

# DIGITAL ASSETS IN WEALTH MANAGEMENT FORUM 2022

Wednesday 30th November, 2022



## Executive Summary

Hubbis is delighted to have hosted a very successful inaugural **DIGITAL ASSETS IN WEALTH MANAGEMENT FORUM** on Wednesday 30th November at the Andaz Hotel in Singapore.

Thanks to our partners:

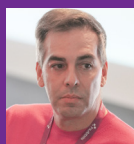
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## Thank You to Our Speakers



**LEE EATON**  
Independent Reserve



**LASANKA PERERA**  
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**MAURICIO RIBEIRO**  
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**CHRISTOPHER O'MEARA**  
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**TUHINA SINGH**  
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**STEVE KNABL**  
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HSBC Securities Services



**IRFAN AHMAD**  
State Street Digital



**RAYMOND POH**  
SDAX Capital Markets



**TAN BEE LAY**  
SDAX Capital Markets



**STEVE TAN**  
A&T



**POH SENG LEE**  
CoolestDC



**SUDEEP CHATTERJEE**  
AsiaNext



**HAO YANG**  
Bybit



**SHARON YEO**  
PSA International

# Content Summary

## PANEL DISCUSSIONS

### Wealth Management meets Digital Assets: Guiding Private Clients through the Maze

- » The first panel discussion of the Hubbis Digital Assets Forum saw a panel of genuine experts offer their views on the state of cryptocurrencies, the diversification of digital assets and tokenisation, the outlook for the market, and how the wealth management community should or could be connecting and guiding their clients towards this new and expanding investment universe. The discussion was conducted in partnership with Independent Reserve, the licensed cryptocurrency exchange in Singapore.

#### [Lee Eaton](#)

Head of Business Development, Independent Reserve

#### [Lasanka Perera](#)

COO, Independent Reserve

#### [Mauricio Ribeiro](#)

Partner & CEO, MOIQ Capital

#### [Philip Brett](#)

Institutional Sales, Fireblocks

#### [Christopher O'Meara](#)

Chief Executive Officer, Conduit Securities

### Boosting the Engagement in Digital Assets by Wealth Managers – a Vital Discussion

- » There are many banks, brokers, advisors, asset managers and investors in the world of mainstream finance who have engaged with digital assets and are learning the ropes, some in the case of FTX the hard way. And there are also many who still shun cryptocurrencies, and who consider fractionalisation and tokenisation untried, untested and to be avoided, at least for now. So, how can crypto markets exponents, regulators and others work together to boost engagement and participation? Hubbis assembled a panel of experts to offer their views at the Hubbis Digital Assets Forum in Singapore. This is a summary of their key insights and observations.

#### [Julian Kwan](#)

Co-Founder and CEO, InvestaX

#### [Thierry Beck](#)

Founder and Group CEO, SingAlliance

#### [Vipul Kumar](#)

Digital Assets Global Product Manager, Standard Chartered Bank

#### [Aleksey Mironenko](#)

Managing Director, Head of Investment Solutions, Leo Wealth

[Article - Why Cryptos Can be a Genuine Portfolio Diversification Opportunity for Private Clients](#)

#### [Michele Ferrario](#)

Co-founder and CEO, StashAway

## Does the Collapse of FTX Spell the End of Days for Institutional Interest in Digital Assets?

- » The inaugural Hubbis Digital Assets Forum arrived in the aftermath of the collapse of FTX. A panel of experts focused their attention on what this debacle means for institutional interest in cryptocurrencies and other digital assets, and by implication the knock-on effect for private investors of all types of wealth. Their conclusion was the cryptos and digital assets are beyond the purely experimental and speculative phase, and in need of a more institutional approach to satisfy the needs of originators, intermediaries, wealth managers and investors of all types. The demand might stutter somewhat as asset prices remain weak and in the aftermath of the FTX crisis, but the path ahead is clear – the standards and protocols and indeed regulatory oversight in the mainstream financial world will help improve all those areas in the world of decentralised finance. The result should be a far better and globally scalable digital assets infrastructure.

