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Philippines Wealth Management Forum 2015

28 May I Shangri-La Hotel I Manila

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WELCOME

We are delighted to host our first-ever **Philippines Wealth Management Forum 2015** today in Manila.

Please mark the date of our 2016 event in your calendar now – Thursday, 26th May.

Given this is one of Asia's truly nascent markets for this segment of financial services – there is clear potential for it to develop from here. This is based on the projected wealth growth in the country and clients' evolving wealth management needs.

As with any evolving market, there is a need for more client education, conducive and consistent regulation across wealth and asset management, higher standards of professionalism and service within the local industry, a wider range of investment options, more scalable platforms, and more expertise within all areas of the business.

We intend to make this a must-attend fixture in the industry's calendar for those individuals and organisations serious about developing their wealth management offering.

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.

Key to the content at this event is also 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 – 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.

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 **Keynote Speech**
SEC initiatives in 2015

9.20am **Panel discussion**
What does wealth management look like in the Philippines?

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

10.20am **Presentation**
Insurance as a planning & structuring solution for HNW clients and families

10.35am **Refreshments & Networking**

11.00am **Panel discussion**
Facilitating industry growth

11.45am **Panel discussion**
Evolving the asset management industry and treasury investment offering

12.30pm **Presentation**
Making investment assumptions – and why you shouldn't

12.45pm **Lunch**

Afternoon

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

2.15pm **Presentation**
Transforming wealth management in the digital age

2.35pm **Presentation**
A look inside the independent wealth model in Asia

2.50pm **Presentation**
Why and how to sell wealth planning in Asia

3.05pm **Refreshments & Networking**

3.35pm **Presentation**
5 mistakes to avoid in building your wealth management platform

3.55pm **Presentation**
Trust me, I'm a wealth manager!

4.15pm **Panel discussion**
Developing more effective and productive teams

5.00pm **Forum Ends**

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Full Agenda

8.40am **Registration**

9.00am **Welcome address**

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

9.05am **Keynote Speech**
SEC initiatives in 2015

Teresita J. Herbosa
Chairperson
Securities and Exchange Commission, Philippines

- *Financial literacy initiatives*
- *Corporate governance projects*
- *Transparency in financial reporting*

9.20am **Panel discussion**
What does wealth management look like in the Philippines?

- *Where is the domestic wealth management market at today?*
- *What are the demographics around current and projected wealth?*
- *Where does the wealth in the Philippines come from?*
- *How does it get managed currently?*
- *Which are the segments and players within the industry?*
- *How do the various organisations in the wealth management space co-exist?*
- *What is the penetration of different products & services among the wealthy?*
- *What are the key drivers for growing wealth management in the Philippines?*

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

Panel

Josefina T Tuplano
Executive Vice President, Group Head, Trust Banking Group
Metropolitan Bank & Trust

Ador Abrogena
Executive Vice President and Head, Trust and Investments Group
BDO Unibank

Robert B. Ramos
First Vice President and Trust Officer, Trust and Investment Services Group
Union Bank of the Philippines

Carina C. Laforteza
Partner
SyCip Salazar Hernandez & Gatmaitan

Michael Preiss
Executive Director
Taurus Wealth Advisors

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*

10.20am **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*

10.35am **Refreshments & Networking**

11.00am **Panel discussion**
Facilitating industry growth

- *Where are the biggest opportunities and challenges for wealth management in the Philippines?*
- *How should business models and players evolve? What business model will work best for the different client segments?*
- *How do firms need to better develop and define their value propositions to be competitive and make the most of the market potential?*
- *How can you turn depositors into investors?*
- *What are the issues created by having multiple regulators and industry associations?*
- *How should the regulators help spur the further development of wealth management in the Philippines?*
- *How can the regulatory framework evolve to help the market move forward? What are the priorities? For example, in terms of documentation, product development, client suitability, etc?*
- *What might hold the local market back?*
- *What are some of the steps that regulators in other Asian markets have made to facilitate industry growth?*

Chair

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

Panel

Rafael Ayuste
Senior Vice President, Wealth Advisory & Trust Group
BDO Private Bank

Paul Joseph M Garcia
Head, Institutional Business, Senior Vice President
Bank of the Philippine Islands

Ben Panares
President, Citicorp Financial Services and Insurance Brokerage Philippines
Citibank

Efren Cruz
Chairman and Chief Executive Officer
Personal Finance Advisers Philippines

Patrick D. Cheng
First Vice President and Deputy Group Head, Trust Department
China Banking Corporation

Dr Juerg Steffen
Head Asia Pacific
Henley & Partners

Milan Ganatra
Chief Executive Officer
Miles Software Solutions

11.45am **Panel discussion**

Evolving the asset management industry and treasury investment offering

- *How can trust banks and other organisations enrich their product offerings and advisory services? To better perform their roles as partners for the country's wealthy?*
- *Where is most client education needed? Especially on insurance, funds and treasury products*
- *What are the dynamics of the asset management market?*
- *Why do so few people buy funds?*
- *How are they created and distributed? How should that mechanism develop?*
- *What can be done to broaden the product offering and widen investment options?*
- *Where are the regulatory blockages? How can they potentially be removed?*
- *How can technology enhance the marketing of products?*
- *How might distribution models develop?*
- *Do investors even want product diversification? If so, how can this be achieved?*
- *What's missing with adviser and client education?*
- *Where are the biggest gaps between overseas markets and the Philippines in terms of the product offering?*

Chair

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

Panel

Valerie Pama
President
Sun Life Asset Management

Estelito Biacora
Senior Vice President, Global Markets Group
Bank of the Philippine Islands

