dimensional portfolio analysis with fully web-based access  
Ex-ante and ex-post calculations with drill-down capability  
User-defined performance, attribution and risk analyses and dashboards  
Automated surveillance process based on scheduling and notifications

## COMARCH PORTFOLIO MANAGEMENT

Investment decisions support and processing  
Pre and post-trade compliance  
Portfolio modelling and rebalancing  
Broad integration with data vendors, counterparties and custodians



#### About CREALOGIX

The CREALOGIX Group is a leading independent software house in Europe, and the Swiss market leader for digital banking, online payments and online learning solutions.

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.

Today, with nearly 300 employees and 8 sites across Switzerland, Germany, London, Vienna and Singapore, CREALOGIX provides business solutions at your doorstep.

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

[www.crealogix.com](http://www.crealogix.com)

CLX.E-Banking Software Suite

# Tailor-made to your Digital Banking Strategy



[ebanking.crealogix.com](http://ebanking.crealogix.com)





**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.

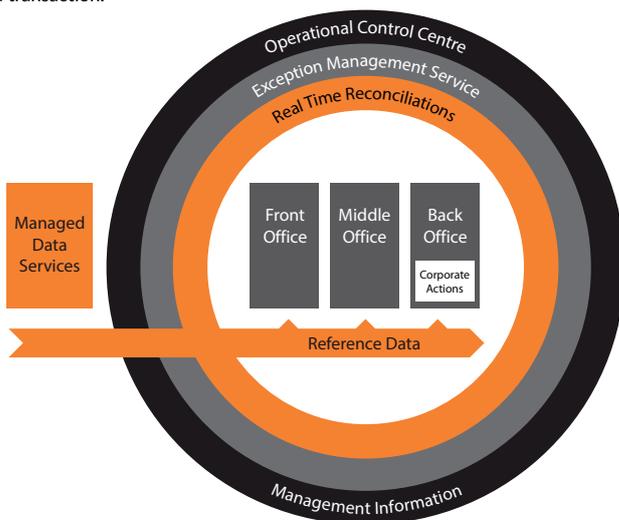
In order to support Private Wealth Managers in the quest to achieve Operational Excellence, SmartStream provides an integrated suite of process automation solutions, the Operational Control Centre. The Operational Control Centre offers true automation across the middle and back-office: best-in-class,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

**Contact details**

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

T +65 6224 7689  
E [marketing@smartstream-stp.com](mailto:marketing@smartstream-stp.com)



▲ 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.





# GLOBAL CITIZENS





#### About Heritage Trust Group

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](http://www.heritagetg.com)

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# Asian Focus, Global Solutions

## Asia's Leading Trust and Corporate Services Firm

### **Singapore**

#### **Heritage Fiduciary Services Pte Ltd**

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#### 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.

#### Key contact

**Jason Hoang**  
Managing Director  
T 65 6672 6270  
E [jhoang@iress.com.sg](mailto:jhoang@iress.com.sg)

# One sign-on, one client view, one solution for Private Wealth Management



IRESS' web-based Private Wealth Management solution seamlessly integrates the advice, order execution, portfolio and client management tools you need to deliver your private wealth service and an exceptional experience to your clients. It's ONE solution with multiple components critical to your business. It's ONE sign-on, ONE client view and ONE interface enabling multiple aspects of your client service. It's the ONE solution to multiple business challenges.

 For more information: call +65 6672 6288 or email: [enquiries@iress.com.sg](mailto:enquiries@iress.com.sg)

IRESS provides connectivity, trading, wealth management and market data solutions  
Offices in: Australia, Canada, Hong Kong, New Zealand, Singapore, South Africa, United Kingdom. [www.iress.com](http://www.iress.com)

**iress**



### About Vermilion Software

Vermilion Software is a leading global provider of client reporting technology and services to the asset management industry.

The Vermilion solution, Vermilion Reporting Suite, is designed to deliver accurate, flexible, and scalable client reporting and communications, empowering client service professionals to deliver multi-lingual, graphical, marketing-quality reports that are created through an automated process.

### About Vermilion Reporting Suite (VRS)

VRS is a one-stop browser based solution designed to address all critical business issues within the client reporting cycle. By selecting VRS, asset and wealth management firms benefit from a fully automated client reporting process, whatever the business environment. The system is designed to easily integrate into existing and established business processes, from high-touch, low-volume to low-touch, high-volume processes. Using VRS, firms can easily provide a transparent, value-added service for their clients as well as keeping abreast of regulatory requirements and internal business demands. VRS offers the flexibility for asset managers to choose how they want their reports to be presented to each client in terms of format, branding and the ability to drill through the charts to the underlying raw data.

