



# WEALTH MANAGEMENT CONFERENCE – HONG KONG 2008

Thursday, 23 October 2008  
Conrad Hotel, Hong Kong

*Turning Adversity into Opportunity*

*Enhancing Knowledge for Sustainability*

*Maintaining Client Confidence in a Volatile Economy*

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# WEALTH MANAGEMENT CONFERENCE – HONG KONG 2008

## A leading conference for the Wealth Management Industry

Although the global economy is facing substantial challenges with the fallout of the US subprime crisis, the wealth management industry in Hong Kong still anticipates to grow. According to Forbes, the total net worth of billionaires in the Asia Pacific region climbed from last year's US\$552 billion to US\$804 billion this year. The 2008 Forbes list of World Billionaires featured 42 PRC individuals. The Asian economies are still expected to produce more wealthy individuals albeit at a slower pace.

With increased opportunities however, come increased challenges. For example, regional competition from banking centers in neighboring cities and foreign institutions are coming to compete in the Hong Kong market. High net worth (HNW) individuals have become increasingly sophisticated and are demanding stronger investment performance which is difficult to achieve in the current environment. Wealth managers therefore need to constantly upgrade and broaden their skills and product knowledge to meet these challenges.

This Conference will address issues facing the industry in Hong Kong as well as the latest investment products and trends to equip wealth managers to better serve their HNW clients.



### Opportunities in a volatile market

This conference will provide the latest market outlook and discuss products like hedge funds, commodities and certain types of structured products which still maintain their appeal for HNW clients.



### Maintaining Client Confidence

With the market turmoil, maintaining client confidence is the key to sustainability. It is important for market participants to become aware of their duties and liabilities when recommending products to clients and also to reflect on the skills required for building long term client relationship.



## Who Should Attend

- Private Bankers
- Independent Financial Advisers
- Investment Advisers
- Insurance Agents
- Legal Practitioners
- Compliance Officers
- Fund Managers
- Financial Controllers
- Auditors and Accountants
- Financial Planners
- Premium Banking
- Investment Representatives
- Full Service Brokers
- Corporate Counsels
- Investors
- Chief Executives
- Product Managers
- Investment Officers

## Our Distinguished Speakers

### Morning Keynote Speaker:

#### **Ms. Alexa Lam**

Deputy Chief Executive Officer and Executive Director,  
Securities and Futures Commission Hong Kong

### Other speakers (in alphabetical order)

#### **Mr. Wayne Ang**

Executive Director, Pacific Harbor Holdings, Limited

#### **Mr. Richard Boutland**

Senior Vice President, EFG Bank Hong Kong

#### **Mr. Ignatius (Iggy) Chong**

Executive Vice President, Head of Hong Kong, RBS  
Coutts Bank Limited

#### **Ms. Terry Chu**

Director, China and Southeast Asia, Deputy Head of  
Jewellery Department, Sotheby's

#### **Ms. Cynthia D'Anjou-Brown**

Senior Philanthropy Adviser, HSBC Family Office  
Services Limited, HSBC Private Bank

#### **Dr. Huang Jinlao**

Senior Consultant – Wealth Management, Bank of  
China

#### **Mr. Benjamin Huneau**

Managing Director, Chateaux Management Group

#### **Mr. Mark Lin**

Partner, Lovells

#### **Mr. Henry Pang**

Managing Director, Head of Equities & Derivatives -  
Asia, BNP Paribas Hong Kong Branch

#### **Mr. Uwe Parpart**

Chief Economist & Strategist - Asia, Cantor Fitzgerald

#### **Ms. Penelope Tham**

Group Compliance – Head of Asia, ABN AMRO Bank  
N.V.

#### **Mr. Chung To**

Founder and Chairperson, Chi Heng Foundation

#### **Mr. Raymond Wong**

Managing Director, Cheetah Investment Management  
Limited

And more ...

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\*Please note the programme and speakers are subject to change.