Mike Ferrer
Managing Director
ATR KimEng Asset Management

Hans Sicat
Chief Executive Officer and President
The Philippine Stock Exchange

Nanjo Berba
President and Chief Executive Officer
Philam Asset Management

12.30pm **Presentation**

Making investment assumptions – and why you shouldn't

Dr. Ekkehard J. Wiek
Chief Executive Officer, Partner
Straits Invest

- *What are the common assumption about investing in the stock markets – in Asia and globally*
- *Why are these often the wrong ones?*
- *What should you be aware of?*
- *Risks and considerations*

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12.45pm **Lunch**

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

Craig Murphy
Director
Lutea

David Varley
Head of High Net Worth - Asia
AXA

Keith Harrison
Partner
Asia Philanthropy Partners

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

Vish Jain
Partner, Financial Services
EY

Manfred Liechti
Experienced Private Banking Executive

2.15pm **Presentation**
Transforming wealth management in the digital age

Sandeep Lalwani
Senior Director, Global Sales and Key Accounts
Miles Software Solutions

- *Key trends on the impact of digitisation*
- *Challenges and client expectations in the digital age*
- *Systems in the digital age*
- *Social collaboration*
- *Sharing customer insights*
- *Future of digital wealth management*

2.35pm **Presentation**
A look inside the independent wealth model in Asia

Steve Knabl
Managing Partner
Swiss Asia

- *What are the trends in the external asset management business in Asia today?*
- *What are the challenges that the external asset management business faces in Asia, especially in Singapore?*
- *What are the opportunities in this challenging market?*

2.50pm **Presentation**
Why and how to sell wealth planning in Asia

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

- *Inspire your client with an emotional experience*
- *Know your value proposition to THIS client – think holistically, differentiate and add value*
- *Know the wealth planning tools – products and jurisdictions*

3.05pm **Refreshments & Networking**

3.35pm **Presentation**
5 mistakes to avoid in building your wealth management platform

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

- *Not training your staff*
- *Selling the wrong products – and in the wrong way*
- *Making bad decisions around technology and its implementation*
- *Not playing to your core strengths*
- *Not making money*

3.55pm **Presentation**
Trust me, I'm a wealth manager!

David MacDonald
Head of Learning Solutions
Hubbis

- *The importance of trust in any business relationship*
- *The sales behaviours that build trust*
- *What are you doing to avoid becoming a commodity?*

4.15pm **Panel discussion**
Developing more effective and productive teams

- *Where is the skill-set, knowledge base and mind-set currently at in Philippine wealth management? And where does it need to get to?*
- *What techniques and process have proven successful overseas in getting front-line advisers acting and behaving in the way you want? Including prospecting, managing clients, getting referrals, etc?*
- *What is the best way to manage your staff?*
- *What are some of the most effective strategies for advisers to acquire new clients? And then grow and retain them?*
- *What approaches do the more successful advisers employ?*
- *Given that filling the talent gap remains a source of major concern and a big hurdle for industry players – what strategies work best?*
- *How can we get more capable, competent and enthusiastic young people to join this industry in the first place?*

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

Panel **Randell Tiongson**
Director
Registered Financial Planner Institute Philippines

Steve Knabl
Managing Partner
Swiss Asia

Maikel Sajangbati
Chief Executive Officer & Founder
MCI

David MacDonald
Head of Learning Solutions
Hubbis

5.00pm **Forum Ends**

Notes

Speaker biographies

Teresita J. Herbosa
Chairperson
Securities and Exchange Commission, Philippines

As the Chairperson of the Securities and Exchange Commission (SEC), Teresita J. Herbosa applies the experience she had gained from more than 30 years of private law practice to execute and administer policies, decisions, orders and resolutions of the SEC. In the Philippines, the SEC implements two major laws, the Corporation Code and the Securities Regulation Code (SRC). Under the Corporation Code, the SEC is the registrar and monitor of all corporations and partnerships, while under the SRC, it is the regulator of securities and capital markets. Since her appointment in May 2011, Chairperson Herbosa has implemented several significant projects at the SEC including, among others – the realignment of duties and functions of personnel and renaming one department as the Information Communication and Technology Department to take care of the automation of public services as well as internal operations of the SEC, and another as the Corporate Governance and Finance Department to promote good corporate governance among publicly listed companies and secondary licensees; the acquisition of a new surveillance system to monitor PSE trades in line with the objective of the SRC to protect investors and eliminate insider trading and other fraudulent practices; and the adoption of new rules for more transparency in financial reporting. She simplified the company registration process which resulted in the Philippines achieving the highest jump in the 2013 Ease of Doing Business survey conducted by the World Bank; proposed amendments to the Corporation Code which are pending in Congress; initiated the transfer of the SEC main office to a suitable location within a commercial and business area; and participated in relevant ASEAN initiatives. Apart from her job at the SEC, by law, Chairperson Herbosa is a member of the Anti-Money Laundering Council (AMLC), heads the Business and Economic Sector of the Office for Competition under the DOJ, and is Chairperson of the Credit Information Corporation, a GOCC whose primary purpose is to act as the national aggregator of credit data. Chairperson Teresita J. Herbosa graduated with the degrees of Bachelor of Arts cum laude and Bachelor of Laws cum laude from the University of the Philippines. She obtained her Master of Comparative Law degree from the University of Michigan Law School in Ann Arbor, Michigan. In 2014, she received the UPAA Distinguished Alumna Award for Public Service.

