

HUBBIS INVESTMENT FORUM - HONG KONG 2023

EVENT SUMMARY



 **hubbis**

 **wealtra**



Executive Summary

On the 27th of September, 2023, the financial district of Hong Kong was abuzz with the Hubbis Investment Forum. This event saw a confluence of key figures in the industry, known for their influential stances and thought leadership, delving into the intricacies of wealth management and its structuring within the region.

Central to the forum's discourse was Hong Kong's pivotal role in both the regional and global wealth management arenas, with in-depth discussions focusing on its competitive stance, opportunities, and regulatory challenges.

The transformative potential of digitisation on capital raising and investments in the foreseeable future was a major theme. The event highlighted how emerging technological advancements, especially within wealth advisory, are anticipated to revolutionise the financial sector in Hong Kong.

There was also a granular focus on the particular challenges faced by Ultra-High Net Worth families in the region, underlining the significance of comprehensive Wealth Protection Plans. The dynamics surrounding the creation of Single-Family Offices in Hong Kong were also delved into, addressing key facets like talent recruitment, tech integration, and the merits of various financial hubs.

Alongside these discussions, participants engaged in workshops and networking sessions, allowing for a deeper exploration of specific subjects and the strengthening of professional ties.

The Hubbis Investment Forum 2023 provided attendees with a thorough examination of Hong Kong's evolving wealth management landscape, backed by the collective wisdom of industry experts present.

Key elements of the event included:

- **Five captivating panel discussions.**
- **Seven insightful expert presentations.**
- **A comprehensive workshop.**
- **Three premium networking opportunities.**
- **Privileged engagement with our esteemed sponsors and speakers, facilitating enriched conversations and knowledge exchange.**



Many thanks to our Sponsors for the Forum

Janus Henderson
INVESTORS

SAXO
BE INVESTED



MFEXbyEuroclear

GAM
Investments

17 96

LOMBARD ODIER
LOMBARD ODIER DARIER HENTSCH

10 Years of Value Creation
Lumen Vietnam Fund

InteractiveBrokers

ADDX

MSCI

CHINTAI

CSOP 南方
ASSET MANAGEMENT 東英

wealtra

kilde

H&P
Henley & Partners

MAREX
Financial Products

Mikro Kapital

WEALTH
DYNAMIX

You may wish to [CLICK HERE](#) to view the contact information of our sponsors' key contacts.

You may also wish to [CLICK HERE](#) to view the full Agenda for the Forum.

A huge thanks to our Enlightening Speakers



JON DINGLEY
CBH Asia



JUAN ARONINA
RBC Wealth Management



DAVID FRIEDLAND
Interactive Brokers



LASANKA PERERA
Independent Reserve



IVAN CHANG
Saxo



ROSSEN DJOUINOV
GAM Investments



COLIN CHAU
Plutus Asset Management



GREGOIRE MIVELAZ
GAM Investments



ANDREW HENDRY
Janus Henderson
Investors



MARTIN W. HENNECKE
St. James's Place



WINSTON JIN
MFEXbyEuroclear



KEITH WONG
Winland Wealth
Management



TIMOTHY TSANG
Indosuez Wealth
Management



ISAAC POOLE
Oreana Financial Services



ELLIOT ANDREWS
Aspen Digital



DR. NICK XIAO
Hywin International



ADAM COWPERTHWAITTE
Cit Private Bank



RICHARD CLODE,
CFA
Janus Henderson Investors



JASON GIBBONS
Leo Wealth



LEMUEL LEE
BNP Paribas



KENNY HO
Carret Private Capital



HANZHI DING
BIL Wealth Management



LUONG CONG MINH
Vietnam Holding Asset
Management



OI YEE CHOO
ADDX



JAYE CHIU
Bank of East Asia



CHRISTOPHE LEE
JP Asia Partners



ANTHONY CHAN
Isola Capital



STEPHANIE LEUNG
SlushAway



SEAN LAWRENCE
Kaiko



ELIZAVETA GRIDNEVA
Interactive Brokers



STEPHEN PAU
Hereng Family Office



PERRY TSE
Interactive Brokers



EMMANUEL GUILLAUME
Lombard Odier



YI WANG
CSOP Asset
Management



KEVIN ZHANG
MSCI



WONG KOK HOE
Chintai

Save the Date for the Hubbis Investment Forum – Hong Kong next year – Wednesday 25th September, 2024.