## Programme\*

08:15	<b>Coffee and Registration</b>		<b>Alternative Products Panel Discussion (con'td)</b>
08:45	<b>Opening Remarks</b>		<b>Moderator: Mr. Raymond Wong</b> , <i>Managing Director, Cheetah Investment Management Limited</i>
08:50	<b>Welcome Remarks</b>		<u>Hedge Funds</u>
09:00	<b>Keynote Speech: Hong Kong as a Regional Wealth Management Hub: Enhancing / Promoting Standards of Wealth Managers &amp; Financial Advisers</b>		Hedge funds are supposed to perform even in a bear market. This year hedge funds have generally made loses. Was this expected and will this signal an end to the popularity of hedge funds?
	<b>Ms. Alexa Lam</b> , <i>Deputy Chief Executive Officer and Executive Director, Securities and Futures Commission Hong Kong</i>		<b>Mr. Richard Boutland</b> , <i>Senior Vice President, EFG Bank Hong Kong</i>
09:30	<b>Outlook for Markets: Trends and Choices for Asia</b>		<u>Real Estate</u>
	<b>Mr. Uwe Parpart</b> , <i>Chief Economist &amp; Strategist – Asia, Cantor Fitzgerald</i>		The current financial turmoil was partly caused by real estate bubbles in Western developed economies. By contrast, Asian real estate markets are relatively healthy and prices have remained affordable. Can investors find opportunities in Asian real estate sectors? What are the ways to participate besides investing in real assets?
10:00	<b>Wealth Management in the PRC</b>		<i>Panelist to be Announced</i>
	<ul style="list-style-type: none"> <li>▪ Overview of PRC HNW market – profile and preferences</li> <li>▪ What types of services do the PRC clients require? How do they differ from other HNW individuals from other countries, e.g. Hong Kong and Taiwan and elsewhere in the Asia?</li> <li>▪ Offshore vs. onshore wealth management services – opportunities and constraints</li> <li>▪ Types of products for the PRC clients</li> <li>▪ How to handle the reaction of clients in the current market</li> <li>▪ Recent developments</li> </ul>	15:00	<u>Commodities</u>
	<b>Dr. Huang Jinlao</b> , <i>Senior Consultant – Wealth Management, Bank of China</i>		Commodities prices have surged this year. What are some of the investment opportunities in commodities?
10:40	<b>Coffee / Tea Break</b>		<b>Mr. Wayne Ang</b> , <i>Executive Director, Pacific Harbor Holdings, Limited</i>
11:00	<b>Asset Allocation for the Wealthy Client: What is the Right Mix?</b>		<b>15:00 Structured Products</b>
	What is the optimal asset allocation for the wealthy client? What challenges do they bring wealth creators and wealth inheritors, or do their countries of origin pose to the private banking industry?		Are structured products still suitable for HNWs given the recent accumulator debacle? If so, what types of structured products should be recommended to HNWIs? How to ensure that these products are suitable for your clients?
	<i>Speaker to be Announced</i>		<ul style="list-style-type: none"> <li>▪ Accumulators / decumulators – what are they?</li> <li>▪ What are the risks involved in investing in structured products?</li> <li>▪ How to mitigate such risk?</li> <li>▪ Way forward given current market situation</li> </ul>
11:30	<b>Mis-selling: Who pays the bill?</b>		<b>Mr. Henry Pang</b> , <i>Managing Director, Head of Equities &amp; Derivatives – Asia, BNP Paribas Hong Kong Branch</i>
	The recent controversy relating to the sale of Lehman bonds serves as a reminder to the wealth management industry the business risk of mis-selling. This talk will cover:	15:30	<b>Coffee / Tea Break</b>