Ador Abrogena
Executive Vice President and Head, Trust and Investments Group
BDO Unibank

Ador A. Abrogena, Executive Vice President and Head of the Trust and Investments Group, has over 30 years of experience in the trust and investments field. A former Director and President of the Trust Officers Association of the Philippines (TOAP), he served for a maximum term of three years from 2002-2004. He graduated from De la Salle University with a degree in BS Chemical Engineering and from University of Asia & the Pacific with a Masters in Business Economics. He took up a special course on Trust Operations and Portfolio Management from the Philippine Trust Institute and as its top graduate; he attended the National Graduate Trust Course in Evanston Illinois, USA, which was conducted by the American Bankers Association. He also took up several courses in foreign exchange and money market and executive development program here and abroad and holds a Masters in Business Economics. He was formerly connected with PDCP as head of the Trust Investment Services and later Investment Banking. In BDO, he set up the Trust Department in 1988 and for a time, also headed Treasury.

Ben Panares
President, Citicorp Financial Services and Insurance Brokerage Philippines
Citibank

Ben Panares (Toby) is President of Citicorp Financial Services and Insurance Inc (CFSI) the Investment and Insurance Brokerage arm of Citibank Philippines. As CFSI President and Wealth Management Product Head, Toby's main responsibility is to oversee the Investment and Insurance Products under Consumer Banking. His focus is to have a cohesive investment and insurance product platform to address the needs of Citibank retail clients. He has over 27 years of experience demonstrating a successful track record in asset management, wealth management and financial services both locally and abroad. Prior to Citi, Toby was COO of Sun Life Asset Management Company and President of its 7 Mutual Fund conmpanies from July 2008 to May 2011. Ben started his career in Investments as a Financial Planner then as Investment Specialist for Bank of America Investment Services in Houston, Texas from 1991 to 1996. He served as Investment Service Director and Marketing Director of the CitiGroup Asset Management Philippines from 1996 to 2001. He moved to Salomon Smith Barney in Singapore 2001 to 2003. After which he moved back to Houston Texas as an Investment Advisor for JP Morgan Chase Texas from 2003 to 2008. Ben also worked for multinational life insurers in the Philippines early in his professional career and with an insurance broker from 1982 to 1988. He completed his MBA in International Management from the Thunderbird School of International Management in Glendale, Arizona. He has a Bachelors degree in Business Management from Ateneo de Manila University.

Carina C. Laforteza
Partner
SyCip Salazar Hernandez & Gatmaitan

Carina is a lawyer and a certified public accountant with extensive tax and corporate practice. Her tax work ranges from tax structuring (including how investments are to be made into the Philippines and estate tax planning) to tax compliance (including assisting clients in audits by the Philippine Bureau of Internal Revenue) to tax litigation (including petitions questioning the legality of revenue issuances) and tax-related arbitration. She was part of the team that assisted the Republic in defending its excise taxation on distilled spirits before the World Trade Organization.In addition to tax work, Carina does mergers, acquisitions and divestments. She has advised clients in the advertising, food manufacturing, mass media, telecommunications, money remittance and gaming industries. She assisted Coca Cola FEMSA (KOF) in the acquisition of Coca Cola Bottlers Philippines, Inc., KOF's first investment in Asia. She has, in the past, done infrastructure and power projects. Carinahas been a professorial lecturer in taxation at the University of the Philippines since 2009. Before going into law, she worked as an auditor in a major accounting firm. She placed third in the bar and second in the certified public accountancy board examinations.

Craig Murphy
Director
Lutea

Craig (50) is a director of Lutea (Hong Kong) Limited, part of Lutea Group, which is an independent trust company with offices in Jersey, England, Hong Kong and Anguilla. Craig has been a member of the Society of Trust & Estate Practitioners (STEP) since 1998 and sits on the STEP Hong Kong Executive Committee. He is also accredited as a mediator by the Centre for Effective Dispute Resolution in Hong Kong & London (CEDR). Craig lives in Hong Kong and travels regularly to the Philippines where he works with a number of families and closely held businesses. Craig was born and educated in the United Kingdom and worked in corporate asset finance and leasing until 1991. Since then he has worked with institutional, corporate and private clients to structure a wide variety of trading, licensing, royalty, trust, fund, asset and debt based transactions, traditional private client trusts and employee pension and share ownership trusts. Craig has lived and worked in Belgium, the Channel Islands, The Bahamas, Canada, the Cayman Islands and the British Virgin Islands and continues to specialise in structuring corporate and private client transactions with clients and their advisors. In September 2010, Craig, his wife and children moved to Manila, Philippines, where he works mainly with Filipino families and family-owned businesses, with a focus on family and corporate governance. Craig has a keen interest in mediation as a form of alternative dispute resolution, and is available as an independent mediator and as an advocate for parties in mediation. He has also served as an expert witness in matters relating to trust and corporate service providers. He is a member of the Orchard Golf & Country Club and HK Scottish Rugby Football Club. In his spare time he enjoys reading, playing golf, and spending time with his family.

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.

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.

Dr. Ekkehard J. Wiek
Chief Executive Officer, Partner
Straits Invest

Dr. Ekkehard J. Wiek has been an independent Financial Planner, Portfolio Manager and Fund Manager for 25 years. During this time he set up and managed several licensed financial intermediary companies, first in Europe and then in Singapore. With these he served clients in Europe, South America and Asia Pacific. For more than 15 years Dr. Wiek has initiated and advised numerous white label mutual funds for independent asset managers. Since 2006 he is living in Singapore. Today Dr. Wiek is the Managing Director and Partner of Straits Invest Pte. Ltd., Singapore, a boutique Portfolio Management and Asset Management Company. Amongst other things Straits Invest is offering a platform for private bankers who want to start their independent advisor career or want to set up their own investment fund. Dr. Wiek received a diploma in industrial Engineering and Management from the University of Karlsruhe and holds a PhD from the University of Frankfurt, both Germany.