[CLICK HERE](#) to register for the event today to guarantee your place!

Content Summary

Please [CLICK HERE](#) to view the **photos** from the forum. Or [CLICK HERE](#) to view the **excellent testimonials** we received on the back of this event.

PANEL DISCUSSIONS

Trends and Priorities - Private Wealth Management in Hong Kong

The opening panel at the Hubbis Investment Forum in Hong Kong took a look at Hong Kong's pivotal role in global wealth management remains significant despite economic shifts, with the Greater Bay Area identified as a key growth opportunity due to its affluent market. Regulatory and compliance were highlighted concerns, with institutions facing challenges in navigating Hong Kong's complex landscape. The future trends of the industry emphasise the importance of diverse and secure asset custody, aligning with client preferences for safety and flexibility. The fall of major institutions like Credit Suisse and SVB spurred discussions on trusted investment havens, with a tilt towards balanced institutional offerings. The panel also stressed the need for enhanced operational processes while catering to clients' varying degrees of hands-on wealth management involvement.

[Andrew Hendry](#)

CEO Singapore and Head of Distribution, Asia, Janus Henderson Investors

[David Friedland](#)

Managing Director, Asia Pacific, Interactive Brokers

[Kenny Ho](#)

Managing Partner & Founder, Carret Private Capital

[Article - The Evolution of Private Wealth Management in Asia - Views from EAM Leader Kenny Ho](#)

[Dr. Nick Xiao](#)

Chief Executive Officer, Hywin International

[Lemuel Lee](#)

Managing Director, Head of Wealth Management Hong Kong, BNP Paribas

Navigating more challenging investment markets

On the second panel of the 2023 Hubbis Investment Forum in Hong Kong, experts delved into navigating the complex investment markets. The discussion centered on the forthcoming opportunities and challenges, with a keen focus on risk management strategies. Asset classes, especially alternative investments and private markets, were thoroughly explored for their potential returns and roles in portfolios. The panelists also analysed the interest rates outlook in the US and Europe and the strategic client responses. The possibility of an equity bubble and its implications for investors took center stage, followed by discussions on fixed income and credit market strategies in the current environment. The session concluded with insights on adjusting portfolio allocations based on the current macroeconomic landscape.

[CLICK HERE](#) to view the write-up of this discussion.

[Rossen Djounov](#)

Managing Director, Head of Asia, GAM Investments

[Hanzhi Ding](#)

CEO & CIO, BIL Wealth Management

[Jaye Chiu](#)

Head of Investment Products & Advisory, Bank of East Asia

[Martin W. Hennecke](#)

Head of Asia Investment Advisory, St. James's Place

[Isaac Poole](#)

Global Chief Investment Officer Portfolio Manager, Oreana Financial Services

[Timothy Tsang](#)

Head of Investment Solutions and Deputy Head of Markets, Investments & Structuring, Hong Kong Branch, Indosuez Wealth Management

Enhancing the Engagement with Clients

In the post-pandemic landscape, the wealth management sector honed its focus on refining client engagement. The third panel discussion of the 2023 Hubbis Investment Forum in Hong Kong revolved around the transformation and trajectory of client engagement in the then-present digital age. A pressing question raised was the potential of digital means to replace the invaluable 'human touch'. As the industry grappled with delivering advice efficiently, there was a simultaneous push towards achieving scalability. Tailoring 'portfolio solutions' to meet unique client needs took center stage. Furthermore, the role of digital tools in establishing meaningful 'thematic' client engagements was highlighted. The conversation also touched upon the utilisation of CIO tools to source top-tier products, maintaining consistent risk and ESG suitability across advisors and clients, and strategies for assessing and adapting current portfolio offerings. The overarching theme was the potential of digital means to assist private wealth management firms in enhancing their client relationships, ensuring the advice provided was relevant, tailored, and engaging.

Gary Dugan

Chief Executive Officer, The Global CIO Office

Adam Cowperthwaite

Head of Markets, Citi Global Wealth APAC, Citi Private Bank

Juan Aronna

Head, Investment Solutions and Products, RBC Wealth Management Asia, RBC Wealth Management

Stephanie Leung

Chief Investment Officer, StashAway

Anthony Chan

Chief Executive Officer, Isola Capital

Do Independent wealth managers offer a better client experience and advice?

