



SWISS-ASIA Wealth Exchange 2015

27 October | ConventionPoint, Zurich

Gold



Bronze



Hubbis at-a-glance

We focus on the Asian wealth management industry and produce high-quality, localised content that is practical and independent. This includes news, articles, research, reports and conference-related content, and is available in multiple formats including video, web and print. The Hubbis e-learning platform consolidates this wealth of knowledge into an indispensable training and development resource for all professionals.

What we do



Events
Presentations
Thought leadership



Publications
News & videos
Online content



Online learning
Case studies
Assessments

Topics we cover

REGULATION & COMPLIANCE

SKILLS

INVESTMENTS

STRATEGY & BUSINESS

FAMILY WEALTH

TECHNOLOGY

Who it is for

Hubbis offers a unique platform that brings together content, thought-leadership and collaboration - to challenge and provoke conventional thinking, with an aim to innovate and improve the Asian wealth management industry across the following segments: Private Banks, Independent Wealth Management, Retail Banks, Asset Management, Insurance, Technology, Professional Services. Through our events and content channels, we reach senior management, business heads and other key stakeholders from the top international, regional and domestic organisations.

Key highlights

- 120,000 monthly unique website visitors
- Weekly email newsletter to over 34,000 regional & global professionals through our proprietary database
- More than 10 annual publications
- Dozens of thought-leadership discussions and surveys featured
- 80+ proprietary training courses and over 200 hours of live learning content



WELCOME

We are delighted to host our 3rd annual **SWISS-ASIA Wealth Exchange 2015** today in Zurich.

Please mark the date of our 2016 event in your calendar now – Tuesday, 25th October.

This event is designed to enhance the knowledge, product expertise and understanding of senior Swiss wealth management practitioners who are interested in learning about investing and accessing new opportunities in Asia, and exploring the connectivity between the two regions. Some senior individuals with 20+ years of experience in Hong Kong and Singapore have also flown in to share their insights.

It is a focused opportunity to network and meet like-minded people from single family offices, multi-family offices, independent / external asset management companies, private banks and other relevant wealth management institutions – and build on existing relationships with key players.

The presentations and panels will uncover the reality of the Asian opportunity – both for Asian clients who are still interested in booking assets in Switzerland, as well as Swiss-based clients looking to make a foray into Asia.

It is notable that some of the reasons firms expanded in Asia previously are no longer relevant. Today, it is all about developing a local business that is aligned with the culture, psychology and mind-set on the ground where you are operating. It is tough to be successful at home and abroad without deep pockets, a clear vision and value proposition, and a willingness to do things differently according to the needs and regulations of each local market. And with the global drive towards transparency, a lot of consideration must be given to structures used and jurisdictions chosen.

This all creates various opportunities for asset managers, wealth planners, professional services firms and other market players to provide specialist advice and opportunities.

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 fixture in the Swiss wealth management calendar – which we aim to continue to grow in the years to come. 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**
Are you making the most of the Swiss-Asia connectivity?
- 9.45am** **Presentation**
Investing successfully in Asia
- 10.00am** **Presentation**
What do Common Reporting Standards mean for you?
- 10.20am** **Presentation**
What is the role of Asian jurisdictions in wealth structuring?
- 10.40am** **Refreshments & Networking**
- 11.05am** **Panel discussion**
A new approach to wealth and tax planning in a transparent world
- 11.45am** **Presentation**
Cross-border succession planning - new opportunities in Asia and Europe
- 12.05pm** **Presentation**
Using Asian-based insurance products (PPLI & VUL) as planning & structuring solutions for HNW clients
- 12.25pm** **Panel discussion**
Should you come to Asia at all?

Afternoon

- 1.05pm** **Lunch**
- 1.50pm** **Panel discussion**
The fintech phenomenon – are you ready for the disruption?
- 2.35pm** **Keynote Presentation**
The reality of doing private banking successfully in Asia
- 3.00pm** **Presentation**
Is it too late to go to Asia?
- 3.20pm** **Presentation**
Outlook for gold
- 3.45pm** **Forum Ends**

**“We do more than
just manage claims.
We also rebuild lives.”**

Miriam
Claims Manager



**We are all born to protect,
but for me it's a calling.**

2802 2812
www.borntoprotect.hk

redefining / standards



Full Agenda

8.40am **Registration**

9.00am **Welcome address**

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

9.05am **Panel discussion**
Are you making the most of the Swiss-Asia connectivity?

- *Why do banks and other wealth managers bother to try and engage Asia?*
- *How is the value proposition of Swiss private banking changing in the eyes of Asian clients?*
- *How do these firms need to re-segment their market and client strategies?*
- *Where are the opportunities for greater synergies between Switzerland and Singapore / Hong Kong?*
- *Where are European HNW and UHNW clients interested to invest in Asia?*
- *How can Swiss / European banks make more of the interest from Asian clients in Europe, and vice versa?*

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

Panel **Alex Borissov**
Partner
Finaport

Jessica Crane
Executive Director, Head of Trusts
London & Capital

Pius Zraggen
Founding Partner and Chief Executive Officer
OLZ & Partners Asset & Liability Management

9.45am **Presentation**
Investing successfully in Asia

Harmen Overdijk
Managing Partner
CAIDAO Wealth

- *How should you look to access opportunities in equity and fixed income in Asia?*
- *What about alternatives?*
- *What don't people tell you about the reality of investing in Asia?*
- *How important is the ability to liquidate quickly?*
- *What are the key differences in processes, research, time horizon or other factors you must know about to invest in Asia?*

10.00am **Presentation**
What do Common Reporting Standards mean for you?