Estelito Biacora
Senior Vice President, Global Markets Groups
Bank of the Philippine Islands

Estelito C. Biacora was appointed in January 2015 as Senior Vice President for Global Markets Group at Bank of the Philippine Islands. He is primarily responsible for the BPI Unibank sales and distribution teams with coverage in Foreign Exchange, Fixed Income and Derivatives. He currently serves as member of the Board of Directors of BPI, International Finance Limited, Hong Kong. Prior to this role, he was Chief Investment Officer at BPI Asset Management. He also served as Senior Vice President and Head of BPI Private Banking Unit (PBU). He has over 24 years of extensive experience in the financial markets. He served as Vice President and head of trading for Global Fixed Income and Foreign Exchange for BPI's Financial Markets Group. His professional experience covered mostly areas in treasury, asset management, investment advisory, structured products and credit markets. He held treasury positions from distinguished banking institutions, namely, Far East Bank, Banco Santander and Rizal Commercial Banking Corporation. He served as Vice Chairman of the Asset and Allocation Committee (AAC) of BPI Asset Management and also served as member of BPI Finance and Risk Management Committee (FRMC). He served as President and Board Member of ACI Philippines – The Financial Markets Association, affiliated to the Paris-based organization of global markets professionals; he served the BAP-Open Market Committee and Capital Market Development Committee on capital markets development initiatives. Lito currently serves as industry resource for Treasury at BAP-Ateneo Institute of Banking and Financial Engineering at Ateneo De Manila Graduate School of Business. He is a Certified Treasury Professional, graduated with a B.S. Finance Degree and has a Masters in Business Administration from De La Salle University.

Hans Sicat
Chief Executive Officer and President
The Philippine Stock Exchange

Hans Brinker Makasiar Sicat has been the Chief Executive Officer and President of The Philippine Stock Exchange, Inc since January 12, 2011. Hans was an Investment Banker for 22 years. He was with the predecessor firms of Citigroup-Salomon Brothers, Salomon Smith Barney and CitiCorp. Investment Bank-based in New York, Hong Kong and Manila. He was involved in a wide range of capital markets and M&A transactions in OECD (Organisation for Economic Cooperation and Development) and emerging markets. Hans served as the Chairman of The Philippine Stock Exchange, Inc from May 2009 to January 12, 2011. He serves as Director at Philippine Dealing System Holdings Corp. He has been Director of The Philippine Stock Exchange, Inc since May 2009. He served as an Independent Director of Export & Industry Bank Inc. from December 2008 to January 14, 2011. Hans holds a Phd in Economics from University of Pennsylvania. He obtained Master of Arts in Economic and Bachelor of Science in Mathamatics from University of Philippines.

Efren Cruz
Chairman and Chief Executive Officer
Personal Finance Advisers Philippines

Josefina T Tuplano
Executive Vice President, Group Head, Trust Banking Group
Metropolitan Bank & Trust

Josefina (Joy) T Tuplano leads the Trust Banking Group as Trust Officer and Group Head with a manpower complement of 158 officers and staff, and managing close to PHP340 billion of client investment assets any in Trust products. She has extensive experience and expertise in the field of Treasury and Investment Banking spanning over 27 years. She has formal training and broad exposure in foreign exchange, money and capital markets, derivatives, and risk management. She has led the team in the Investment Distribution Division of Metrobank, as well as the team which was instrumental in maintaining Metrobank's franchise as the best government securities eligible dealer in the primary market and second in the secondary market for several years. She is an active member of financial associations and governance/ policy committees, and has a wide network of retail and corporate clients. She is also a regular lecturer in training programmes.

Keith Harrison
Partner
Asia Philanthropy Partners

Keith is seasoned wealth management professional with over 20 years in the private banking industry and nearly 30 in banking. As an international banker he has lived and worked in London, Hong Kong, Zurich, Geneva (twice) and Singapore (twice). Working with Samuel Montagu, Standard Chartered, Coutts and Bank Hapoalim – during this time he held number of senior roles from COO, head of private banking, general manager and region head, Asia. Keith is presently working as a consultant, specialising in private banking compliance and risk and recently established Asia Philanthropy Partners, focusing on venture philanthropy and advice.

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.

Marcus Hinkley
Group Partner, Head of Singapore Office
Collas Crill

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

Michael Preiss
Executive Director
Taurus Wealth Advisors

Rainer Michael has over 20 years of investment advisory experience, having worked in International Banks such as HSBC and Standard Chartered Bank both in the research and the investment advisory group. He has lived and worked in several countries in Asia, Europe Middle East and Africa which gives him international experience with a deep understanding of emerging Asian economies. He has been featured extensively as an expert commentator in several media channels such as Bloomberg, Channel News Asia and has contributed as a guest writer to Business Times, South China Morning Post and Forbes Mongolia amongst many others. He holds a major in Finance and International economics at the European Business School and is a guest lecturer at the Graduate School of the People's Bank of China. Fluent in 5 languages, Michael's passion about financial markets translates in his current role at Taurus as an investment specialist in Client portfolios.