The penultimate panel discussion of the day at the Hubbis Investment Forum in Hong Kong for 2023 focused on the role and efficiency of Independent Wealth Managers in providing an enhanced client experience and advice. The discussion explored the growth of the independent wealth movement in Hong Kong and the evolving specific needs of clients that lead them to engage with an External Asset Manager (EAM) or Multi-Family Office (MFO). Panelists discussed the pertinent business models for this segment and the criteria by which single-family offices or ultra-high net worth clients select a multi-family office. They also compared their wealth management offerings with that of traditional private banks. The conversation highlighted the essentials for delivering a truly client-centric advisory service and discussed the importance of an investment adviser or Chief Investment Officer in an independent wealth management firm. The panelists also shared insights on sourcing valuable advice for their clients, potential collaborations for success across platforms, investments, technology, and professional services, and the significance of nurturing a positive company culture for business growth.

Ivan Chang

Regional Manager, Institutional Business, Saxo

Colin Chau

Chief Investment Officer, Plutus Asset Management

Stephen Pau

Chief Investment Officer, HeFeng Family Office

Keith Wong

Chief Executive, Winland Wealth Management

Jon Dingley

Head of Wealth Management, CBH Asia

[Article - Getting the Message Out - How EAMs Can Offer a Value-Added, Cost-Effective, Trust-led Wealth Advisory Proposition for Private Clients](#)

Jason Gibbons

Investment Director, Asia, Leo Wealth

[The Adoption of Digital Assets & Tokenisation Amongst Private Clients in Asia](#)

In the final panel discussion of the Hubbis Investment Forum in Hong Kong, industry experts delved into the dynamics of adopting digital assets and tokenisation amongst private clients in Asia. The panel scrutinised the market's reaction to challenges such as fraud and systemic shocks linked to unregulated crypto exchanges. They considered the relevance of digital assets for private wealth managers and UHNW clients and the most effective engagement strategies. Queries were raised regarding the optimal digital asset strategy and potential pitfalls. The changing regulatory landscape was a focal point, as was Hong Kong's prospective role in the market's progression. Panellists also shared their plans for digital assets in the ensuing six months and debated the merits of digital assets, particularly when contrasted with more stable asset classes. The dialogue touched on potential "breakthrough" asset classes for tokenised securities and elements that could influence their adoption. Panellists imparted insights into their choices to integrate digital assets into their business strategies, the challenges they encountered, and the enhancements they aspired to witness in the digital securities sector.

[Christophe Lee](#)

Founding Partner, JP Asia Partners

[Lasanka Perera](#)

Chief Executive Officer, Singapore, Independent Reserve

[Sean Lawrence](#)

Head of APAC, Kaiko

[Elliot Andrews](#)

Chief Executive Officer, Aspen Digital

[Article - Bridging Traditional Finance & the Digital Frontier: Aspen Digital CEO on the Rise of Digital Assets](#)

[Wong Kok Hoe](#)

Director of Marketing & Business Development (APAC), Chintai

PRESENTATIONS AND WORKSHOPS

[Event Presentation - Re-inventing access to private markets](#)

[Winston Jin](#)

Head of Business Development, MFEXbyEuroclear

[Article - Euroclear's Winston Jin on Re-inventing Access to Private Markets for Asia's Private Clients](#)

[Event Presentation - Lumen Vietnam – Investment Pearl in Southeast Asia](#)

[Luong Cong Minh](#)

Head of Research, Vietnam Holding Asset Management

[Article - Lumen Vietnam Fund - Why Vietnam Should be in Private Client Radars](#)

[Event Presentation - China Recovery to Continue](#)

[Yi Wang](#)

Managing Director and Head of Quantitative Investment, CSOP Asset Management

[Event Presentation - AI – the next major technology compute wave](#)

[Richard Clode, CFA](#)

Portfolio Manager, Janus Henderson Investors

[Article - Janus Henderson's Richard Clode Highlights the Huge Investment Opportunities of AI for Private Clients](#)

Event Presentation - Capitalize on long-term megatrends: A rotation approach

[Kevin Zhang](#)

Vice President, Derivatives Licensing and Thematic Indexes, MSCI

Event Presentation - Helping EAMs navigate an increasingly uncertain landscape

[Emmanuel Guillaume](#)

Head of EAM Asia Pacific, Lombard Odier

[Article - Lombard Odier's EAM Head for Asia on their Dedicated Proposition for the Region's Independent Wealth Community](#)