	<ul style="list-style-type: none"> <li>▪ The legal and regulatory risks when selling complex products</li> <li>▪ How does the "professional investor" exemption help</li> <li>▪ The duties of the other parties involved in the complex products</li> <li>▪ Lessons to be learned from the recent Lehman Brothers-related complaints</li> </ul>	15:50	<b>Philanthropy and Wealth Management</b>
	<b>Mr. Mark Lin</b> , <i>Partner, Lovells</i>		<ul style="list-style-type: none"> <li>▪ Philanthropy today</li> <li>▪ Reasons to support philanthropy: Individual vs. Corporate vs. Family</li> <li>▪ Merits of strategic philanthropy</li> <li>▪ The philanthropy model</li> <li>▪ Fund management and fund-raising</li> <li>▪ Operating a charitable organisation</li> <li>▪ How can wealth managers help to achieve the HNW's philanthropy objectives and integrity of the charity?</li> </ul>
	<b>Ms. Penelope Tham</b> , <i>Group Compliance – Head of Asia, ABN AMRO Bank N.V.</i>		<b>Ms. Cynthia D'Anjou-Brown</b> , <i>Senior Philanthropy Adviser, HSBC Family Office Services Limited, HSBC Private Bank</i>
12:10	<b>Long Term Success in Private Banking Relationships</b>		<b>Mr. Chung To</b> , <i>Founder and Chairperson, Chi Heng Foundation</i>
	<ul style="list-style-type: none"> <li>▪ What do wealthy / private clients want? How to manage client expectations?</li> <li>▪ What do clients need from their private bankers?</li> <li>▪ Managing relationships to develop a long, lasting and trusting relationship in a downturn / in difficult times</li> <li>▪ Quality that private bankers need to possess</li> </ul>	16:20	<b>Jewellery &amp; Wine as Alternative Assets</b>
	<b>Mr. Ignatius (Iggly) Chong</b> , <i>Executive Vice President, Head of Hong Kong, RBS Coutts Bank Limited</i>		<u>Jewellery</u>
12:40	<b>Lunch</b>		<ul style="list-style-type: none"> <li>▪ Jewellery as an investment – figures and statistics e.g. pieces which appreciate; Rappaport scale incremental value etc.</li> <li>▪ Consideration for investing in jewellery <ul style="list-style-type: none"> <li>• Set pieces vs. loose stones</li> <li>• Buying branded jewellery</li> <li>• Certificate vs. no certificate</li> <li>• Certification – different degrees of reliability between different certification bodies?</li> <li>• Diamonds vs. colour stones vs. pearls vs. jade</li> </ul> </li> <li>▪ Buying auction / second-hand items – particular issues</li> </ul>
14:00	<b>Alternative Products Panel Discussion</b>		<b>Ms. Terry Chu</b> , <i>Director, China and Southeast Asia, Deputy Head of Jewellery Department, Sotheby's</i>
	Alternative Investments covers products that are outside the mainstream asset classes of developed market equities and bonds. One of the key attractions of Alternative Investments is the non-correlation to the broader markets. This panel explores the current landscape to see if opportunities still exist in the current environment.		<u>Wine</u>
			<ul style="list-style-type: none"> <li>▪ Wine as an investment – figures and statistics</li> <li>▪ Considerations for investing in wine</li> <li>▪ Risks and returns</li> <li>▪ Forms of investment in wine: wine fund, auction, futures?</li> <li>▪ Hong Kong as a wine centre / hub?</li> </ul>
			<b>Mr. Benjamin Huneau</b> , <i>Managing Director, Chateaux Management Group</i>
		17:00	<b>End of Conference</b>