Sandeep Lalwani
Senior Director, Global Sales and Key Accounts
Miles Software Solutions

Sandeep Lalwani heads a number of strategic initiatives for Miles. He is a financial services professional with over 25 years of experience in the industry. He commenced his career with Arthur Andersen's fastest growing practice in India in the mid-1980s and has gone on to work on projects and advisory services with leading financial institutions like Deutsche Bank, Standard Chartered Bank, H&R Block to name a few. Having worked in over 45 countries, Sandeep has contributed significantly in Miles foray into the Global Markets. Since 2006 Sandeep has been closely associated with the growing Asset and Investment Management Firms in India, Mauritius, UK and now Philippines. His expertise covers the technology and operational needs of these firms and has been a keen proponent of the use of technology solutions to provide customer with insights into adviser and portfolio performance.

Michael Stanhope
Founder and Chief Executive Officer
Hubbis

Michael has an extensive background in financial services in Asia, Europe and North America. He has been in Asia-Pacific since 1995 – first in Hong Kong for six years, then in Sydney and Singapore, returning to Hong Kong in 2007. Before setting up Hubbis in early 2009, Michael founded Pacific Prospect in 2002 and sold it to global business-to-business publisher Incisive Media in 2006, continuing to serve as Chief Executive Officer until October 2008. Prior to Pacific Prospect, Michael worked for nine years in financial markets publishing. He joined Euromoney Publications in 1993 as the publisher of a quarterly magazine, International Bond Investor. In 1995, Michael joined Thomson Financial Services to conceive and launch Finance Asia magazine. While he was Managing Director of Finance Asia, Michael also launched the Asian Debt Review, Asian Private Capital Magazine and started the Finance Asia Conference Business. In 1997, Michael founded FIA Limited. Born in North Wales, Michael was head boy of St David's College Llandudno. He has a degree in Business Administration from Cardiff University. He now lives in Sai Kung, Hong Kong, and is married with three children - Reanna, Garett and Tarryn.

Mike Ferrer
Managing Director
ATR KimEng Asset Management

Prior to ATR AM, Mr. Ferrer spent 16 years with ING gaining experience in portfolio management, corporate banking, risk management, and sales and marketing functions before eventually being named Country Manager and Chief Executive Officer of ING's asset management business in the Philippines. He successfully built the business from the ground up, into what eventually became the largest foreign fund manager in the country. He then moved up to the post of Regional General Manager for South Asia in ING Investment Management's Regional Office in Hong Kong, where he developed the investment management and distribution capabilities of subsidiaries in Southeast Asia and the Middle East. He obtained a Bachelor of Science Degree (magna cum laude) in Economics from the University of the Philippines.

Rafael Ayuste
Senior Vice President, Wealth Advisory & Trust Group
BDO Private Bank

Rafael G. Ayuste, Jr, 51, Senior Vice President, joined BDO Private Bank, Inc. – Wealth Advisory & Trust Group on July 16, 2013. He has spent 29 years in the banking industry with 22 of that in the trust industry. Prior to joining BDOPB, he was the Trust Banking head of the Philippine National Bank and Security Bank and Deputy Group Head of Metrobank- Trust Banking Group. He also held various banking positions as head of Sales and Distribution of Banco Santander, Philippines and Citibank handling the Citibank Savings franchise. He held various positions in the banking industry as Account Officer, Cash Officer, Treasury Sales Officer and Fixed Income Portfolio Manager. He also served as part time lecturer at the De La Salle University under the Management of Financial Institutions Department. He is currently an officer and Board Member of the Trust Officers Association of the Philippines or TOAP where he served as three term president and as Board member for six terms. He finished his Bachelor of Science Major in Business Administration at the University of Santo Tomas. He is a nominee for both Master in Business Administration at the De La Salle University and Executive Master in Business Economics at the University of the Asia and the Pacific.

Patrick D. Cheng
First Vice President and Deputy Group Head, Trust Department
China Banking Corporation

Patrick D. Cheng recently joined as the First Vice President and Deputy Group Head for the Trust Department of China Banking Corporation. Prior to this, Patrick was the EVP in PBCOM (Phil Bank of Communications) as the Bank's Head for Trust and Wealth Management. From 2004 to 2013, he was with HSBC Philippines firstly as SVP, Wealth Management and Premier, and then as President and CEO of HSBC Savings Bank (Philippines). He was also a two-term President of the Chamber of Thrift Banks in 2011-2012. He also worked at Citibank Philippines for 14 years, where on separate occasions, he headed consumer banking business units including Insurance, Branch Banking, Treasury and Investments. Patrick graduated Magna Cum Laude from the University of the Philippines with a B.S. in Business Administration and Accountancy, and placed 7th in the National Certified Public Accountancy exams. He holds an M.S. Management degree (with Distinction) from Hult International School of Management in Cambridge, Massachusetts. In 2010, Patrick became a Distinguished Alumnus Awardee of the University of the Philippines College of Business Administration.

Paul Joseph M Garcia
Head, Institutional Business, Senior Vice President
Bank of the Philippine Islands

Paul Joseph Garcia is the Head of Institutional Business of BPI's Asset Management and Trust Group. PJ oversees the business development and overall Institutional Business including accounts previously managed under the ING Investment Management brand. Prior to the acquisition, PJ served as ING Investment Management Philippines' Head, Trust Officer and Chief Investment Officer. He managed the business activities of ING Manila's Trust Department while concurrently supervising the investment management of all its discretionary assets, both institutional and retail accounts. PJ started his career in 1992 as an Economist for the School of Economics of the University of Asia and the Pacific (formerly the Center for Research and Communication [CRC]). He has conducted extensive research on macroeconomic prospects and policy issues concerning banking and the capital markets and has written a number of studies on various topics in these fields. In 1996, PJ moved to Metropolitan Bank and Trust Company as the Head of the Treasury Group's FCDU Fixed Income/Emerging Markets Trading Desk. PJ later joined the Treasury Risk Management Group and became responsible for the development of the Bank's risk management system for monitoring and reporting aggregate risk-taking activity. In 1998, he transferred to SG Securities (Phils.) where he worked as an Investment Analyst/Economist focusing on the Philippine banking sector, before moving to ING as Chief Investment Officer of its Philippine asset management unit in 1999. PJ was voted in surveys conducted by The Asset Magazine as one of the "Most Astute Fixed Income Investors" for the Philippines and the rest of Asia for 2003 up to 2009. PJ is formerly the president of the Fund Managers Association of the Philippines (FMAP), an association of investment professionals.