Event Presentation

[Oi-Yee Choo](#)

CEO of Singapore-headquartered ADDX

[Article - ADDX CEO Hails the Dawn of a New World of Tokenisation and Explains How TradFi Conventions Go Digital](#)

Workshop - Introduction to Interactive Brokers digital Custody and Execution Platform for EAMs, MFOs

[Article - How Interactive Brokers Delivers a State-of-the-Art Digital Custody & Execution Platform for EAMs and Family Offices](#)

[Elizaveta Gridneva](#)

Global Prime Brokerage Sales, Interactive Brokers

[Perry Tse](#)

Institutional Sales Manager, Hong Kong, Interactive Brokers

Workshop - Discover the Hidden Potential: Unveiling the Benefits of Investing in Subordinated Debt of European Financials

[Gregoire Mivelaz](#)

Fund Manager and member of Atlanticomnium's Management Committee, GAM Investments

[Article - GAM Investments on Why European Financials' Subordinated Debt is a Great Choice Combining Safety, Yield and Upside](#)
[Event Presentation - When to use PPLI in Asia](#)



Trends and Priorities - Private Wealth Management in Hong Kong

[View video of panel discussion](#)



- PANEL SPEAKERS**
- » [John Shoemaker](#)
Registered Foreign Lawyer
Butler Snow
 - » [Andrew Hendry](#)
CEO Singapore and Head of Distribution, Asia
Janus Henderson Investors
 - » [David Friedland](#)
Managing Director, Asia Pacific
Interactive Brokers
 - » [Kenny Ho](#)
Managing Partner & Founder
Carret Private Capital
 - » [Dr. Nick Xiao](#)
Chief Executive Officer
Hywin International
 - » [Lemuel Lee](#)
Managing Director, Head of Wealth Management Hong Kong
BNP Paribas

SELECTED CONTENT FROM THE PANEL

[Kenny Ho](#)
Managing Partner & Founder, Carret Private Capital
[Article - The Evolution of Private Wealth Management in Asia - Views from EAM Leader Kenny Ho](#)

What role does Hong Kong play today in the regional and global wealth management landscape? Has the Hong Kong proposition evolved as rapidly as that of Singapore? Is Hong Kong increasingly becoming largely a hub for Mainland and Greater China? Who are clients placing their trust in – the global banking brands, the local or regional banks, boutique international private banks, independent wealth firms, or digital advisory firms and platforms? Is the great opportunity ahead coming from the upper tiers of wealth, or in the retail and mass affluent markets? Kenny Ho, Managing Partner & Founder of Carret Private Capital in Hong Kong, and always a source of valuable observations, had his insights to offer on these and other key issues during a panel discussion at the Hubbis Investment Forum in Hong Kong on September 27.



Navigating more challenging investment markets

[View video of panel discussion](#)



SELECTED CONTENT FROM THE PANEL

[Rossen Djounov](#)

Managing Director, Head of Asia, GAM Investments

[Article - Wealth and Asset Managers Cast their Eyes over the Global Investment Landscape for Private Clients](#)

We all know the situation, and we all know the jury is out on many potential outcomes, not only financial, fiscal, economic and markets-related but also around politics and geopolitical events, including wars. So how should wealth managers position their clients' portfolios? A panel of experts offered their views to delegates at the recent Hubbis Investment Forum in Hong Kong. In a nutshell, the panel said they expect Western inflation and rates to remain stubbornly high, they advised fixed income exposures but at the shorter end, they reiterated the need for diversification of asset classes and geographies, they pointed to equities as a buffer against inflation historically, and they appeared to be unsure when China's economy might regain strength.

PANEL SPEAKERS

- » [Rossen Djounov](#)
Managing Director, Head of Asia
GAM Investments
- » [Hanzhi Ding](#)
CEO & CIO
BIL Wealth Management
- » [Jaye Chiu](#)
Head of Investment Products & Advisory
Bank of East Asia
- » [Martin W. Hennecke](#)
Head of Asia Investment Advisory
St. James's Place
- » [Isaac Poole](#)
Global Chief Investment Officer Portfolio Manager
Oreana Financial Services
- » [Timothy Tsang](#)
Head of Investment Solutions and Deputy Head of Markets, Investments & Structuring, Hong Kong Branch
Indosuez Wealth Management