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## Speakers

### Morning Keynote Speaker



Ms. Alexa Lam  
Deputy Chief Executive Officer and Executive Director  
Securities and Futures Commission Hong Kong

Ms. Alexa Lam is the Deputy Chief Executive Officer and Executive Director of the SFC. She heads the Policy, China and Investment Products Division. Her role covers the development of overall policy for the SFC as a whole, with a particular emphasis on mainland China, as well as the regulation and approval of investment products.

Initiatives led by Ms Lam include:

- Major law reform – enactment of the Securities and Futures Ordinance in 2001
- Launching of retail hedge funds in 2002
- Reformed margin financing rules and industry practice  
Roll-out of regulatory platform to enable Hong Kong to become a hub for hedge fund managers
- Encouraged innovation and growth in the asset management industry with introduction of new products – first exchange-traded actively-managed closed- end A-share fund, 130/30 fund, commodities index fund, Islamic fund and gold ETF.

### Other Distinguished Speakers (in alphabetical order):



Mr. Wayne Ang  
Executive Director  
Pacific Harbor Holdings, Limited

Mr. Ang is an Executive Director for Pacific Harbor Holding Limited. He focuses on China and is based in Hong Kong. From 2002 to 2006, Mr. Ang was an Associate Director for Amroc Asia in Hong Kong, and helped establish Amroc Asia's Taipei office. He has over 9 years experience in handling financial transactions in global markets. From 1999 to 2002, Mr. Ang worked in a variety of posts both in Asia and the United States. Mr. Ang served as Technology Product Manager for Communications, Monitoring & Controls, Product Manager for Air Pollution Control Equipment and was Project Manager for Halbinsel Research in Hong Kong and Malaysia. He was also an Operations & Trading Specialist for Albano, LLC in Chicago, a position that he had previously held from 1993 to 1994. From 1994 to 1995, he was a futures and securities trader for Marleau, Lemire Securities in Vancouver, Canada. Mr. Ang was awarded a B.A. from the University of British Columbia in 1995.



Mr. Richard Boutland  
Senior Vice President  
EFG Bank Hong Kong

Richard joined EFG in July 2008 from HSBC where he was Director and Portfolio Manager of Alternative Assets in Hong Kong managing portfolios of hedge funds on an advisory and discretionary basis. During his 14 years with HSBC/Bank of Bermuda, Richard served in Bermuda, Europe and Hong Kong and specialised in the management of private client assets, in particular those held within trusts and other specialised investment vehicles. He sat on the CFA Institute Private Wealth Advisory Committee and has published numerous articles on Private Wealth. He represented Asia in the Bank of Bermuda Investment Policy Committee and chaired their global committee overseeing all of the Bank's private client fiduciary assets. Richard is both a Chartered Accountant (ICAEW) and a holder of the Chartered Financial Analyst designation (CFA).



Mr. Ignatius (Iggy) Chong  
Executive Vice President  
Head of Hong Kong, RBS Coutts Bank Limited

Mr. Chong, Executive Vice President, was appointed Head of Hong Kong in March 2006 of RBS Coutts, Hong Kong Branch. In addition to managing the accounts of a select number of Hong Kong clients, he leads a team of private bankers focused on the Hong Kong market. He also serves as deputy to the Head of Private Banking, Hong Kong Branch. He has worked at RBS Coutts since 1994, starting as Vice President and building up many successful long term private banking relationships. He believes such success starts with excellent trust and partnership with fellow team members.

Between 1982 and 1994, Mr. Chong worked for Royal Bank of Canada (RBC) in various managerial postings around British Columbia, Canada and also in Hong Kong, to which he was transferred when RBC launched their Asian Private Banking operations.



Ms. Terry Chu  
Director, China and Southeast Asia  
Deputy Head of Jewellery Department, Sotheby's

Currently the Deputy Head of Jewellery Department, Ms. Terry Chu, is both FGA (UK) and G.G. (US; Graduate Gemologist) qualified and possesses profound knowledge of the features and market values of various gems and period jewellery.

Prior to joining Sotheby's in 2002, Ms. Chu had 15 years experience as a jewellery merchandiser and also a lecturer at GIA Hong Kong. Combining her solid front line market experience and academic knowledge, Ms. Chu is at the centre of Sotheby's jewellery authentication and valuation in Asia.



Ms. Cynthia D'Anjou-Brown  
Senior Philanthropy Adviser  
HSBC Family Office Services Limited, HSBC Private Bank

Cynthia D'Anjou-Brown has gained a wealth of experience working in the not-for profit sector over the past 25 years. In Hong Kong she has specialized in consulting with respect to family philanthropy, non-profit management, and fundraising.

Previously, Cynthia was a Vice-President at the United Way of Greater Toronto, the largest community funder of social services in the city. Before joining the United Way, she was the Executive Director of a municipal social planning organization responsible for community needs assessments, co-ordination of NGOs, public policy analysis, and new service development.

Cynthia has pursued her passion for generating support for charities as a professional and volunteer with several grant-making organizations. This has naturally led her to helping wealthy families with their philanthropic activities. A graduate degree in Social Work and an undergraduate degree in Family Studies underpin her years of work as a practitioner.