Eric Boes
 Global Head of FATCA & CRS Services and Solutions
 Amicorp Group

- *The latest developments of CRS – to go live in 2 waves in 2016 and 2017*
- *What impact will the resulting transparency have on the fiduciary industry – for FIs, wealth planners and HNW clients?*
- *What does this all mean for Asia?*

10.20am **Presentation**
What is the role of Asian jurisdictions in wealth structuring?

Markus Grossmann
 Regional Managing Director, Asia Pacific
 Trident Trust

- *What do Hong Kong, Singapore and New Zealand offer as jurisdictions for wealth planning for your clients?*
- *Why would you choose one or the other?*
- *Which jurisdictions make more sense for different types of structures?*
- *Case studies*

10.40am **Refreshments & Networking**

11.05am **Panel discussion**
A new approach to wealth and tax planning in a transparent world

- *What is the future of fiduciary services within a changing regulatory environment?*
- *What are the real impacts of recent political developments and tax transparency on Hong Kong and Singapore as wealth management centres?*
- *What structures are popular among Asian families?*
- *How can you help clients address concerns over confidentiality, security and asset protection?*
- *How can institutions manage the excessive compliance requirements – and in a way which doesn't make it too costly to operate and service clients profitably?*
- *Can you find a balance today between satisfying 'big brother' and maintaining the freedoms we expect?*
- *How are you likely to get the best outcome when engaging product and service providers in Asia?*

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



Panel **Eric Boes**
Global Head of FATCA & CRS Services and Solutions
Amicorp Group

Stephanie Jarrett
Partner
Baker & McKenzie

Céline Santos
Senior Legal Advisor
Rosemont Consulting

Markus Grossmann
Regional Managing Director, Asia Pacific
Trident Trust

11.45am **Presentation**
Cross-border succession planning - new opportunities in Asia and Europe

Céline Santos
Senior Legal Advisor
Rosemont Consulting

- *General overview of the perspectives created by new European rules*
- *Impact of new European rules in the context of cross-border succession linked to Asia*
- *Key tools of estate planning to secure cross-border succession*

12.05pm **Presentation**
Using Asian-based insurance products (PPLI & VUL) as planning & structuring solutions for HNW clients

David Varley
Head of High Net Worth - Asia
AXA

- *What are HNW clients/families and banks looking for?*
- *Life wrapping/PPLI - how does it work?*
- *Life wrapping/PPLI - the benefits to a) HNW clients and b) banks*
- *Life wrapping/PPLI vs Trusts - which option or combination is better for HNW/bank clients?*

12.25pm **Panel discussion**
Should you come to Asia at all?

- *A lot of the initial reasons firms expanded to Asia are no longer relevant. What are the key drivers today? And are these the right reasons to come to Asia?*
- *What added value does Asia really give you?*
- *How can you 'go global' successfully?*
- *How should you define your value propositions to make the most of the potential?*
- *Does "Swissness" still sell in Asia?*
- *How local do you need to be to succeed?*
- *What cultural, psychological and business mind-set is required to be successful?*
- *Should you ally with firms like you and form strategic partnerships? Or go it alone?*
- *What regulatory pitfalls do international investors doing business in Singapore, Hong Kong and beyond need to be aware of?*

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

Panel **Ray Soudah**
 Founder
 MilleniumAssociates

Patricia Thomas
 Chief Executive Officer, Asia Pacific
 Fact Family Office, Hong Kong

Harmen Overdijk
 Managing Partner
 CAIDAO Wealth

Kees Stoute
 Managing Director
 Hubbis

1.05pm **Lunch**

1.50pm **Panel discussion**
The fintech phenomenon – are you ready for the disruption?

- *How are the mobile, digital and social media trends reshaping wealth management?*
- *Where is the biggest potential for disruption?*
- *What is the role for fintechs in wealth management of tomorrow?*
- *What's the likely influence of robo-advisers in 10 years' time?*
- *What does it take to compete in this space today?*
- *Do banks have the people, culture and mind-set needed to adapt and thrive against the digital entrants?*



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

Panel **Bruno Patusi**
Partner, Wealth & Asset Management Leader
EY

Michael Stemmler
Founder and Chief Executive Officer
Additiv

Seamus Donoghue
Chief Executive Officer
Allocated Bullion Solutions

Ralph Morigato
Entrepreneur and Independent Senior Advisor
Hixon Consulting

2.35pm **Keynote Presentation**
The reality of doing private banking successfully in Asia

Kees Stoute
Managing Director
Hubbis

- *What have we learnt from 25 years in private banking in Asia?*
- *Do's and don't when expanding into Asia?*
- *What they don't tell you about managing a wealth management business in Asia?*
- *The key ingredients for success*

3.00pm **Presentation**
Is it too late to go to Asia?

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

- *What does the competitive landscape look like in Asia for wealth management?*
- *How is it changing?*
- *Who has been successful so far?*
- *What is the best strategy and approach to access local markets in the region?*
- *Who will be the winners and losers going forward?*

3.20pm **Presentation**
Outlook for gold

Seamus Donoghue
Chief Executive Officer
Allocated Bullion Solutions

- *A fundamental and technical outlook*
- *Asia's role in global physical markets*
- *Does the Asian private banking client invest in physical?*
- *Issues with trading physical gold*

3.45pm **Forum Ends**

Speaker biographies



Alex Borissov

Founding Partner
Finaport

After studying economics and business administration in the US at Washington University in St. Louis, Alex worked as a consultant in the representative office of AIG in Moscow. In 1996, he transferred to AIG Private Bank AG, Zurich, assuming responsibility for Private Banking in Central and Eastern Europe as well as general management of the Cyprus Branch. Beginning in 2001, Alex managed the Eastern European division of Credit Suisse in Singapore and established the bank as part of their International Wealth Management Group. In 2004, he joined senior management of Union Bancaire Privee in Zurich, with responsibility for market strategy and development of their entire Eastern European business.