Enhancing the Engagement with Clients

[View video of panel discussion](#)



- PANEL SPEAKERS**
- » **Gary Dugan**
Chief Executive Officer, The Global CIO Office
 - » **Adam Cowperthwaite**
Head of Markets, Citi Global Wealth APAC
Citi Private Bank
 - » **Juan Aronna**
Head, Investment Solutions and Products, RBC Wealth Management Asia
RBC Wealth Management
 - » **Stephanie Leung**
Chief Investment Officer
StashAway
 - » **Anthony Chan**
Chief Executive Officer
Isola Capital

SELECTED CONTENT FROM THE PANEL

In the post-pandemic landscape, the wealth management sector honed its focus on refining client engagement. The third panel discussion of the 2023 Hubbis Investment Forum in Hong Kong revolved around the transformation and trajectory of client engagement in the then-present digital age. A pressing question raised was the potential of digital means to replace the invaluable 'human touch'. As the industry grappled with delivering advice efficiently, there was a simultaneous push towards achieving scalability. Tailoring 'portfolio solutions' to meet unique client needs took center stage. Furthermore, the role of digital tools in establishing meaningful 'thematic' client engagements was highlighted. The conversation also touched upon the utilisation of CIO tools to source top-tier products, maintaining consistent risk and ESG suitability across advisors and clients, and strategies for assessing and adapting current portfolio offerings. The overarching theme was the potential of digital means to assist private wealth management firms in enhancing their client relationships, ensuring the advice provided was relevant, tailored, and engaging.



Do Independent wealth managers offer a better client experience and advice?

[View video of panel discussion](#)



- PANEL SPEAKERS**
- » **Ivan Chang**
Regional Manager,
Institutional Business
Saxo
 - » **Colin Chau**
Chief Investment Officer
Plutus Asset Management
 - » **Stephen Pau**
Chief Investment Officer
HeFeng Family Office
 - » **Keith Wong**
Chief Executive
Winland Wealth Management
 - » **Jon Dingley**
Head of Wealth Management
CBH Asia
 - » **Jason Gibbons**
Investment Director, Asia
Leo Wealth

SELECTED CONTENT FROM THE PANEL

Jon Dingley

Head of Wealth Management, CBH Asia

[Article - Getting the Message Out – How EAMs Can Offer a Value-Added, Cost-Effective, Trust-led Wealth Advisory Proposition for Private Clients](#)

The Hong Kong Hubbis Investment Forum of September 27 included a panel discussion that drilled down into the external asset manager (EAM) community's offering for private clients. Amongst a panel boasting great experience of Asia and offering some very valuable insights, Hubbis has extracted and distilled some of the observations made by panellist Jon Dingley, Head of Wealth Management at the Hong Kong-headquartered external asset manager CBH Asia. We have restructured and editorialised his comments in the form of the Q&A below. Jon is a strong proponent of the external asset manager model and is positive about the Hong Kong market, but knows that it has much further to go before the EAM sector achieves the level of recognition and adoption seen in the more mature markets of Europe. He explains that scale is necessary given Hong Kong's costs and the relatively slower take-up amongst clients. He is optimistic, as he believes that clients will come to more widely appreciate the value-added, trust-led, aligned offering that EAMs such as CBH and others offer. But he is also realistic that the EAM community must be patient and do more to get its core messages across.



The Adoption of Digital Assets & Tokenisation Amongst Private Clients in Asia

[View video of panel discussion](#)



- PANEL SPEAKERS**
- » **Christophe Lee**
Founding Partner
JP Asia Partners
 - » **Lasanka Perera**
Chief Executive Officer,
Singapore
Independent Reserve
 - » **Sean Lawrence**
Head of APAC
Kaiko
 - » **Elliot Andrews**
Chief Executive Officer
Aspen Digital
 - » **Wong Kok Hoe**
Director of Marketing &
Business Development (APAC)
Chintai

SELECTED CONTENT FROM THE PANEL

[Elliot Andrews](#)

Chief Executive Officer, Aspen Digital

[Article - Bridging Traditional Finance & the Digital Frontier: Aspen Digital CEO on the Rise of Digital Assets](#)

