INVESTMENT SOLUTIONS FORUM

Thursday 13th June
Mandarin Oriental – Singapore

A world of opportunity in an ever-changing world

A great opportunity for you to share best practices, network and meet peers, learn new thinking and explore the latest trends from our inspiring and insightful speakers.

An opportunity to discuss challenges facing both for you, your business and the industry. With a view to driving change.

The event is specifically for senior management, product / fund gatekeepers and relationship managers - working at local and international Private Banks, Retail Banks, IFAs, Insurance Companies, Single and Multi-Family Offices, and other Independent Wealth Management Firms.

Panel Discussions

9.05am - CEO's Panel Discussion
10.15am - Tweaking the investment engine
12.15pm - "Young investors" - Investing with Purpose?
3.30pm - Shifting the Dial – how do investors (Family Offices, UNNW, Private Clients) recalibrate their portfolio for the year ahead?

9.05am
CEO's Panel Discussion

- What's your USP?
- What have you got that means you will be here in five years?
- How must you refine and redefine your value proposition today?
- Are you nimble, responsive and adaptive?
- What's the advantage and disadvantage to pure-play firms vs universal banks?
- What is the client expecting from you today?
- Where is growth coming from over the next five years? Bigger share of wallet? Lending? Next-gen leads? Organic vs acquisition vs partnership?
- Biggest opportunities for the next three years?
- Biggest challenges for the next three years?

10.15am
Panel Discussion
Tweaking the investment engine

- The revenue squeeze is on. Where does your revenue come from in the future?
- How do you reconcile the suitability of investment products you sell to your clients with profitability?
- When you launch a new product – how do you gauge whether it was successful?
- Are we making any progress in creating a 'stickier' engagement with clients?

E: events@hubbis.com | T: +852 2824 8343 | T: +65 6549 7918

- How can banks really make discretionary offerings work, to increase their share of client assets in DPM?
- Investing is a simple process that is not easy to execute. The investor can be irrational. It is behavioural. Is Behavioural Finance a critical component to manage client expectations?
- How are we improving the investment platform and 'processes?
- Can we cut cost – without impacting the client experience or performance?
- Whats the role of digital today?
- Can digital add greater value to traditional advisory?
- What's the right balance between face-to-face and technology driven interaction?

12.15pm
Panel discussion
"Young investors" - Investing with Purpose?

We use the word "Millennial" regularly. Most "young" people consider the word an insult, denoting someone who is lazy, spoiled, feckless, etc. Regardless of what their attitude is and how effective they may be - many are coming into serious wealth, thanks to rich and doting parents. Winning the hearts and minds of "Young investors" – will be key to your long-term success. But are you too old to deal with them – and has your bank got any ideas around finding tangible, innovative ideas to get them engaged? Intergenerational wealth preservation is not easy – it requires holistic planning, targeted education and an acute focus on the customer experience.

- How do you deal with the younger generation?
- What is their attitude towards investing?
- What do the younger generations expect from you?
- What are banks doing to create a holistic and meaningful user experience for them?
- Beyond investments, what other engagement do you need to provide?
- Has client demand for Impact investing, SRI, ESG increased?
- Do you provide these solutions in-house?
- Is impact investing an add-on or a core investment?
- Which areas would you invest in or avoid?
- What's the next phase of impact investing?
- Assessing products: the good, the bad and the ugly
- Does ESG deliver superior returns?
- Can these offerings be bespoke to deepen relationships with clients?

3.30pm
Panel Discussion
Shifting the Dial – how do investors (Family Offices, UNNW, Private Clients) recalibrate their portfolio for the year ahead?

- What are the main investment themes and the products that will be most relevant in 2H?
- How will you help clients shift mindset, investing style and portfolio holdings as the market transitions to a more volatile phase?
- Risks and opportunities for 2H 2018? How are you delivering performance? Managing risk?
- What Asian Markets offer the best value? What's your view on China?
- What is your current thinking about the role of fixed income and credit in HNW / UHNW clients' portfolios?
- Market outlook – are valuations reasonable?
- What are the prospects for US dollar interest rates in the coming 12 months?
- Equity – where is best? Where is worst?
- What must be considered when investing in emerging markets?
- What the role of structured products in 2H 2019?
- Any role for passive and index products?
- What's the role for private debt and alternatives within portfolios?

A world of opportunity in an ever-changing world.

What will we discuss at the forum?