Bruno Patusi

Partner, Head of Wealth & Asset Management, Zurich
EY

Bruno has more than 20 years of experience in global wealth and asset management. He started his career at Credit Suisse in 1990 and joined Arthur Andersen in 2000 respectively Ernst & Young (EY) in 2002. Bruno is a client service partner, head of wealth & asset management (WAM) in EY Switzerland and a member of the EMEIA WAM leadership team in EY. He is specialized in assurance and advisory services for large wealth managers and private banks. Bruno is a Swiss CPA and accredited by the Swiss Financial Market Supervisory Authority (FINMA) and the Liechtenstein Financial Market Authority (FMA).



Celine Santos

Senior Legal Advisor
Rosemont Consulting

Céline Santos is a French Qualified Notary and she also holds a Master Degree in International Private Law and European Law. She worked as a Notary in various positions in South of France, dealing with an international clientele in the context of asset acquisition, or international succession relating to worldwide assets, and also with private international banks within the context of loans granted to private clients or companies and in particular to ensure validity and enforceability of guarantees. She also teaches at University International Private Law. She joined Rosemont Consulting to deal with various issues on International Private Law, and in particular in Estate Planning issues for private clients holding worldwide assets, in the review and drafting of international contracts, and in assisting clients who intend to purchase real estate assets.



Patricia Thomas

Chief Executive Officer, Asia Pacific
Fact Family Office, Hong Kong

Patricia Thomas, as CEO of APAC, is responsible for all investment activities, including fund raising, building client relationships and product development. She oversees all operations and finance activities of Fact Family Office and LP Suisse Group in Asia. With over 30 years of experience in the private banking industry, Patricia has a significant track record of success in investment management and business development, trust and funds set-up, as well as tax and compliance. She was the Head of Private Banking Asia for Banque Indosuez (Credit Agricole) and Manufacturers Hanover Trust Company (JP Morgan). In 1997, she set up the first four immigration funds in Hong Kong and was the first to launch the sale of derivative products to high net worth individuals in Asia. During her tenure at Banque Indosuez, it was accredited "Most Innovative Private Bank in Asia" by Asia Finance Magazine. Patricia is a member of the Institute of Chartered Accountants of England and Wales (Fellow).



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.



Eric Boes
Global Head of FATCA & CRS Services and Solutions
Amicorp Group

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



Harmen Overdijk
Managing Partner
CAIDAO Wealth

Harmen Overdijk, CFA, is a founder and managing partner of Caidao Wealth, an independent asset management company based in Hong Kong offering global and Asia-specific investment strategies to international investors. He is responsible for the investment policy at CAIDAO WEALTH. Before starting CAIDAO he was head of investments, Asia-Pacific for EFG Asset Management, having joined EFG in 2008 from Fortis Bank. At Fortis Bank, Harmen was regional head of investments and deputy general manager for private banking in Asia. He originally joined MeesPierson, which later became Fortis Bank, in 1998 as investment analyst, becoming chief investment officer of MeesPierson Asia in 2002, and global head of research in 2005 before returning to Hong Kong in 2006. Being known for their dedication to clients, Harmen and his business partner, Louis Laimason, decided to become independent and started CAIDAO | WEALTH, which is a partnership with CAIDAO CAPITAL, a Hong Kong based private equity firm run by another MeesPierson Alumni, Ming Lee. Harmen graduated from Tilburg University in the Netherlands with a Master's degree in financial economics and is a chartered financial analyst.



Jessica Crane

Executive Director, Head of Trusts
London & Capital

Jessica works within London & Capital's Private Investment Office providing investment management advice for some of the firm's largest clients and trusts and has overall responsibility for London & Capital's relationships with trust companies. She regularly travels to the Channel Islands, the Isle of Man and Switzerland, managing the firm's existing and potential Trust relationships. Prior to joining the firm she worked at Merrill Lynch in London and KPMG in both Milan and Paris. Jessica has a degree in Modern Languages from Durham University and holds the Investment Management Certificate and a Diploma in Financial Planning. She speaks fluent French and Italian.



Kees Stoute

Managing Director
Hubbis

Before joining Hubbis in early 2015, Kees Stoute IBFA, ran Sonam, a private banking training and consultancy firm, since 2012, during which time he also authored the book 'Help, I'm Rich' (John Wiley & Sons). Prior to that, he was the managing director of EFG Bank in South-east Asia. Kees has a distinguished career spanning the academic, IT & operations and private banking sectors, and has more than 20 years' experience in Asia, most of the time spent in Singapore. From 2000 onwards Kees was in charge of the Private Bank of MeesPierson in Asia. MeesPierson was part of the Fortis Group, which acquired London-headquartered Dryden Wealth Management in 2005, of which Kees became global CEO and Chairman. After the integration of Dryden into Fortis, Kees moved on to the position of Managing Director of EFG Bank Singapore, where he remained in charge until March 2012. He left EFG Bank to set up and develop Sonam BV. He subsequently joined Hubbis as Managing Director in 2015. An experienced private banker, Kees served at MeesPierson from 1992 to 1996 as its regional head of IT. In 1996, he was promoted to the position of chief operating officer of Fortis / MeesPierson in Singapore. In this position, he became a member of the regional management team of MeesPierson Private Banking. In April 2000, he moved on to become managing director of the business line private banking and trust in Asia for MeesPierson and in 2002, he was (in addition) promoted to managing director of the legal entity MeesPierson Asia Ltd in Singapore. In 2011 Kees became one of the first in Singapore to be certified by the regulator in Singapore (IBF) as Financial Industry Certified Professional (FICP – Role Model 6), now called IBFA. In the same year, he was also invited to participate in the Private Banking Industry Group, a consultative forum which was established by the Monetary Authority of Singapore (MAS) to further strengthen the competency and market conduct standards of the private banking industry in Singapore. In 2012, Kees became the inaugural winner of the Hubbis Recognition of Excellence in Asian Wealth Management Award. In September 2015, Kees was given a certificate to denote his status as an 'IBF Advanced Fellow' for 2015.