Elliot Andrews, CEO of Aspen Digital, is an enthusiast about selected cryptocurrencies and about the potential for tokenisation of a host of assets that have hitherto been relatively inaccessible to all but major institutions and the larger UHNW clients and family offices. In late September, he sat as an expert on a panel at the Hubbis Investment Forum in Hong Kong that focused on the adoption of digital assets among private clients in Asia. He explained that Aspen Digital is a full-service digital asset management platform serving wealth managers, family offices and high-net-worth individuals, delivering a platform to invest in all types of digital assets, and aiming to act as a bridge between the proven practices of traditional finance and the nascent digital assets ecosystem. Elliot told fellow panellists and delegates how the firm is both a believer and an investor in selected cryptocurrencies, digital assets, and also blockchain opportunities. Of particular interest to delegates on the day, Elliot highlighted how there is great opportunity ahead in packaging major illiquid and largely inaccessible investment opportunities into a diverse array of digital tokens representing assets such as hedge funds, private equity and a host of other private market opportunities that otherwise might not reach their investor clients. And he explained how 'mainstream' access to cryptos and other digital assets is increasing through some high-profile ETF launches from big brane names in the financial world. These are all improving the democratisation of access to financial intermediation and a new world of investments.



EVENT PRESENTATION - HELPING EAMS NAVIGATE AN INCREASINGLY UNCERTAIN LANDSCAPE

[View video of presentation](#)

Emmanuel Guillaume

Head of EAM Asia Pacific, Lombard Odier

[Article - Lombard Odier's EAM Head for Asia on their Dedicated Proposition for the Region's Independent Wealth Community](#)

Dedicated In a presentation at the recent Hubbis Investment Forum in Hong Kong, Emmanuel Guillaume, Head of EAM, Asia Pacific, turned a spotlight on the rich history, strengths, and future aspirations of Lombard Odier, a family-owned Swiss bank with a history spanning over two centuries as a stable but also innovative investment, custody and operational platform partner for independent wealth firms. From its financial strengths to its multi-faceted and comprehensive range of services for EAMs, as well as the bank's pioneering efforts in ESG and sustainability, Emmanuel painted a comprehensive picture of a financial institution that has successfully navigated the tumultuous waters of over 40 financial crises and emerged stronger each time, and is therefore a stable and totally committed partner for the independent wealth community. In particular, he explained how they have a dedicated EAM team in Singapore serving the region, and he reported how this team also works with the bank's other dedicated EAM teams globally to provide a seamless service for clients.



EVENT PRESENTATION - LUMEN VIETNAM - INVESTMENT PEARL IN SOUTHEAST ASIA

[View video of presentation](#)

Luong Cong Minh

Head of Research, Vietnam Holding Asset Management

[Article - Lumen Vietnam Fund - Why Vietnam Should be in Private Client Radars](#)

Minh Luong is Head of Research at Vietnam Holding Asset Management and along with their team of roughly 12 specialists today, help drive the fundamentals behind the allocation strategy for the Lumen Vietnam Fund, which is ultimately managed by the Swiss-based AQUIS Capital. He offered delegates a detailed and engaging presentation at the recent Hubbis Investment Forum in Hong Kong on September 27, providing some insights into the LVF fund and detailing why he is such a strong believer in Vietnam. He explained that the country is benefitting from the China Plus One Strategy, explained that Vietnam is an excellent diversification for private portfolios, and outlined the multitude of advantages in the market's favour.



EVENT PRESENTATION - AI - THE NEXT MAJOR TECHNOLOGY COMPUTE WAVE

[View video of presentation](#)

Richard Clode, CFA

Portfolio Manager, Janus Henderson Investors

[Article - Janus Henderson's Richard Clode Highlights the Huge Investment Opportunities of AI for Private Clients](#)

AI is very clearly the next major technology and computing wave, with vast potential to disrupt multiple industries across the planet. Richard Clode, Portfolio Manager at Janus Henderson Investors, told delegates at the Hubbis Investment Forum in Hong Kong on September 27 that although in its very early stages, AI is already delivering some compelling investment opportunities. But he warned that it is vital to understand the concepts behind the technology, and stated that objectivity is vital to sort the winners from the losers and to back the right horses in what is going to be a long, long race. This is a short review of a very detailed talk and slide show, access to which is available for readers in the link below.



