



# ASEAN WEALTH MANAGEMENT SUMMIT

How the rise of South East Asia heralds a new era for global wealth management

26 November 2013 | Sasana Kijang, Bank Negara Malaysia



**11/26/2013**

8:00 am - 9:00 am

**Registration and Breakfast**

9:00 am - 9:05 am

**Welcome from the Financial Times**

**David Pilling**, Asia Editor, *Financial Times*

9:05 am - 9:15 am

**Welcome from Labuan IBFC**

Labuan is ideally placed to capitalise on the rise of Asia, thanks to its geographical proximity to the largest growth markets, and its ability to offer both conventional and Islamic international services. The jurisdiction is delighted to host this inaugural strategic summit in partnership with FT Live and these welcome remarks will set the scene for the day ahead.

**Dato' Mohammed Azlan Hashim**, Chairman, *Labuan IBFC*

9:15 am - 9:45 am

**Keynote: Malaysia and ASEAN in 2020**

Malaysia aims to be a high-income economy by the year 2020. With its neighbours also growing rapidly, there will be greater integration between the ASEAN nations in terms of cross-border investments and trade flows. This keynote address will articulate the Prime Minister's vision for the ASEAN region as a whole, and the challenges ahead.

**YB Dato' Seri Ahmad Husni Hanadzlah**, Minister of Finance II, *Malaysia*

Introduced by: **David Pilling**, Asia Editor, *Financial Times*

9:45 am - 10:35 am

### **Panel: The Transformation of ASEAN Wealth Management**

The emergence of Asia as the world's most noticeable growth territory is impressive, all the more visible as it comes at a time when most other international markets are still struggling with the aftermath of the financial crisis. Fuelled by rising levels of industrialisation, the resulting demographical shifts have been significant with population wealth reaching record levels. This high-level panel session will explore the business potential of ASEAN territories in particular, their regional variations, and the challenges ahead.

- ASEAN – charting the rise and asking what is next.
- Is the wealth management industry sufficiently prepared for the boom in HNW and UHNW individuals? What more could be done?
- Development of capital markets – challenges and opportunities.
- Assessing which regions are showing most potential for growth.
- Shift towards wealth preservation services eg. trusts and foundations
- Looking at the most significant regional variations which the ASEAN wealth management industry must take into account?
- Balancing local investment strategy with international investment strategy – what do ASEAN customers prefer?

**Aditya Monappa**, Head of Asset Allocation and Portfolio Construction, Group Wealth Management, *Standard Chartered*

**Sandeep Singh**, Country Head, Malaysia, *Franklin Templeton*

**Michael Tjoajadi**, CEO - Indonesia, *Schroders*

Moderator: **Paul J Davies**, Asian Financial Correspondent, *Financial Times*

10:35 am - 11:05 am

### **Networking Coffee Break**

11:05 am - 11:35 pm

### **The Expansion of Malaysia's Wealth Management Industry and the Development of Its Regulatory Framework**

**Encik Zainal Izlan Zainal Abidin**, Executive Director, *Islamic Capital Market Securities Commission Malaysia*

**Simon Michaels**, Partner, *Withers Singapore*

Moderator: **Paul J Davies**, Asian Financial Correspondent, *Financial Times*

11:35 am - 12:05 pm

### **The Global Investment Climate and Impact on ASEAN Wealth Management Strategies**

The global macroeconomic environment remains uncertain with China seeing slower growth, the US and Europe gradually moving out of recession, and volatility in emerging markets due to changing dynamics in money markets. Asia arguably remains the most exciting investment region in the long term, but what can investors expect in the next 12 months and how will it affect investment decisions?

- The impact of China's slowdown and an eventual recovery in the West
- Comparisons between Asia, the US and Europe
- ASEAN strength: country forecasts
- Portfolio diversification and hedging against risk

**Leif Eskesen**, Chief Economist of ASEAN and India, *HSBC*

A conversation with: **David Pilling**, Asia Editor, *Financial Times*

12:05 pm - 12:10 pm

**Chair's Concluding Remarks**

12:10 pm - 1:30 pm

**Lunch**

1:30 pm - 2:10 pm

**Panel: The Rise of UHNWIs in Asia**

Asia's affluent community is growing. The number of family offices in the region along with the renewed interest of private bankers and asset managers towards this client segment is a testament to the fact that Asia's HNW population creates a massive growth opportunity for ASEAN wealth managers. However, Asian HNWIs are very diverse, with different risk profiles, investment goals and mindsets. How can Asian wealth managers meet the demands of this clientele?