Markus Grossmann

Regional Managing Director, Asia Pacific
Trident Trust

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



Michael Stemmler

Founder and Chief Executive Officer

additiv

Long-term consulting activity with a focus on the development and implementation of business, sales and distribution strategies for the financial and insurance industries.



Pius Zraggen

Founding Partner and Chief Executive Officer

OLZ & Partners Asset & Liability Management

Pius Zraggen has been a Founding Partner of OLZ and Chief Executive Officer since 2001. He is Chairman of the Board of the subsidiaries OLZ Wealth Management AG in Schaan and OLZ Wealth Management PTE LTD in Singapore, and Member of the Board of Jeeves OLZ Family Office AG in Schaan. Since 2008 he has served as a Special Ambassador of the Canton of Uri. Pius began working in the Swiss banking sector in 1989 and gained many years of experience in different banking areas including Global Derivatives Risk Measurement & Methodology, Asset Management, Security Trade and Collateral Management. Between 1995 and 2000 he worked as a research and teaching assistant at the Institute for Financial Management at the University of Bern. Pius has published various articles in the field of financial management, products and markets and is a co-author of the standard reference work "Handbuch der Bewertung" (A Handbook of Valuation). He has been a lecturer at the AZEK (Swiss Training Centre for Investment Professionals) in Zürich in Equity Analysis and Valuation since 1998, as well as at the PHW (Private Economics University) in Bern in Value Management since 2007. Pius studied at the Universities of Bern (Switzerland) and Rochester, New York (USA) and graduated magna cum laude with a Masters Degree in Economics and Business Administration (lic.rer.pol). He completed PHD courses in finance from CFPI Centre pour la Formation des Professionnels de l'Investissement, ICMB International Center for Monetary and Banking Studies at the University of Geneva and Institute for Financial Management at the University of Bern.



Ray Soudah

Founder & Managing Partner

MilleniumAssociates

Ray founded MilleniumAssociates, an independent firm specialised in M&A and strategic advice for the global financial services industry with particular focus on wealth management. Based in Switzerland, he takes a strategic advisory role supporting the operational team. MilleniumAssociates has a broad network of senior contacts with financial services companies, investors, institutions and sovereign funds in Europe, the Mediterranean, the Middle East, Asia, Japan, and the US. Ray has a long background in global financial services. From 1970-1984, he held various senior positions within Citigroup, lastly head of Asia Pacific Treasury and capital markets. From 1984-1992, he worked for Midland Montagu Investment Banking as CEO of Hong Kong, CEO of Japan, head of global capital markets office (London) and head of FIG, and MD/CEO of Midland Montagu Securities. From 1992-1994, Ray was chief investment officer for the National Bank of Bahrain including Head of International Banking and Private Banking. From 1994-1998, he became chief investment officer and chief financial officer and member of the Executive Board of Cedel Bank (created same)/renamed Clearstream. Subsequently from May 1998 to April 2000 Ray was a managing director and member of the private banking management Board for SBC/UBS AG. There he created and led the corporate strategic acquisition and development team in asset/wealth management and private banking acting on a global basis. Ray is a Harvard Business School & INSEAD Alumnus. He has multicultural, multilingual wealth management and private banking/ investment banking expertise. Ray is a patron of the British Swiss Chamber of Commerce. He speaks English, French, Greek and Japanese.



Seamus Donoghue
Chief Executive Officer
Allocated Bullion Solutions

Seamus is the chief executive officer of Allocated Bullion Solutions (ABS). ABS is a Singapore based company that operates a global physical gold exchange that provides both liquidity and technology solutions. It offer a full end-to-end electronic trading platform for both the inter-dealer community and the investment sector as an alternative to the current manual and voice based processes in the OTC physical gold market. Seamus is a seasoned investment banker with over 20 years of experience in financial markets and strong a champion of electronic trading and infrastructure in OTC markets. Prior to ABS he was head of Asia G10 FX forwards and short term interest rate trading at Bank of America Merrill Lynch Japan, and before that co-head of global Yen linear interest rate derivatives at Barclays Capital Japan. He has worked as a portfolio manager at Bluecrest Capital and was previously co-head of the global finance group for Deutsche Bank in Japan. Seamus started his career with JP Morgan in Toronto, Canada, in 1991.