Nanjo Berba
President and Chief Executive Officer
Philam Asset Management

Mr. Ferdinand Berba is the President and Chief Executive Officer of Philam Asset Management, Inc. He has more than 23 years of experience in the insurance industry. He held various senior roles in Philam Life including Director of Philam Financial Advisory Services and Group Training Director. Previously, he was Director of Agency Development, Director of Client Services, and President of Sun Life Financial Plans. Nanjo also worked in other insurance companies such as Pioneer Life and Pioneer Group and Great Pacific Life Assurance Corporation. He holds an AB Psychology degree from De La Salle University.

Randell Tiongson
Director
Registered Financial Planner Institute Philippines

Randell Tiongson, RFP is an advocate of Life & Personal Finance. With his 25 years of experience in the Financial Service Industry – Banking, Mutual Funds, Insurance and Financial Planning, and Management Consultancy, he has become one of today's most respected personal finance coaches in the country. Aside from his training and speaking endeavors, he is also a Director of the Registered Financial Planner Institute Philippines and also and a strong advocate of financial education for the OFWs. He has given lectures in 12 countries outside the Philippines. Randell regularly appears he on TV as a resource person for various shows like TV Patrol, Bandila, 700 Club Asia, Mornings at ANC, Shoptalk, Business Nightly, Failon Ngayon, On the Money, Umagang Kay Ganda, Unang Hirit, Aksyon TV, and News to Go among the few. He gets frequently invited to speak at educational institutions like the Asian Institute of Management, Ateneo, De La Salle, Mapua University, University of Santo Tomas, University of the Philippines, Polytechnic University, Miriam College, etc; frequent engagements for top 500 corporations; as well as churches and other organizations. He is also had a segment called Money Talks which airs daily at 103.5 K Lite FM in 2014 and a regular weekly program also called Money Talks in 106,7 Energy FM in 2013. Aside from being a speaker and trainer, Randell writes for the Philippine Daily Inquirer. His column, "Money Matters", was nominated for Catholic Mass Media Awards in 2012 and 2013. He also writes for Moneysense Magazine, where he was hailed as one of the 12 Most Influential People in Personal Finance. He also used to write for the Business Mirror. In 2011, he was awarded Most Outstanding Alumni by the University of Santo Tomas. Randell is married to Mia Mapa Tiongson for more than two decades now, and has four children.

Robert B. Ramos
First Vice President & Trust Officer, Trust and Investment Services Group
Union Bank of the Philippines

Mr. Robert Rol Barbero Ramos serves as First Vice President of Union Bank of the Philippines Inc since July 1, 2014. He was appointed as Vice President on October 1, 2011. Since 1995, Mr. Ramos held various positions performing corporate finance, product/business development and wealth management functions. Mr. Ramos is a Registered Financial Consultant and a CFA Charterholder. Mr. Ramos also completed the one year course on Trust Operations with distinction. He is a Member of the Trust Committee.

Manfred Liechti
Experienced Private Banking Executive

Manfred Liechti is a career private banker with over 30 years of experience in the wealth management industry, of which he spent over 15 years in the Asia Pacific region. Manfred held various senior roles in the private banking, in sales management and portfolio management with UBS in Singapore, London, Sydney and Switzerland. After a stint of over 25 years at UBS, he led the South East Asia private banking business of Coutts, based in Singapore. His latest role was Global Head of Private Banking for the Australian bank ANZ. Manfred has left ANZ in March and is currently on garden leave. Manfred is based in Singapore and married with 2 kids.

Vish Jain
Partner, Financial Services
EY

Until mid-2014, Vish Jain was a partner in the Singapore office of The Boston Consulting Group. He was a member of BCG's corporate development, public sector and industrial goods practice areas. Prior to joining BCG, Vish worked at Marakon and Stern Stewart.
Vish has a MSc and BSc(First Class Hons) in Management Information Systems from the National University of Singapore, where he studied under the SIA & NOL Scholarship Program.

Steve Knabl
Managing Partner
Swiss Asia

Steve Knabl, Managing Partner of Swiss Asia, is a Swiss national with 15 years of experience in the Wealth Management and Financial Services field at General Management level. Steve has an in-depth knowledge of Wealth Management as well as Brokerage and Trading operations. He is also experienced in project coordination and operational implementation of complex business strategies. His very diverse experience over the years has allowed him to acquire extensive product knowledge in diverse businesses and business processes that enable him to efficiently translate visions into action. Leadership of teams in diverse business lines are also his forte. Steve joined Swiss-Asia in January 2008. His responsibilities encompass deal & project negotiation and structuring of Funds and Private Wealth Management deals in Asia, Operations Management, Legal & Compliance, Technology, Finance, HR, Due Diligence processes and Structural Risk Management for the firm as a whole. Steve attended the University of Neuchatel – Switzerland, in the "Faculte des Sciences Economiques" and continued to acquire a Bachelor of Sciences Degree (BSc) in International Hospitality Management at the Ecole Hôtelière de Lausanne – Haute Ecole Spécialisée (HES).