**Philippe Legrand**, CEO, *London and Capital Asia Limited*

**Noor Quack**, Managing Director, *NQ International Limited*

**Mykolas Rambus**, CEO, *Wealth-X*

*Moderator: David Pilling*, Asia Editor, *Financial Times*

2:10 pm - 2:50 pm

**Panel Session: Islamic Wealth Management**

Globally, it is anticipated that Islamic banking assets under management will reach US\$2 trillion by 2014, with rising demand for services from both Muslim and non-Muslim clients. Malaysia's own Islamic finance sector is in good health and its geographical positioning helps make it a leading international hub for Islamic services. This session will explain how Islamic wealth management will continue to evolve.

- Islamic wealth management in the region.
- Changing customer demographics and demands.
- Islamic REITS
- Islamic ETFs
- Working within Shariah-compliant frameworks.

**Toby O'Connor**, Chief Executive Officer, *Islamic Bank of Asia*  
**Aida Othman**, Director, *ZICOlaw Shariah*

Moderator: **Paul J Davies**, Asian Financial Correspondent, *Financial Times*

2:50 pm - 3:30 pm

#### **Sustainable and Responsible Investing: The Long Term Approach**

The wealth management market in Southeast Asia is flourishing, with countries posting strong GDP growth rates, and with swelling HNW and UHNW populations swelling. This session will assess the unique opportunities and challenges ASEAN markets present, but also the need for investors to build sustainable, responsible and long-term investment strategies.

**David Hayward-Evans**, Head of Philanthropy and Values-Based Investing for Asia-Pacific, *UBS Wealth Management*  
**Patrick Lau**, Head of M&A, *CCB International*  
**Mark Willis**, Managing Director, *Sustainable Asset Management*

Moderator: **Paul J Davies**, Asian Financial Correspondent, *Financial Times*

3:30 pm - 4:00 pm

#### **Networking Break**

4:00 pm - 5:00 pm

#### **Panel: Building Relationships and Knowing Your Markets**

A surge in wealth in Asia has predictably led to paid growth in wealth management business activity, with an expanding HNW demographic seeking local investment expertise. As global institutions race to steal a march on their competitors by shifting operations from West to East, and with such strong competition in the ASEAN marketplace, it is clear that relationship-building strategies will be essential if companies are to differentiate themselves and secure business in both the short and long term.

- Profiling the customer base – what are the unique characteristics of ASEAN HNW and UHNW clients?
- How have international wealth managers had to adapt their business models to suit Asean markets?
- The true value of regional knowledge.
- Assessing which markets present the biggest challenges for building client relationships.
- The importance of good client managers and strategies for recruitment.
- Asset allocation for ASEAN portfolios.

**Simon Hopkins**, CEO, *Milltrust International*

**Michael Pfaar**, Partner, SEA Private Client Services Leader (Tax), *Deloitte*

**Maikel Sajangbati**, Managing Director, *MaeSa Consulting Indonesia*

**Stuart Williamson**, Chief Executive Officer, *Montpelier Malaysia*

**Yap Ming Hui**, Founder, *Whitman*

Moderator: **David Pilling**, Asia Editor, *Financial Times*

5:00 pm - 5:30 pm

### **Interview: ASEAN as a New Focus for Investors and Wealth Managers**

A leading investment strategist in a global private bank discusses the opportunities generated by ASEAN for both investors and wealth managers.

- Investment strategies and asset allocation
- Cooperation and consolidation – the relationship between Asian and Western institutions.
- The challenges of increased competition -- New versus old market participants.
- Which regions will provide the best investment opportunities?

**Gary Dugan**, Chief Investment Officer for Asia & Middle East, *Coutts*

A conversation with: **Paul J Davies**, Asian Financial Correspondent, *Financial Times*

5:30 pm

**Chair's Concluding Remarks & Networking Reception**

**11/27/2013**

8:00 am - 5:00 pm

**Islamic Wealth Management Seminar by Labuan IBFC**

Venue: Sasana Kijang

To register, please send your details to [registration@libfc.com](mailto:registration@libfc.com)