### Vermilion Reporting Suite (VRS)

#### A single solution for the automation of complex and high volume reporting

VRS is designed to fit into existing and established business processes and is underpinned by a total process audit feature, satisfying corporate demands for compliance, marketing requirements for branding and business requirements for the delivery of timely, accurate and professional reports. Comprising six key integrated services (Workflow Service; Data Gateway Service; Commentary Service; Report Generation Service; Distribution Service and Account Management Service) VRS delivers a transparent and proven method of streamlining the entire client reporting process.

### Vermilion Reporting Portal

The Vermilion Reporting Portal (VRP) is a fully secure, highly scalable and customisable front-end web portal. It is designed to be both business-user and customer facing as a natural extension of Vermilion Reporting Suite (VRS), delivering reports and data direct to your clients.

### NEW Release

#### Vermilion Slide Sorter and Ad-hoc Reporting tool

Vermilion has just released its VSS solution; enabling clients to create custom presentations from pre-defined slide libraries using an intuitive filmstrip interface.

#### VRS is available as a hosted service, or an in-house installation

Additional services that enable our clients solve current and future problems include:

#### Hosting service

If required, we offer a secure and cost-effective hosting service with cloud infrastructure, accessible by your browser from any

location. With full security, failover and backup measures in place to ensure peace of mind for our clients, our hosting service is ISAE3402, ISO90001 and ISO27001 accredited. Independent penetration tests are regularly scheduled to ensure our platforms remain secure.

#### Translation service

Automated translations can be achieved through VRS or through partnership with a market leading corporate translation specialist, who offers report translation into any language. This semi-automated service integrates with the VRS Workflow Service to ensure that translations are fully sign-off and delivered on time.

### Contact details

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E [info@vermilionsoftware.com](mailto:info@vermilionsoftware.com)



VERMILION™

**Empowered Reporting™**

# Automated end-to-end client reporting and communications solution

**Vermilion for Institutional Asset Managers, Retail Asset Managers, Private Wealth, Alternative / Hedge Funds**

Vermilion Reporting Suite (VRS) is a one-stop, browser-based solution designed to address all critical business issues concerning client reporting and client communications.

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## Key benefits:

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- ✓ Reduced time to market
- ✓ Improved client retention
- ✓ Increased margins
- ✓ Reduced operational risk

**VRS delivers a transparent and proven method of streamlining the entire client reporting process. Please call us to find out more.**

Established in 2003, Vermilion Software was one of the early pioneers of specialist reporting systems. An independent firm with strong financials, Vermilion continues to invest heavily in its product. It has offices in London, Boston, Singapore and Sydney.

**London:** +44 (0)20 7234 3080

**Boston:** +1 617 279 0799

**Singapore:** +65 6407 1060

**Sydney:** +61 (0)8216 0950



**Email to:** [info@vermilionsoftware.com](mailto:info@vermilionsoftware.com)



**Visit:** [www.vermilionsoftware.com](http://www.vermilionsoftware.com)

# PROJECTS 2016

## JANUARY

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### Forum

Compliance in Asian Wealth Management Forum  
Thursday 21st January, Pan Pacific, Singapore

### Publication

Asset Management Yearbook

## FEBRUARY

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### Forum

Asian Wealth Management Forum  
Tuesday 23rd February, Conrad, Hong Kong

## MARCH

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### Forum

Building the Skills You Need for Success in  
Wealth Management  
Tuesday 8th March, Pan Pacific, Singapore

### Forum

Independent Wealth Management Forum  
Thursday 10th March, Pan Pacific, Singapore

### High-Impact Briefing

Commodities  
Tuesday 15th March, Hong Kong

### Publication

Independent Wealth Management in Asia

## APRIL

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### Forum

Indian Family Wealth Forum  
Wednesday 6th April, Mumbai

### High-Impact Briefing

Income strategies  
Thursday 14th April, Singapore

### High-Impact Briefing

Real assets  
Tuesday 26th April, Hong Kong

### Publication

Family Wealth in Asia

### Publication

Redefining the Digital Evolution in Wealth Management

## MAY

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### High-Impact Briefing

Commodities  
Tuesday 10th May, Singapore

### Forum

Asian Wealth Management Forum  
Thursday 12th May, Pan Pacific, Singapore

### Forum

Thailand Wealth Management Forum  
Thursday 19th May, Conrad Hotel, Bangkok

### Forum

Philippines Wealth Management Forum  
Thursday 26th May, Shangri-La Hotel, Manila

