

# Asian Wealth Solutions Forum 2019 Testimonials



**At the Hubbis Asian Wealth Solutions Forum 2019 in Singapore on November 7th, we asked leading industry participants what they thought about our event today.**

**We hope you enjoy these Testimonials. Click on the [Speakers Name](#) to view their BIO. You can also read the transcripts in this document - and click on Watch Video to view their exclusive interview.**

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# Who did we ask?

## [Mark Smallwood](#)

CEO  
Rapier Consulting  
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## [Lee Woon Shiu](#)

Managing Director & Regional  
Head of Wealth Planning Family  
Office & Insurance Solutions  
DBS Private Banking  
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## [Naomi Rive](#)

Group Director and Head of  
Family Office  
Highvern Trustees  
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## [Max Ezerins](#)

Legal Consultant  
Sovereign  
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## [John Shoemaker](#)

Registered Foreign Lawyer  
Butler Snow  
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## [Tan Woon Hum](#)

Partner, Head of Trust, Asset &  
Wealth Management Practice  
Shook Lin & Bok  
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## [Ian Kloss](#)

Head of Region, Southeast Asia &  
Chief Executive Officer, Singapore  
Old Mutual International  
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## [Sebastien Hayoz](#)

Managing Director  
Asiaciti Trust  
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## [Ivan Grech](#)

Chief Operations Officer  
FinanceMalta  
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## [Ian Black](#)

Head of Financial Planning and  
Wealth Solutions  
AAM Advisory  
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## [Marcus Leese](#)

Partner  
Ogier  
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## [David MacDonald](#)

Head of Business Development  
AAM Advisory  
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**[Mark Smallwood](#)**

**CEO**

**Rapier Consulting**

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Today's conference really, I think, illustrated the importance of getting involved in more detailed and sophisticated advice with the clients. The transparency in the world is moving the bar up, in terms of the minimum AUM that a bank can deal with, and it's also then putting more and more pressure on the relationship manager to deliver value-added propositions. And what came out of today's conference is the level of sophistication needed both in the training of the clients, and also the banker themselves, to ensure that their knowledge is aligned so that they understand the solutions that are being delivered by the bank to the client.

**[Lee Woon Shiu](#)**

**Managing Director & Regional Head of Wealth Planning Family Office & Insurance Solutions**

**DBS Private Banking**

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Kudos to the Hubbis team again for curating an excellent agenda for us today, covering a wide variety of topics and issues, and having best of breed speakers to come and join us at this event. Thanks again.

**[Naomi Rive](#)**

**Group Director and Head of Family Office**

**Highvern Trustees**

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I thought today's event was extremely well attended. Everybody was very engaged and the energy on the panels was really fantastic. The market really is developing in terms of its levels of expertise.

**[Max Ezerins](#)**

**Legal Consultant**

**Sovereign**

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Today's event, very well attended. It seems like there's a great panel of speakers and from a diverse range of jurisdictions, as well as practices. So, it's been enjoyable to attend and very educational.

**[John Shoemaker](#)**

**Registered Foreign Lawyer**

**Butler Snow**

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It's a great event, and a point that I made on our panel this morning is the last 10 years could not have been written better from a Hollywood movie script for Singapore. Whether it starts in 2008-, 9-, 10-ish with the flight of both capital and structuring

out of Europe. Then maybe some of the folks to the south of us in Australia and the New Zealand space perhaps over-regulated a bit and drove business upwards. And now with the political unrest up north in Hong Kong. We are seeing that Singapore is incredibly well situated. And so this event takes advantage of the increased interest in the space and lets outside advisors, who are visiting Singapore for other events and ones who are based here, have a good strong conversation about what the opportunities are and what great staffing we can provide, and expertise we can provide, out of Singapore.

**[Tan Woon Hum](#)**

**Partner, Head of Trust, Asset & Wealth Management Practice**

**Shook Lin & Bok**

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Today's event was fantastic. I think it's a big crowd as well as the topics are very engaging, very current. So, fantastic job.

**[Marcus Leese](#)**

**Partner**

**Ogier**

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Today's Hubbis event has been a wonderful showcase with a big range of advisors from different parts of the wealth management industry, coming together and sharing ideas and seeing the way that we can all improve what we do and the service that we provide to clients.

**[Sebastien Hayoz](#)**

**Managing Director**

**Asiaciti Trust**

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The observation I have is really about the quality of the panellists

and the quality of the members who are talking about the subject that are on the agenda, is really impressive. Very, very, very good and experienced, knowledgeable people.

**Ivan Grech**  
**Chief Operations Officer**  
**FinanceMalta**  
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What I've seen so far this morning has been excellent, both from a content perspective and also from a delegate perspective, as well. We've had some very interesting discussions with the delegates, which is very promising for us as a jurisdiction. But I'm also taking quite a bit also in terms of a perspective on the Asian countries as well, which is also very important for us.

**Ian Black**  
**Head of Financial Planning and Wealth Solutions**  
**AAM Advisory**  
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It's been great to see the event so well attended and so many engaged delegates. It's a pleasure to have conversations that are meaningful. So, thank you.



**Ian Kloss**  
**Head of Region, Southeast Asia & Chief Executive Officer, Singapore Old Mutual International**  
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Interesting dynamic. I think Mark Smallwood's doing himself well. I think that's where he's made his name on the stage today. I've seen him for the first time present with Hubbis, and I think he's doing a pretty good job at moderating. I think he's got the industry, but it's good to see him on either side of the microphone.

**David MacDonald**  
**Head of Business Development**  
**AAM Advisory**  
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Today's event, well, fabulously well attended as usual, lots of enthusiasm, lots of energy in the room, and a lot of very eager participants, it would seem. The ones that I've interacted with so far this morning, all delighted to be here and looking forward to more than just the lunch. ■



# Testimonials from the audience

As always, an exceptional event held by Hubbis. Great location, very well organised, great speakers and content, very well hosted and topics very relevant. Ran very smoothly and extremely well attended. Very informative.

**Matthew Smalley AAM Advisory Singapore**

Hubbis have continued to be ahead of the curve in providing a valuable service with the primary role of nurturing networks among service providers & practitioners. Well done!

The event was very organised, engaging and well run. Michael is a very good facilitator to keep the audience engaged. The presentation by The Curious People Solutions was interesting as it is very real that we are dealing with the 2nd or 3rd generation and need to 'adapt' to their behaviour and needs. Thank you for organising it. And am already looking forward to my next Hubbis event!

All of the presentations and panel discussions were excellent. My preferred ones are the first panel discussion at 9am and the last panel at 4.30pm, which paved a good direction for me for Year 2020 onwards. Thank you. ■