### [Tuhina Singh](#)

Founder and CEO, Propine

### [Steve Knabl](#)

Chief Operating Officer & Managing Partner, Swiss-Asia Financial Services

### [Rajeev Tummala](#)

Director – Digital, Data & Innovation, HSBC Securities Services

### [Irfan Ahmad](#)

APAC Product Lead , State Street Digital

## Financing the Transition to Net Zero – A Short Introduction & Overview

- » The final panel discussion of the Hubbis Digital Assets Forum on November 30 saw SDAX Capital Markets' Chief Sustainability Officer, Tan Bee Lay, chair a discussion amongst Singapore-based ESG and sustainability exponents. The speakers included Sharon Yeo, Senior Manager, Group Commercial & Supply Chain Sustainability Solutions at Singapore giant PSA International, Steve Tan, and A&T CEO & Founder Poh Seng Lee. Each had a different story to recount about their personal and corporate commitment to ESG and sustainability, and how measurability is so important to the often innovative financing of such programmes and progress towards their and their customers' net zero targets. Hubbis has distilled some of the key points that these contributors offered delegates in this short review.

### [Tan Bee Lay](#)

Chief Sustainability Officer, SDAX Capital Markets

### [Steve Tan](#)

Chief Executive Officer, A&T

### [Poh Seng Lee](#)

Founder, CoolestDC

### [Sharon Yeo](#)

Senior Manager, Group Commercial & Supply Chain Sustainability Solutions, PSA International





## PRESENTATIONS

### [From Custody to Web3: How to Build and Scale Digital Asset Business Models for Tomorrow's World](#)

[Richard Swainston](#)

APAC Market Director, Metaco

[Event Presentation - From Custody to Web3: How to build and scale Digital Asset business models](#)

### [Decrypting the Crypto Economy - Making Sense of Crypto Token Categories and their Investment Value](#)

[Christian Hsieh](#)

Co-founder and CEO, Tokenomy

[Event Presentation - Decrypting the Crypto Economy - making sense of crypto token categories and their investment](#)

### [Bringing the Best Investment Offerings in the new Digital world – a View from SDAX](#)

[Raymond Poh](#)

Chief Executive Officer, SDAX Capital Markets

[Event Presentation - SDAX - Bringing the Best Investment Offerings in the new Digital world](#)

### [The Digital Asset Journey for Wealth Managers – Perspectives and Advice from AsiaNext](#)

[Sudeep Chatterjee](#)

Head of Product, AsiaNext

[Event Presentation - Accelerating the digital asset journey for wealth managers](#)

### [After the FTX Debacle – What Next and How Trust can be Restored in the Global Cryptos Market](#)

[Hao Yang](#)

Head of Options, Bybit

[Event Presentation - After the FTX Debacle – What Next and How Trust can be Restored in the Global Cryptos Market](#)

### [Propine's CEO & Co-founder Extols the Virtues of a Well-Regulated Universe of Digital Assets](#)

[Tuhina Singh](#)

CEO & Co-Founder, Propine

[Event Presentation - Regulated Custodian: Foundation for unlocking your digital assets strategy](#)



# Wealth Management meets Digital Assets: Guiding Private Clients through the Maze

[View video of panel discussion](#)



## PANEL SPEAKERS

- » [Lee Eaton](#)  
Head of Business Development,  
Independent Reserve
- » [Lasanka Perera](#)  
COO  
Independent Reserve
- » [Mauricio Ribeiro](#)  
Partner & CEO  
MOIQ Capital
- » [Philip Brett](#)  
Institutional Sales  
Fireblocks
- » [Christopher O'Meara](#)  
Chief Executive Officer  
Conduit Securities

## SELECTED CONTENT FROM THE PANEL

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# Boosting the Engagement in Digital Assets by Wealth Managers – a Vital Discussion

[View video of panel discussion](#)