Stephanie Jarrett
Head of the Wealth Management Practice Group, Geneva
Baker & McKenzie

Stephanie Jarrett joined Baker & McKenzie in 2000 and practices in the areas of trusts, estate and international tax planning with a particular focus on family governance and asset protection structuring. She heads the Wealth Management Practice Group in Geneva. Stephanie has been cited by top legal directories - including Legal 500 and Chambers Global - and has been named by Citywealth as one of the top 20 women advisers for private wealth management. Stephanie also edits the Baker & McKenzie Private Banking Newsletter. She currently serves as chairman of the Suisse Romande branch of the Society of Trust and Estate Practitioners (STEP), and is currently a member of the Swiss Association of Trust Companies' Advisory Board.



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, Garrett and Tarryn.

From on-boarding to white-labelling and outsourced fiduciary services – Amicorp is your global strategic partner of choice



AMICORP GROUP

Institutional Sales

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

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

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

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

We are a leading global independent trust firm in the provision of outsourcing solutions to financial institutions. This is why Amicorp is the strategic partner of choice.

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



For more information on how Institutional Sales can assist, please contact:

www.amicorp.com

Peter Golovsky - Global Head of Institutional Sales, Amicorp Group
Tel.: +852 3105 9882 | Email: p.golovsky@amicorp.com

CORPORATE CLIENTS

PRIVATE CLIENTS

INSTITUTIONAL SALES

FINANCIAL SERVICES

FUND SERVICES

OUTSOURCING SERVICES



Introducing our multi-award winning trading platform

ABS MIDAS

A revolutionary precious metals electronic trading network
By The Industry For The Industry

ABS MIDAS is a global electronic trading network (ECN) that directly connects institutional participants to trade physical precious metals seamlessly with our state-of-the-art technology.

- Investment Banks
- Private Banks
- Trading Houses
- Refiners
- Asset Managers
- Corporates

enquiries@allocatedbullion.sg
+65 6340 1920
www.allocatedbullion.sg

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

The new way to think about precious metals

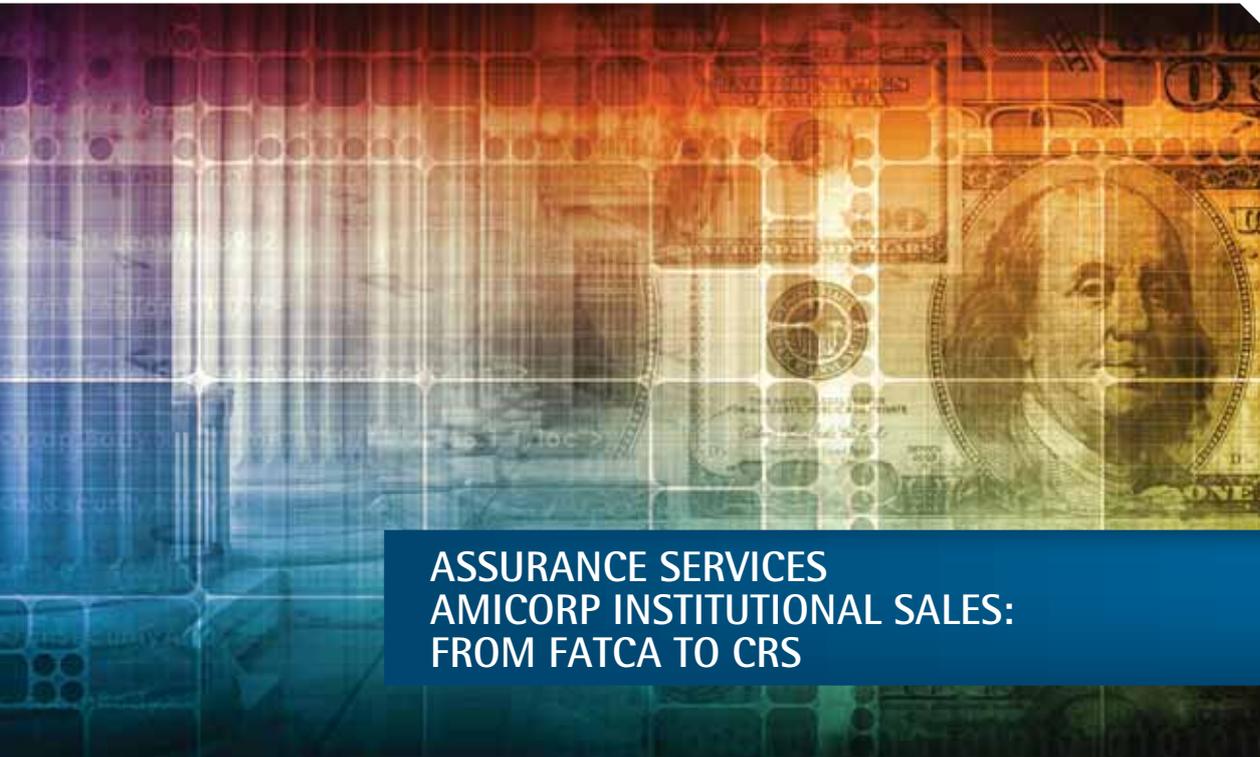
ABS MIDAS



An open architecture platform that supports real-time physical premium & outright pricing for any location, custodian, brand, product, lot size, and delivery date.

ABS MIDAS is a proprietary hosted platform that makes your current sourcing, trading, and distribution of precious metals more *Efficient, Compliant, Profitable, and Scalable*.

enquiries@allocatedbullion.sg
+65 6340 1920
www.allocatedbullion.sg



ASSURANCE SERVICES AMICORP INSTITUTIONAL SALES: FROM FATCA TO CRS

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

Of increasing importance is our provision of Assurance Services, including FATCA (Foreign Account Tax Compliance Act) and CRS (Common Reporting Standards) services. There are a number of implications arising from these regulatory developments that directly affect your corporate and fiduciary structures. Amicorp can help you and your clients meet the challenges with respect to FATCA, CRS and global tax transparency.