Dr. Huang Jinlao  
Senior Consultant  
Wealth Management, Bank of China

Dr. Huang, born in Anqing of Anhui Province in 1972, is a Doctor of Economics, scholar entitled to Special State Council Subsidy, Master's supervisor at Graduate School of People's Bank of China, appointed researcher at China Financial Policy Research Center and Research Centre of International Finance of the Chinese Academy of Social Sciences, and commissioner of WTO Law Institute of China Law Society and China International Finance Society. He is now working as a senior consultant of wealth management at Bank of China. His main works are Research on Finance Globalisation (co-written by Dr. Huang and Professor Li Yang in 1999) and Financial Deregulation and Frangibility (in 2001). He also translated Commercial Bank Financial Management (in 2004), Global Capital Market and Banking Industry (in 2005), and Financial Statecraft, the role of financial markets in American Foreign Policy (in 2008). He is now mainly doing research on wealth management, corporate governance, internationalised finance and misbehaviours in bonds market and so on.



Mr. Benjamin Huneau  
Managing Director, Chateaux Management Group

Mr. Huneau is the Managing Director, in charge of the development and organization of Chateaux Management Group's services in Asia and Europe.

Benjamin's passion for wine started when he was 18, with the influence of older friends collecting Bordeaux wines. After years, the passion turned into a serious occupation when Benjamin met the founder of Chateaux Management Group. Benjamin now enjoys the exposure to some of the world's best wine, while using his skills and experience to develop CMG and provide clients and investors with the highest level of service and performance.

Benjamin has an engineering degree from Supaero (Toulouse, France), a business degree from Essec (Paris), and studied at Imperial College in London. His career has included consulting at Accenture and Boston Consulting Group.

Benjamin is fluent in French and English, and competent in German and Mandarin.



Mr. Mark Lin  
Partner  
Lovells

Mr. Lin is a partner in the commercial dispute resolution department of Lovells. He was admitted as a solicitor in England and Wales in 1990 and a solicitor in Hong Kong in 1991. He specializes in disputes relating to the corporate and financial services sectors, with a particular focus on contentious regulatory work, such as SFC investigations and disciplinary actions.

Mr. Lin has been heavily involved in some of the most significant SFC investigations into and disciplinary actions against the IFA industry over the last 7 years. He is also a member of the Hong Kong Securities Institute as well as the Hong Kong Institute of Directors. He is a co-author of the Hong Kong Chapter of Conflicts of Interest, 2005/2006, European Lawyer Reference.



Mr. Henry Pang  
Managing Director  
Head of Equities & Derivatives – Asia, BNP Paribas Hong Kong Branch

Mr. Pang is Managing Director and Head of Equities & Derivatives for Asia at BNP Paribas.

Mr. Pang joined BNP Paribas in 2000 to head up the equity derivatives sales department in Asia. Since joining the bank, his team has won key awards including "Wealth Management House of the Year Award, 2004" by AsiaRisk and "Equity Derivatives House of the Year Award, Asia Pacific, 2005", by the Banker.

Mr. Pang has over 10 years of experience in derivatives and had previously worked for Credit Indosuez W.I. Carr, ABN AMRO and SBC Warburg. Mr. Pang holds a Chartered Accountant qualification from the ICAEW and an MA degree from the University of Cambridge.



Mr. Uwe Parpart  
Chief Economist & Strategist – Asia  
Cantor Fitzgerald

Mr. Parpart joined the firm in July 2006 as a Managing Director and Head of Fixed Income and Currency Research, Asia. Prior to that, he was a Senior Currency Strategist at Bank of America in Hong Kong responsible for coverage of Japan, China (Mainland, Taiwan, Hong Kong), and Korea. He was also a columnist and contributing editor of *Forbes Global* magazine.

Mr. Parpart has been an adviser to Manila Bank and the Thai prime minister's office. During the first US Reagan administration he worked with Dr. Norman Bailey at the US National Security Council on international economics affairs. He received a Fulbright scholarship for graduate work in mathematics and philosophy at the University of Pennsylvania. He has taught at the University of Pennsylvania and Swarthmore College.



# WEALTH MANAGEMENT CONFERENCE – HONG KONG 2008

## Speakers (cont'd)

Ms. Penelope Tham  
Group Compliance – Head of Asia  
ABN AMRO Bank N.V.

Ms. Tham has been a compliance professional for over 10 years. She has worked for a number of global investment banks in Singapore, Hong Kong and London including Bankers Trust Company, Barclays Capital Asia Ltd and Deutsche Bank AG. Prior to her career in Compliance, Ms. Tham was a corporate securities lawyer in Vancouver, Canada and in Washington, D.C. for a total of 10 years. She has also had experience with the British Columbia Securities Commission in Canada.