Valerie Pama
President
Sun Life Asset Management

Valerie, 51, Filipino, is currently a Director of 7 Sun Life Prosperity Funds. She is also a Director of the Grepalife Funds. Valerie was formerly the President of the Sun Life Prosperity Funds and the Grepalife Funds (2011 to 2012). She also served as the Chief Operating Officer of Sun Life Asset Management Company, Inc. (2011 to 2012) before being appointed as its President in 2013. Valerie is a veteran banker, having been in the industry for 20 years. She started her career with Citibank in 1990 as a Management Associate, wherein she obtained exposure in various segments of the business, assuming progressively senior roles over the years. She had worked in treasury/capital markets, loans, equity sales, customer funding sales, brokerage and money market sales. By the time she retired from Citibank in 2009, Ms. Pama was the President of Citicorp Financial Services and Insurance Brokerage. Prior to joining Sun Life, Valerie was a product development consultant for ING Bank's Investment Management Group. She has held the chairmanship of the Philippine Investment Funds Association (PIFA) since 2011. This enabled her to represent the mutual fund industry in advocating investor literacy, customer protection and regulatory advancements to government agencies, key market players and the general public. Valerie is a graduate of the Ateneo de Manila University with a Bachelor of Science degree in Management Engineering. She obtained her MBA in International Business and Finance, with a minor in Business Economics from Katholieke Universiteit Leuven in Belgium. On her sophomore year in MBA, she was awarded With Distinction by the university for her exemplary academic performance.

Milan Ganatra
Chief Executive Officer
Miles Software Solutions

Milan is a first-generation entrepreneur with over two decades of hands-on experience in the financial services space. He has deep domain knowledge on wealth management and wide experience in leveraging technological advancement for efficient investment management. He founded the company in 1999 anticipating the need for a wealth application which can provide flexibility, track-ability, and accurate reporting of investments. He has successfully defined and implemented a strong vision for Miles to make it amongst the leading provider of wealth and portfolio management solutions.

About Miles Software

Miles Software is a global technology solutions leader in the private banking, wealth and the asset management space. The company enables more than 300 financial services clients across 16 countries to stay ahead of the innovation curve. The solutions cater to the complete business life cycle of the Private Wealth and Asset management business. Building on more than 16 years of experience, Miles is a techno business partner delivering excellence and value to financial services globally. Today, Miles has a market leadership in the Private Banking space and their flagship product MoneyWare™ covers the complete life cycle of the Private Banking business including CRM, Portfolio management, Risk management, Revenue management, Mobility and Client portal. Miles also has a very strong capability in Custody, Leverage, Securities lending, Fund Compliance, Portfolio Risk and Performance management.

The company has diverse clientele with average relationship of 8 to 12 years including Private banking institutions, Asset management companies, Brokerage firms, Wealth advisors, financial institutions and Family offices. Their deep understanding in the financial services business, experience in managing scalable implementations of large and small scale enterprises has enabled them to build long-lasting relationships with their customers and provide differentiated value to their business.

About MoneyWare®

MoneyWare, the flagship product meets the comprehensive requirements of the Private Banks. The solution suite has the capability of automating the entire suite of investments during the lifecycle of wealth creation, growth and management. The solution does more than just managing customer's portfolio and investments in variety of asset types like Equity, Mutual Funds, Fixed Income Instruments, Real Estate, Derivative, Private Equity, Insurance and various other alternate investments; It also makes it easy to dig deeper into your customers' profiles, helping them to identify areas for potential growth. Intuitive navigation tools allow users to create reports and client proposals on the fly, and the customizable analytics can be viewed as reports, as alerts or on a comprehensive dashboard screen.

The system has capability to handle real-time Financial Planning, Portfolio Management, and Performance Reporting, yet takes the functionality and features one step further with the automated trade-order management, Online Order execution and, Revenue & Incentive management (RIMS) that is tightly coupled & integrated to each other. All of these enhanced features are accessible via an easy-to-use, customized dashboard interface deployed in a web-enabled environment.

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Reach out @ us to know more

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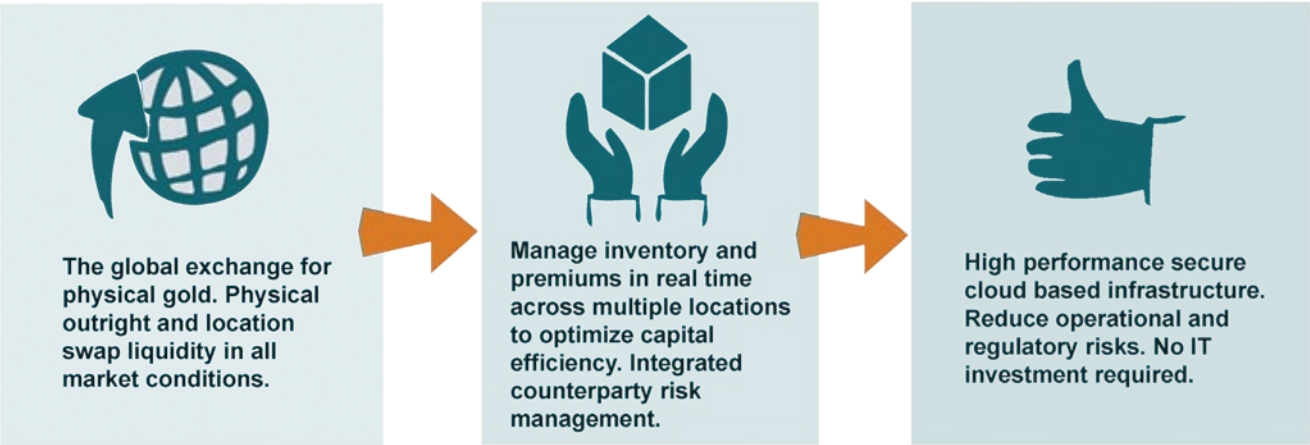

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With over 20 offices worldwide, *Henley & Partners* is the global leader in residence and citizenship planning. We work closely with the world's top locations for private residence and citizenship, and with internationally mobile entrepreneurs and investors across the globe.