BACKGROUND

The Foreign Account Tax Compliance Act FATCA became effective on July 1, 2014. FATCA is US legislation designed to prevent tax evasion by US persons through the use of offshore accounts directly or via offshore investment vehicles. The US Government concluded Intergovernmental Agreements ("IGAs") with many partner countries to effectively implement FATCA in their local jurisdictions.

FATCA and IGAs require non-US entities classified as Foreign Financial Institutions (FFIs) to register with the US Internal Revenue Service (IRS), to perform due diligence to identify US accounts and report certain information about these US account holders to the IRS, either directly or through the home country tax authority. They also require passive Non-Financial Foreign Entities (NFFE) to disclose the identity of their substantial (or controlling) US owners to their banking institutions where they hold a financial account. Failure to do so may cause the imposition of a penalty of 30% withholding on certain US source payments made to non-participating FFIs and to recalcitrant account holders who refuse to comply with FATCA. In IGA countries non-compliance may be in violation of the respective local

law. FATCA does not just affect US persons, it has a much broader application. FATCA compliance and eventual penalties also affects entities held by non-US persons.

YOUR CHALLENGES

You may have a portfolio of clients, perhaps in Latin America or Asia, who are holding non-US entities with investment accounts either maintained with US banks or non-US banks, which under FATCA or IGAs may have to be analyzed per each case. Your non-US clients also have to anticipate the increasing trend of automatic exchange of information between tax authorities. They have to ensure that their investment structure meets the required disclosures in the country where the client is tax resident. Thus ensure not only that the entities are compliant to FATCA requirements, but also compliant to their local countries' tax disclosure regulations.

This impacts not only mutual funds and trusts with corporate trustees, but also many offshore Private Investment Companies (PICs) with a discretionary mandate granted to investment managers, which are to be classified as FFI-Investment Entities. FATCA regulations and guidance on the IGAs indicate that PICs which have an investment account without such a mandate may also have to be classified as FFI-Investment Entities as well.

SCOPE OF ASSURANCE SERVICES OFFERED

As one of the largest global service providers, Amicorp is well positioned to provide FATCA and CRS services and compliance solutions as we continue to maintain vigilant tracking of FATCA and CRS regulations, recent IGA entries and current industry standards.

In response to the challenges, our experienced and well-connected professionals comprised of lawyers, accountants and former bankers and financial advisors have built customized solutions for financial institutions to efficiently comply with FATCA regulations and to prepare for the new Common Reporting Standards. These FATCA services and solutions are primarily focusing on trusts, foundations, private investment companies, mutual funds and private equity funds.

Classify

Sponsor or Register

Identify US Accounts

Report US Accounts

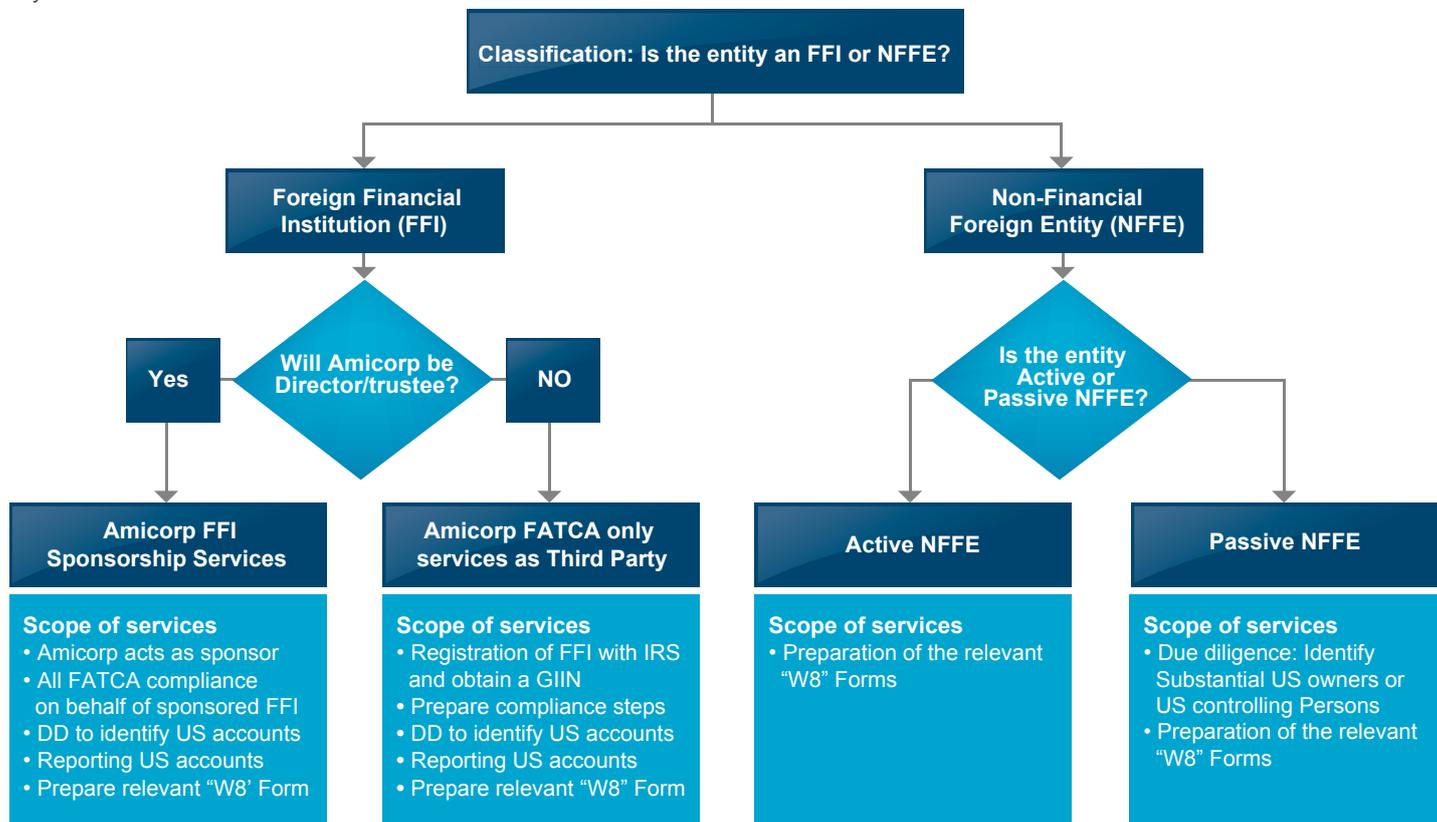
Withhold (if applicable)