## SELECTED CONTENT FROM THE PANEL

### VIDEO PRESENTATION - WHY CRYPTOS CAN BE A GENUINE PORTFOLIO DIVERSIFICATION OPPORTUNITY FOR PRIVATE CLIENTS

[View video of presentation](#)

#### [Aleksey Mironenko](#)

Managing Director, Head of Investment Solutions, Leo Wealth

[Article - Why Cryptos Can be a Genuine Portfolio Diversification Opportunity for Private Clients](#)

There are many banks, brokers, advisors, asset managers and investors in the world of mainstream finance who have engaged with digital assets and are learning the ropes, some in the case of FTX the hard way. And there are also many who still shun cryptocurrencies, and who consider fractionalisation and tokenisation untried, untested and to be avoided, at least for now. So, how can crypto markets exponents, regulators and others work together to boost engagement and participation? Aleksey Mironenko, Managing Director and Head of Investment Solutions at EAM Leo Wealth was one of the experts on the panel. He explained why after careful consideration, he and colleagues began working with clients in the cryptos space several years ago, applying their professional wealth management approach to the market. He told guests why they continue to help clients in this space today, amidst weak crypto prices and despite the FTX debacle. And he said this is a core element of portfolio diversification for clients and their work is aligned directly to tight assessment of risk appetite and suitability. And he explained why they prefer cryptos and currently shun any other form of digitised assets.

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Co-Founder and CEO,  
InvestaX
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SingAlliance
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Digital Assets Global Product  
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Co-founder and CEO,  
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# Does the Collapse of FTX Spell the End of Days for Institutional Interest in Digital Assets?

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Propine
- » **Steve Knabl**  
Chief Operating Officer &  
Managing Partner  
Swiss-Asia Financial Services
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Director – Digital, Data &  
Innovation  
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APAC Product Lead  
State Street Digital

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# Financing the Transition to Net Zero – A Short Introduction & Overview

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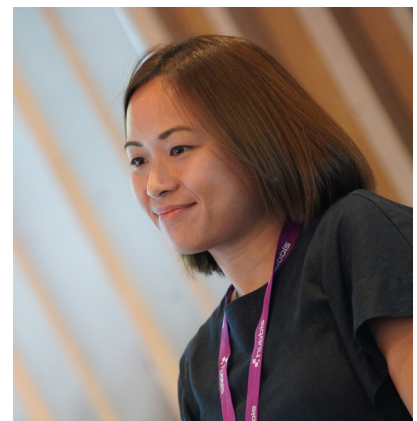


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Founder  
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- » **Sharon Yeo**  
Senior Manager, Group  
Commercial & Supply Chain  
Sustainability Solutions  
PSA International

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### VIDEO PRESENTATION - FROM CUSTODY TO WEB3: HOW TO BUILD AND SCALE DIGITAL ASSET BUSINESS MODELS FOR TOMORROW'S WORLD

[View video of presentation](#)

[Richard Swainston](#)

APAC Market Director, Metaco

[Event Presentation - From Custody to Web3: How to build and scale Digital Asset business models](#)

Richard Swainston is the APAC Market Director at METACO and offered delegates a lively and informative vision of the future of digital assets at the Hubbis Digital Assets Forum on November 30 in Singapore. He reviewed how the private banks and wealth managers have been approaching digital assets, he considered the factors leading to crypto and digital asset adoption, he evaluated the bank-grade infrastructure requirements to securely manage digital assets at scale, and he looked into his crystal ball to imagine what is next beyond custody and trading, such as the expansion of tokenisation, NFTs, staking, yield generation, and Web3.



### VIDEO PRESENTATION - DECRYPTING THE CRYPTO ECONOMY - MAKING SENSE OF CRYPTO TOKEN CATEGORIES AND THEIR INVESTMENT VALUE

[View video of presentation](#)

[Christian Hsieh](#)

Co-founder and CEO, Tokenomy

[Event Presentation - Decrypting the Crypto Economy - Making Sense of Crypto Token Categories and their Investment Value](#)

Christian Hsieh is Co-founder and CEO of Tokenomy and offered delegates at the Hubbis Digital Assets Forum in Singapore on November 30 a fascinating talk on crypto asset classification and value, based on utility and function. He drilled down into the implied investment value in each token category, and then looked beyond tokens to other forms of crypto investment exposure. "I am a believer in crypto assets," he declared to delegates, and gave a remarkably detailed and insightful overview of the 'why' and the 'what' he actually believes in.