### Publication

Indian Family Wealth

## JUNE

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### Forum

Structured Products Forum  
Thursday 2nd June, Pan Pacific, Singapore

### High-Impact Briefing

DPM  
Tuesday 14th June, Singapore

### Forum

Redefining the Digital Evolution in Wealth Management  
Thursday 16th June, Pan Pacific, Singapore

### Forum

Malaysian Wealth Management Forum  
Thursday 23rd June, Le Meridien, Kuala Lumpur

### Publication

Swiss Private Banking & Wealth Management

## JULY

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### Publication

Wealth Management in Asia

### Publication

Wealth Management in Malaysia

## AUGUST

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### Forum

Indian Wealth Management Forum  
Wednesday 3rd August, Sofitel BKC, Mumbai

### Publication

Special Report on Equities

**SEPTEMBER****Forum**

Structured Products Forum  
Thursday 1st September, Conrad Hotel, Hong Kong

**High-Impact Briefing**

Income strategies  
Tuesday 6th September, Hong Kong

**Forum**

Vietnam Wealth Management Forum  
Thursday 8th September, Melia Hotel, Hanoi

**Forum**

Wealth THINK  
Tuesday 20th September, Pan Pacific, Singapore

**Forum**

Building the Skills You Need for Success in  
Wealth Management  
Wednesday 28th September, Pan Pacific, Singapore

**Publication**

Special Report on Investment Advice

**Publication**

Special Report on Income

**OCTOBER****High-Impact Briefing**

Alternative investments  
Thursday 13th October, Singapore

**Forum**

Indonesian Wealth Management Forum  
Thursday 20th October, Shangri-La Hotel, Jakarta

**Forum**

SWISS-ASIA Wealth Exchange  
Tuesday 25th October, ConventionPoint, Zurich

**High-Impact Briefing**

DPM  
Wednesday 26th October, Hong Kong

**Publication**

Special Report on Insurance in Asia

**Publication**

Wealth Management in India

**NOVEMBER****Forum**

Asian Family Wealth Forum  
Thursday 3rd November, Pan Pacific, Singapore

**Forum**

Redefining the Digital Evolution in Wealth Management  
Thursday 10th November, Four Seasons Hotel, Hong Kong

**Forum**

Taiwan Wealth Management Forum  
Tuesday 22nd November, Le Meridien, Taipei

**Forum**

China Wealth Management Forum  
Thursday 24th November, Grand Hyatt, Shanghai

**High-Impact Briefing**

Accessing China's growing wealth  
Tuesday 29th November, Hong Kong

**Publication**

SWISS-ASIA Wealth Exchange

**Publication**

Special Report on Emerging Markets

**Publication**

Wealth Planning

**DECEMBER****High-Impact Briefing**

Real assets  
Thursday 1st December, Singapore

**High-Impact Briefing**

Taking the IAM industry to the next level  
Tuesday 6th December, Hong Kong

**High-Impact Briefing**

Taking the IAM industry to the next level  
Thursday 8th December, Singapore

**Publication**

Adviser Technology in Asian Wealth Management

**Publication**

Special Report on Alternative Investments

**Publication**

Special Report on Commodities

**Publication**

Wealth Management in China

# THE NEW MODEL CUSTODIAN



## CLIENT-CENTRIC. INNOVATIVE. STRONG.

LOOKING FOR A NEW MODEL CUSTODIAN TO HELP GROW YOUR WEALTH MANAGEMENT BUSINESS? LOOK TO PERSHING. We work behind the scenes to help you transform your business and create stronger competitive differentiation.

Our leading execution, clearing and settlement, custody and technology solutions can help support the needs of today's wealth management environment. Our investment solutions can help meet the wide-ranging, complex financial goals of your clients.

Experience the benefit of having your clients' assets held by an independent, new model custodian such as Pershing. Located in 23 offices worldwide and with a 75-year history of serving institutional and retail financial organisations, Pershing is owned by BNY Mellon, one of the safest financial institutions in the world.\*

**Ask us how we can help you transform your business for a changing global environment.**

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**Pershing**<sup>®</sup>



**BNY MELLON**

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\*Global Finance rankings, "World's Top 50 Safest Banks," September, 2014