Certify FATCA status

How can the Institutional Sales group assist you with Assurance Services in relation to FATCA and CRS:

- Navigation through the complex regulations of FATCA and IGAs and related IGA guidance to determine entity classification;
- Complying with verification and due diligence procedures to identify whether an account is maintained directly or indirectly by a US Person;
- Linking accounts of a US taxpayer across branches, subsidiaries and business units;
- Implementation of new client on-boarding systems to collect required information about new customers;
- Annual reporting of certain information of US reportable accounts, non-participating FFIs and/or recalcitrant account holders; and
- Updating for changing circumstances the status of all FFIs, NFFEs and financial account holders.
- Preparing the forms W-8BEN-E and similar forms as may be requested by banks to establish the FATCA status

Below is a graphical representation of Amicorp's FATCA Services which include but are not limited to classification, sponsorship and registration of your entities:



In addition to these FATCA services, Amicorp can support your clients with implementing solutions to anticipate global tax transparency and support your entities to prepare for the compliance under the Common Reporting Standards that will be introduced globally as of 2016.

Amicorp Group specializes in

CORPORATE CLIENTS	PRIVATE CLIENTS	INSTITUTIONAL SALES	FINANCIAL SERVICES	FUND SERVICES	OUTSOURCING SERVICES
-------------------	-----------------	---------------------	--------------------	---------------	----------------------

For more information on our Assurance Services, please contact your Institutional Sales Manager of your closest Amicorp office.



Peter Golovsky
Global Head of Institutional Sales
+852 3105 9882
p.golovsky@amicorp.com



Asia
Connie Leung
Head of Institutional Sales
+852 2161 1988
connie.leung@amicorp.com



Middle East & Africa
Shainav Gupta
Head of Institutional Sales
+971 4 304 2900
s.gupta@amicorp.com



India
Akhil Jain
Director Institutional Sales
+91 22 2204 9891/92
akhil.jain@amicorp.com



www.amicorp.com

PUBLISHED BY AMICORP GROUP - ENGLISH/08/15

Disclaimer:

This memorandum is intended for informational purposes only and does not constitute tax, legal or professional advice. Nothing herein is to be considered as creating a service provider-client relationship between the recipient and Amicorp. Recipients should not act or rely on any information contained in this memorandum without seeking appropriate legal, tax, or other professional advice on the particular facts and circumstances at issue. The information is "AS IS" and Amicorp makes no express or implied representations or warranties or guarantee the completeness, accuracy or timeliness of this information. Your use of this information is at your own risk and responsibility.



About ROSEMONT

ROSEMONT International is a multi-disciplinary multi-family office with a qualified and experienced team of accountants, tax advisors and solicitors. ROSEMONT International firms provide Family office services to individuals and their families with structuring and administration of a client's financial affairs including:

- Tax optimisation and estate planning
- Trustee services and Foundation management
- Onshore & Offshore Entity Administration
- Asset Ownership and Management: Real Estate, Yacht, Private Jet, Cars, horses
- Business planning
- Fund Creation and Administration
- Immigration services

We are able to offer an integrated service covering the important areas of interest to clients with offices and entities located in strategic locations.

Rosemont International firms are also qualified to render trustee services in various jurisdictions, including the BVI and Hong Kong.

In addition of services rendered by Rosemont International, the Singapore office is a provider of Corporate Services and Tax advice for international corporations, institutional investors as well as high net worth individuals and their families. We help you to own your valuable assets and assist in the structuring and administration of your investment or business ventures in Singapore and internationally.

In addition, for Business Advisory, Rosemont Singapore can assist its clients at all stages of their market entry and expansion in Singapore and South East Asia in general. Rosemont Singapore can offer market entry consulting, incorporation and outsourcing services, for any needs, by managing the project at its early stage and selecting and liaising with local professionals.

INTERNATIONAL ASSETS

TAX EFFICIENT STRUCTURING



Photo © archidephoto - Fotolia.com

MULTI - FAMILY OFFICE
ADVISORY & ADMINISTRATION

**TRUSTS, FOUNDATIONS
& CORPORATE**

REAL ESTATE & YACHT
OWNERSHIP & ADMINISTRATION

**TAX, ESTATE
& RESIDENCE PLANNING**

Налоговое и имущественное планирование
税务遗产及移民规划

 **ROSEMONT**INTERNATIONAL

HONG KONG
SINGAPORE
MONACO
BVI

Contact: Peter Brigham
Email : p.brigham@rosemont.hk
www.rosemont-int.com



About Trident Trust

GLOBAL REACH, PERSONAL SERVICE

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

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

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

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

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

Singapore@tridenttrust.com

Hongkong@tridenttrust.com

Contact details

Trident Corporate Services AG
Talstrasse 83, 8001 Zurich
Switzerland
T 41-44 396 1080
E switzerland@tridenttrust.com

Your clients can rely on you...

because you can rely on us.