WORKSHOP - DISCOVER THE HIDDEN POTENTIAL: UNVEILING THE BENEFITS OF INVESTING IN SUBORDINATED DEBT OF EUROPEAN FINANCIALS

[View video of presentation](#)

[Gregoire Mivelaz](#)

Fund Manager and member of Atlanticomnium's Management Committee, GAM Investments

[Article - GAM Investments on Why European Financials' Subordinated Debt is a Great Choice Combining Safety, Yield and Upside Event Presentation - When to use PPLI in Asia](#)

Gregoire Mivelaz, Fund Manager and member of Atlanticomnium's Management Committee at GAM Investments, delivered a fascinating Workshop at the Hubbis Investment Forum in Hong Kong in September. He focused on the logic of buying into fixed income primarily for yield, and especially subordinated paper issued mostly by banks and other financials. Subordinated debt issued by the financials in Europe have, he reported, offered decades of proven income and this is a great opportunity to gain yield advantage over, for example, the high yield market, but with issuers that are themselves investment grade and usually household names. He said a revaluation of the sector since the Credit Suisse fallout is now underway, offering potential for capital gains as well. He told guest how risks are low due to strong regulatory oversight and also as the banks have been strengthening their balance sheets ever since the GFC of 2008-9. Gregoire offered guests many interesting and valuable perspectives and insights which we have distilled into this short summary below. For further information and additional depth, readers can also watch the On Demand version of the talk, and refer to the slide show alongside his talk.



WORKSHOP - INTRODUCTION TO INTERACTIVE BROKERS DIGITAL CUSTODY AND EXECUTION PLATFORM FOR EAMS, MFOS

[View video of presentation](#)

[Article - How Interactive Brokers Delivers a State-of-the-Art Digital Custody & Execution Platform for EAMs and Family Offices](#)

[Elizaveta Gridneva](#)

Global Prime Brokerage Sales, Interactive Brokers

[Perry Tse](#)

Institutional Sales Manager, Hong Kong, Interactive Brokers

Under the banner of 'partnering for success' two specialists from Interactive Brokers (IBKR) hosted a Workshop at the Hubbis Investment Forum in Hong Kong on September 27 to explain why they believe they have the ideal custody and execution platform for the independent wealth community. The two experts were Elizaveta Gridneva and Perry Tse, both from the Institutional Sales team in Hong Kong. Together they highlighted IBKR's impressive proposition for institutional investors in what is a competitive marketplace that requires significant mutual technological and operation commitments, as well as personal relationships between independent wealth advisory providers and the platform. This is a snapshot of the information and perspectives they shared, with plenty of additional detail captured in the On Demand recording of their marked contribution at our recent forum.



EVENT PRESENTATION

Oi-Yee Choo

CEO of Singapore-headquartered ADDX

[Article - ADDX CEO Hails the Dawn of a New World of Tokenisation and Explains How TradFi Conventions Go Digital](#)

Oi-Yee Choo, CEO of Singapore-headquartered ADDX, is a believer. She is convinced that the rapidly emerging tokenisation and digital assets universe will have a dramatic impact on fundraising and investment activity in the public and private capital markets. That is because the tokenisation can be of mainstream or alternative private financial and physical assets, meaning a potential market of scores of trillions of dollars of assets across the globe eventually. ADDX concentrates for now on more realistic missions to tokenise relatively illiquid financial assets and sell fractions of those to accredited investors, who then gain access to liquidity through the ADDX platform. She is quick to state that ADDX does not touch cryptocurrencies, which have been somewhat tarnished ever since the late 2022 FTX collapse and other crises. Instead, Choo stresses that their platform is entirely dedicated to working to tokenise assets that have comprehensible valuations, and in collaboration with reputable, established professional financial and investment intermediaries. And, as the story of disintermediation via institutionalised tokenisation unfolds, Choo believes this will have a dramatic effect on investment behaviour amongst private clients the world over. She put her case eloquently and emphatically to delegates at the Hubbis Investment Forum in Hong Kong on September 27.



Final Box

Many thanks again to our over 280 delegates, who's attendance made for a lively and engaging atmosphere.

And we look forward to welcoming you at our 2024 Hubbis Investment Forum in Hong Kong, which takes place on Wednesday 25th September next year! Be sure to save the date.

You may also be interested in **saving the date of our other Investment Forums** taking place in 2024 –

» The **Hubbis Investment Forum – Singapore** which takes place on **Wednesday 6th November 2024**.

Get in touch at **events@hubbis.com** to register for the above events, or to find out how you can become a Hubbis Partner at our Physical or Virtual Events in 2024.