Ms. Tham graduated with a Bachelor of Commerce in Urban Land Economics from University of British Columbia, Canada and obtained a Bachelor of Law from Dalhousie University and a Master of Law in Securities Regulation (with Distinction) from Georgetown University Law Center.



Mr. Chung To  
Founder and Chairperson  
Chi Heng Foundation

Mr. To is founder and chairperson of Chi Heng Foundation, a charitable organization founded in 1998 in Hong Kong, China. Utilizing innovative and pragmatic approaches, Chi Heng has excelled in education and care for children orphaned by AIDS and HIV prevention among vulnerable groups. Before taking his 6 year sabbatical to work full time for Chi Heng on a pro bono basis, he worked in investment banking in New York and Hong Kong for ten years, including working in corporate and project finance with Lehman Brothers and UBS. In 2007, he rejoined the financial market and is now working as Vice President for a European bank, while continuing his involvement with Chi Heng as its Chairperson. Mr. To was a recipient of "Ten Outstanding Young Persons" of Hong Kong in 2003 and of the World in 2006.

Mr. Raymond Wong  
Managing Director  
Cheetah Investment Management Limited

Mr. Wong has 14 years' experience managing hedge fund allocations. He founded Cheetah Investment Management in 2001, one of the first SFC registered investment advisers focusing on hedge fund investments. Cheetah and its group companies have seeded and launched seven Asian strategies alternative investment funds with total assets under management surpassing US\$800 million. Mr. Wong is a member of the executive committee of AIMA Hong Kong / China Chapter.

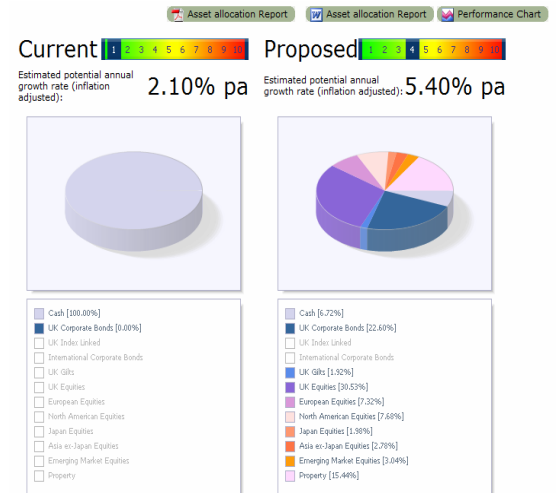
Mr. Wong holds a B.A. in engineering from Cambridge University and an M.A.Sc. in systems control from the University of Toronto. Mr. Wong is also a Chartered Financial Analyst.

## Platinum Sponsor



Distribution Technology provides a range of solutions for wealth managers, backed by our Financial Ecosystem, which includes asset allocation analysis, risk profiling, portfolio x-ray, stochastic forecasting, multiple goal analysis, portfolio construction and ongoing portfolio monitoring.

We have our own asset model and asset allocations (which asset managers such as F&C have developed fund ranges for) or you are able to use your own allocations and estimates.