For information about our services please contact:

SINGAPORE

Markus Grossmann
Trident Trust Company
(Singapore) Pte Ltd
96 Robinson Road
#16-01 SIF Building
Singapore 068899
Tel +65-6304 3288
Fax +65-6491 1231
singapore@tridenttrust.com

HONG KONG

Christiaan de Bruyn or Kevin Yan
Trident Trust Company (HK) Ltd
14th Floor, Golden Centre
188 Des Voeux Road Central
Hong Kong
Tel +852-2805-2000
Fax +852-2850-4090
hongkong@tridenttrust.com

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

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

BAHAMAS • BARBADOS • BRITISH VIRGIN ISLANDS • CANADA • CAYMAN ISLANDS • CYPRUS • DUBAI • GUERNSEY
HONG KONG • ISLE OF MAN • JERSEY • LUXEMBOURG • MALTA • MAURITIUS • NEW ZEALAND • NEVIS • PANAMA
SEYCHELLES • SINGAPORE • SWITZERLAND • UNITED KINGDOM • UNITED STATES • US VIRGIN ISLANDS

Hubbis online learning

We help practitioners meet their professional education obligations via e-learning, event presentations, video Q&As, books & publications, forums and thought-leadership.

80+ courses

E-learning modules

Hubbis offers 80+ proprietary training courses covering core topics relevant to building and improving effective & appropriate advisory skills in an Asian industry context. The Hubbis syllabus covers major product, skills & compliance topics.

200+ hours

Presentations, video Q&As, books & publications

Hubbis augments formal courses with over 200 hours of live-learning content that ranges from expert articles and interviews to engaging presentations from Hubbis' highly acclaimed Wealth Management events. Each training course and many of the additional materials are in modules of 30 and 60 minutes for CPT/CPD and all Hubbis modules are assessed prior to completion to assist in demonstrating user's learning success for regulatory reporting.

Analyse results

Reporting

The Hubbis system allows the recording and reporting of all online and offline internal and third-party training in order to provide a complete training record for each individual. The Hubbis e-learning platform also offers a dedicated reporting feature enabling HR and / or compliance managers to generate customised data sets to match both internal and regulatory training reporting requirements.



Learning modules

Our courses are developed to cover the below content topics:

REGULATION & COMPLIANCE

INVESTMENTS

SKILLS

FAMILY WEALTH

STRATEGY & BUSINESS

LIVE-LEARNING

Our learning platform



LEARNING PLAN



Online courses



Tracking



Reporting



Consolidated record

Online

Simple access through an internet portal that is available 24 hours a day, 365 days a year. You will have access to 80+ engaging e-learning courses that enable users to conveniently earn CPT / CPD points.

Tracking

We give HR & compliance managers the ability to build learning plans, and apply those plans to defined groups, and track and record each individual's learning progress.

Reporting

Not all e-learners are at the same stage in their professional development or training lifecycle. The integrated reporting system allows HR & compliance managers to monitor employee progress - highlighting areas of weakness / strength.

Records

The e-learning reporting function also allows all offline and 3rd-party training to be uploaded to give a single, consolidated history for each user. It also enables organisations to report this training to the regulator in a fast, accurate and consistent format.

Meeting your critical compliance requirements

HUBBIS PROJECTS 2016

JANUARY

Forum

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

Publication

Asset Management Yearbook

FEBRUARY

Forum

Middle East Wealth Management Forum
Tuesday 16th February, Ritz Carlton, Dubai

Forum

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

MARCH

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

Publication

Wealth Management in the Middle East

APRIL

Forum

Indian Family Wealth Forum
Wednesday 6th April, Sofitel BKC, 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

Digital Wealth - Asia

MAY

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

Forum

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

High-Impact Briefing

DPM
Tuesday 14th June, Singapore

Forum

Digital Wealth - Asia
Thursday 16th June, Pan Pacific, Singapore

Publication

Swiss Private Banking & Wealth Management

Publication

Wealth Management in the Philippines

JULY

Forum

Malaysian Wealth Management Forum
Tuesday 12th July, Le Meridien, Kuala Lumpur

Publication

Wealth Management in Asia

Publication

Wealth Management in Malaysia

Publication

Islamic Wealth Management

AUGUST

Forum

Indian Wealth Management Forum
Thursday 25th August, Sofitel BKC, Mumbai

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

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

Digital Wealth - Asia
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

Publication

SWISS-ASIA Wealth Exchange

Publication

Wealth Planning

DECEMBER

High-Impact Briefing

Real assets
Thursday 1st December, Singapore

High-Impact Briefing

Independent wealth management update
Tuesday 6th December, Hong Kong

High-Impact Briefing

Independent wealth management update
Thursday 8th December, Singapore

Publication

Wealth Management in China

Digitization is radically transforming our lifestyles. But what can it do for your business?

Speak to our Wealth & Asset Management professionals and get an incisive perspective on the latest trends, best practice and the winning business models.

www.ey.com/ch/wam



The better the question. The better the answer.
The better the world works.



Building a better
working world