### VIDEO PRESENTATION - BRINGING THE BEST INVESTMENT OFFERINGS IN THE NEW DIGITAL WORLD - A VIEW FROM SDAX

[View video of presentation](#)

[Raymond Poh](#)

Chief Executive Officer, SDAX Capital Markets

[Event Presentation - SDAX - Bringing the Best Investment Offerings in the new Digital world](#)

Raymond Poh is the Chief Executive Officer of Singapore-based SDAX Capital Markets. He offered delegates an insightful presentation at the Hubbis Digital Assets Forum in Singapore on November 30, during which he aimed to define some of the digital assets that investors can access based on their various risk appetites. He explained how SDAX partners with network technology partners to aggregate other international exchanges and thereby to bring the best investment offerings to investors, as well as creating possibilities for ecosystem partners. He offered some insights into how SDAX differentiates its proposition, for example in real estate expertise and ESG/sustainability, including helping companies to finance their Transition to Net Zero.





### VIDEO PRESENTATION - THE DIGITAL ASSET JOURNEY FOR WEALTH MANAGERS – PERSPECTIVES AND ADVICE FROM ASIANEXT

[View video of presentation](#)

**Sudeep Chatterjee**

Head of Product, AsiaNext

[Event Presentation - Accelerating the digital asset journey for wealth managers](#)

It was back in late 2020 that SIX Digital Exchange (SDX) and SBI Digital Asset Holdings announced their plans to create an exchange for digital assets in Singapore. The joint venture was finalised in September 2021 with plans to go-live in 2023. The Singapore based Swiss-Japanese joint venture has a mission to create an institutional-grade, secure and seamless marketplace for the trading of digital assets. Sudeep Chatterjee, Head of Product for AsiaNext, gave delegates a lively and detailed presentation at the Hubbis Digital Assets Forum in Singapore on November 30. He focused on the opportunities for wealth managers in Asia in the age of digital assets, he highlighted some challenges for wealth managers around digital asset adoption, he zeroed in on managing the risks of trading in digital assets and the role of digital exchanges, and he explained how the right architecture is essential for a wealth manager to participate securely and efficiently in this new universe of digital assets.



### VIDEO PRESENTATION - AFTER THE FTX DEBACLE – WHAT NEXT AND HOW TRUST CAN BE RESTORED IN THE GLOBAL CRYPTOS MARKET

[View video of presentation](#)

**Hao Yang**

Head of Options, Bybit

[Event Presentation - After the FTX Debacle – What Next and How Trust can be Restored in the Global Cryptos Market](#)

Hao Yang, Head of Options at Bybit, which he describes as the world's third largest cryptos exchange, offered delegates a lively and informative presentation on November 30 at the Hubbis Digital Assets Forum in Singapore. His thesis centred on the world of digital assets after the FTX collapse, and how incumbent participants can win back confidence and trust amongst global institutions and investors.



### VIDEO PRESENTATION - PROPINE'S CEO & CO-FOUNDER EXTOLS THE VIRTUES OF A WELL-REGULATED UNIVERSE OF DIGITAL ASSETS

[View video of presentation](#)

**Tuhina Singh**

CEO & Co-Founder, Propine

[Event Presentation - Regulated Custodian: Foundation for unlocking your digital assets strategy](#)

Tuhina Singh, CEO & Co-Founder of Propine, delivered a talk on the key features of a top-flight digital assets custodian at the Hubbis Digital Assets Forum in Singapore on November 30. She addressed key issues such as the risk factors that are associated with investments in cryptocurrencies, converging trends in the global landscape of digital assets custody solutions, the vital importance of sound regulation, and what the future might hold.