The Hubbis Investment Solutions Forum 2019 will be hosted on:

- Thursday 13th June at the Mandarin Oriental – Singapore

Wealth management practitioners will benefit from the unique expertise of more than 30 local and international speakers, giving their views on everything from investment strategies and ideas to the digitization of platforms and investor interface.

The start of 2019 has been unexpectedly good. However - it may be that we are headed for more volatile times ahead. Experts will give their views on the best way to position client portfolios and manage expectations in preparation for the various potentialities that lie ahead.

We will discuss re-engineering the platform to ensure it is fit for purpose in the new world of wealth management. Wealth management has a different dynamic today compared with 10 years ago. Core objectives remain the same, while technological advancements threaten to leave the less savvy wealth service providers in the dust. The industry needs to be focus on improving the presentation of all their asset classes on one easy digital investment platform and diversifying their clients' portfolios to better weather the volatile markets ahead.

We will discuss the benefits of discretionary portfolio management (DPM), which many see as a holy grail that will provide recurring, stable fees, as opposed to one-off payments for selling products such as shares, bonds, funds and structured products. Active management strategies might pay greater dividends than in recent years when a rising tide of optimism and liquidity floated all markets.

What's the value of DPM, or providing managed accounts, as wealth management firms in Asiatry to emulate the transition towards advisory fees that is ongoing in Europe. Although it is not in the nature of the Asian high net worth individual (HNWI) to hand over important decision-making to others, we might have entered a new era of volatility and more range-bound markets, in which environment investors might reconsider their appetite for passing over control of some of their assets by outsourcing this to experts. Focusing more deeply on client needs and relationships is one benefit of outsourcing, as wealth management firms require a deeper level of understanding in order to fulfil specific mandates.

Winning the hearts and minds of "Young investors" – will be key to your long-term success. But are you too old to deal with them – and has your bank got any ideas around finding tangible, innovative ideas to get them engaged? Intergenerational wealth preservation is not easy – it requires holistic planning, targeted education and an acute focus on the customer experience.

There are many facets to the efforts of wealth managers to improve the performance, and satisfaction, of their HNWI clients. We could be facing a major upheaval in the mainstream asset markets in the foreseeable future as quantitative easing potentially ends, as rates rise and also potentially as trade wars or actual wars emerge. The investment 'herd' mentality should be replaced by greater selectivity.

Looking forward, new asset classes, new managers diversification are going to increase in importance. Technology is going to radically change everything, and some fear it could also be the downfall of traditional banks and financial institutions. Keeping relevant and up to date, as well as moving away from product-centric approaches towards the customer will help those in the wealth management industry survive and prosper.

E: events@hubbis.com | T: +852 2824 8343 | T: +65 6549 7918

More challenging investment markets ahead?
The first quarter of the year started pretty well after a very dismal fourth quarter of 2018. The losses of Q4 2018 have largely been re-corrected in the first quarter of 2019 with financial gains across almost all financial assets. That is largely due to the fact that the economic situation in Europe and the U.S. and China is not that bad. Earnings have held up relatively well.

Clearly, the news from central banks is very different than it was last year, which is now more dovish or of a neutral stance compared to last year. That's a big reversal. The market currently is pricing in that Brexit will be orderly, and that the U.S. and China will come to an agreement with regards to trade. That's how far we've come.

In order for the current rallies that we've seen to continue further, we need to see more evidence of continued earnings growth. We do need to see an orderly Brexit, because we believe that is not yet priced in if it's a no deal Brexit. The U.S.-China trade deal that we're all expecting, that has been priced in, so if something goes wrong on that side, we might see a lot more volatility.

More risk ahead?
If indeed Brexit is going to be disorderly with no deal, that has not been priced in and that will cause a lot of volatility and a lot of downward pressure on European and UK equity markets. and probably broader than that.

Similarly, the impending trade deal between the U.S. and China, if that is either delayed or cancelled altogether, that will really rattle global markets, so those are still risks that have not been formally resolved. All of a sudden, the markets have priced in rate cuts instead of rate hikes. Now, whilst they might be more accommodative in opposing hiking, we're not sure that they're actually going to cut or be more accommodative, so that could be a too optimistic view going forward.

Last but not least, the U.S. yield curve has actually inverted now for the past three months or so, and in the past 55 years every single time that happened a recession followed. There are all kinds of other signals that are not yet saying a recession is due, but obviously we shouldn't ignore it. In that sense, it's an environment where we need to be much more prudent, much more selective, a little bit more risk-off, a bit of profit taking, and very picky when it comes to risky assets.