Every client's needs are carefully analyzed to find the best destination in terms of taxation, business environment, potential for citizenship, education, mobility, and quality of life. *Henley & Partners* then supports the client throughout the residence or citizenship application process, using our experience and expertise to ensure it flows as efficiently and quickly as possible.

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The firm is part of a group with three divisions: *Henley & Partners*, which focuses on residence/citizenship planning and government advisory; Henley Estates, which sources high-end real estate for private clients; and Henley Trust, which provides fiduciary and tax planning services for private clients. and family owned businesses.

To book a private consultation with one of our experts, please email **singapore@henleyglobal.com** or visit our website **henleyglobal.com** for more information

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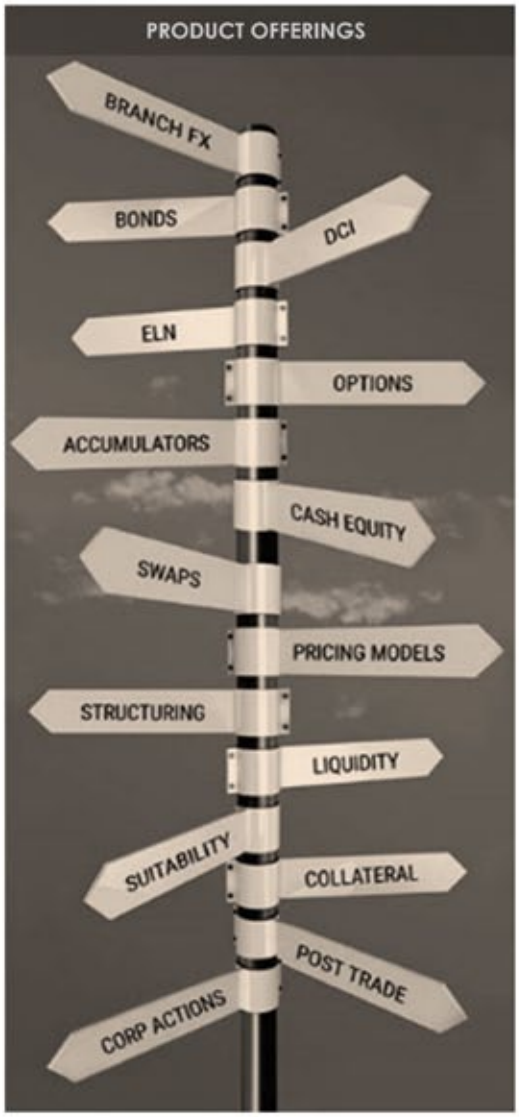
The Financial Engineering Company

ABOUT US



- FinIQ is a Singapore based banking software provider. The FinIQ system is currently used by over 10,000 bankers spread across 60 banks in Asia.
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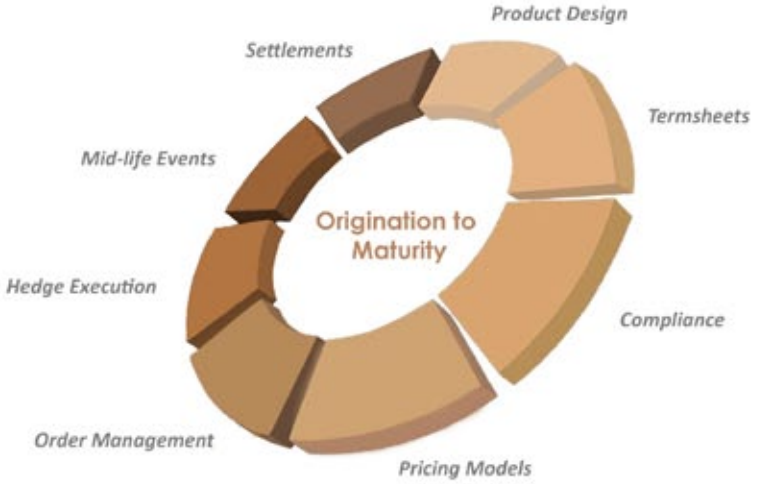
- Our solutions have the right emphasis on ease-of-use, workflow management, pricing efficiency, trade execution and post trade event management.
- Besides our wealth management offerings, we also automate retail branch network, corporate sales, share custody, option trading and various other workflows.

RICH FUNCTIONALITY



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2003
Worldwide interest rate crashed. FinIQ became first FX-option linked yield enhancement product platform to offer investment alternatives

2007
FinIQ launched end-to-end functionality for equity linked derivatives and investment products

2010
FinIQ structured product platform became widely used platform across Asia. FinIQ also launched compliance & client suitability frameworks

2012
Having succeeded in structured products FinIQ launched a range of cash FX, bonds, equities and other traditional products

2014
Cloud based SaaS live. FinIQ became worlds first multi-dealer multi-asset trading solution for Private Banks

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