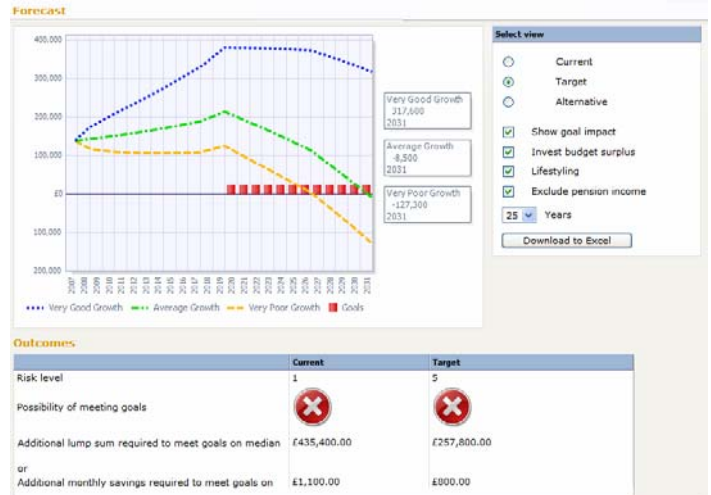
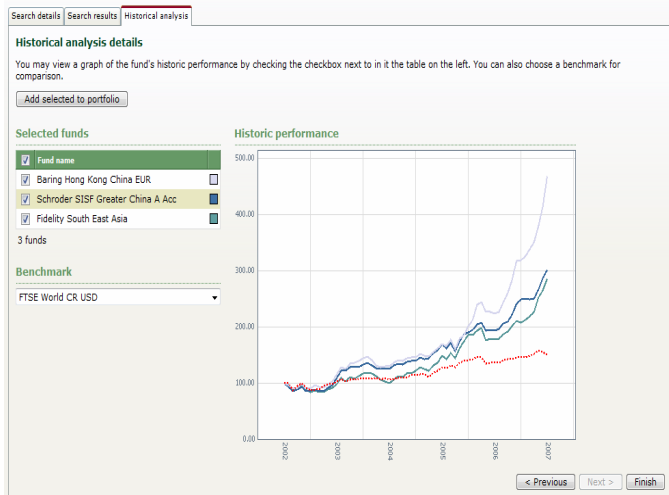
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# WEALTH MANAGEMENT CONFERENCE – HONG KONG 2008

## Media Partner

### South China Morning Post

First published in 1903, The *South China Morning Post* is the flagship publication of the SCMP Group Limited, a leading newspaper and magazine publisher listed on The Stock Exchange of Hong Kong (SEHK: 583). The paper has the city's most affluent and influential readership, and has developed an enviable reputation for its authoritative, influential and independent reporting. Its recruitment publication,

*Classified Post*, leads the recruitment market and provides a direct channel to reach top executives and middle management. *Jiu Jik* 《招職》, our Chinese language recruitment magazine, is widely read by young professionals. Classifiedpost.com and Jiujik.com complements our print edition with easy-to-use recruitment tools online to provide members with a fast and convenient way of searching for jobs.

## Endorsing Organizations



The Securities and Futures Commission is a statutory body vested with the powers of administering the laws governing the securities and futures industry. Funded by levies from the Hong Kong Exchanges and Clearing Limited, the SFC operates independently to maintain an orderly market, supervise industry intermediaries, promote the public's understanding of investing in equities and futures, protect the public from undue investment risks, and minimise systematic risks innate to the industry. The SFC also monitors market participants to ensure that they and their products meet standards.



The Alternative Investment Management Association (AIMA), founded in 1990, is the only professional trade association with worldwide membership representing the hedge fund industry. It is also the only such association which represents all practitioners in the alternative investment management industry – including fund of hedge funds managers, hedge fund managers, prime brokers, legal and accounting services and fund administrators. AIMA's membership is corporate and comprises over 1,280 firms, in 47 countries. AIMA's hedge fund manager members manage in excess of 75% of global hedge fund assets. Furthermore, AIMA represents over 70% of global fund of hedge funds assets. AIMA addresses the real issues affecting the industry's development. Its focus on education, regulation, policy development and sound practices has resulted in a substantial body of work used around the world by members, institutional investors, policymakers and regulators. For further information, visit AIMA's website: [www.aima.org](http://www.aima.org).



The Hong Kong Securities Institute was officially formed in December 1997 as a professional body to raise the standards of securities and finance practitioners in Hong Kong. In setting standards for professional excellence in Hong Kong, the HKSI offers a platform where individuals can gain the skills, and achieve the necessary professionalism and personal competence as they proceed towards further career advancement. The HKSI provides continuous professional development by offering comprehensive examinations and an extensive programme of training courses and events. Finance professionals can also benefit from HKSI membership programme which provides invaluable support and professional recognition from industry peers as well as substantial discounts on a variety of HKSI programmes.

## Organizers

### C O U R S E S ■ S E M I N A R S

C&S is one of the leading providers of continuing professional development courses to professionals in Hong Kong. We are committed to providing the highest quality of CPD / CPT courses, seminars, workshops and conferences to clients who are professionals in their respective fields. Our seminars and conferences cover many legal and financial topics that are timely, insightful and in-depth. C&S was founded in 2001 and in the past 6 years, we have organized over 900 courses and conferences which attracted over 29,000 professionals from a broad spectrum of industries. Our training team is committed to providing the highest standard and quality of services. We constantly discuss with professionals from different sectors and carry out research to identify topics of interests for our clients. Please visit our website at [www.courses-seminars.com](http://www.courses-seminars.com) for our upcoming events.



IFPHK was established in June 2000 as a non-profit organization for the fast-growing financial industry. It works towards the goal of being recognized in the region as the premier professional body representing financial planners that uphold the highest standards to benefit the public. IFPHK is the sole licensing body in Hong Kong authorized by Financial Planning Standards Board Limited to grant the much-coveted and internationally-recognized CFPCM certification to qualified financial planning professionals in Hong Kong and Macau. It represents the financial planning practitioners in Hong Kong with more than 10,000 members from such diverse professional backgrounds as banking, insurance, independent financial advisory, accounting, and legal services. Currently there are over 110,000 CFP professionals in 23 countries/regions; the majority of these professionals are in the U.S., Canada, Australia and Japan.

## Post-Conference Masterclasses

24 October 2008, Friday  
22/F, 100 Queen's Road Central

### Masterclass 1

#### What Private Bankers should know when Advising their Clients on using Trust

**Mr. Kurt Rademacher**, Partner, Withers

<b>Date:</b>	24 October 2008 (Fri)	Trusts structures are frequently employed as a wealth management tool. Who should consider setting up a trust and what are the features of different types of trusts? What are the trendy jurisdictions for setting up trusts and is Hong Kong one of them? This course will provide a comprehensive overview on issues which private bankers should be aware of before advising private clients who are contemplating use of trusts. Highlights of the course include:
<b>Time:</b>	9:30 a.m. to 11:00 a.m.	
<b>Level:</b>	Standard	
<b>CPD Law:</b>	1.5	
<b>CPT Hours*:</b>	1.5	
<b>Language:</b>	English	
<b>LCF670</b>		

- Who should consider using trust and purpose of using trust
- Trust compared with other wealth management structures
- Types of trust: traditional vs. some new structures
- Alerting client to the options e.g.
  - choice of trustee – what is available on the market
  - choice of trust jurisdiction
- Tax implications for settler / trustees and beneficiaries

### Masterclass 2

#### Compliance Practice for Private Bankers

**Ms. Benedicte Nolens**, Managing Director, Head of Compliance, Asia Pacific Region, Credit Suisse

**Mr. Scott Burton**, Director, Head of AML Compliance, Asia Pacific Region, Credit Suisse

Additional Speaker to be Announced

<b>Date:</b>	24 October 2008 (Fri)	<ul style="list-style-type: none"> <li>• Cultivating a compliance culture - how to do that? What is the current state and is it improving?</li> <li>• KYC / AML - what do they need to now about the HNWs? What type of data will be required? Will checking the box be sufficient?</li> <li>• KYP (Know your Product) - how in-depth knowledge is required by private bankers of the product?</li> <li>• Selling practices: how should private bankers "sell" products to their PB clients? Would it be sufficient to offer products to them just because they are "Professional Investors"? Or are they required to assess "suitability"? If so, then how should they be doing that?</li> <li>• Disclosures - what must be disclosed to the client? e.g. risks, fees/commissions received by the bank, etc.</li> <li>• Acting in the best interest of client - how to do that when selling products of the bank?</li> <li>• Examples of good practices / examples of bad practices (breaches of rules/regulations)</li> </ul>
<b>Time:</b>	11:30 a.m. to 1:00 p.m.	
<b>Level:</b>	Standard	
<b>CPD Law:</b>	To be accredited	
<b>CPT Hours*:</b>	1.5	
<b>Language:</b>	English	
<b>LCF671</b>		

### Masterclass 3

#### Professionalism and Best Practice for Wealth Managers

**Mr. Ignatius (Iggy) Chong**, Executive Vice President, Head of Hong Kong, RBS Coutts Bank Ltd

<b>Date:</b>	24 October 2008 (Fri)	As industry competition intensifies and HNW clients become more sophisticated and demanding, it is important for wealth managers to develop skills beyond order taking and narrow product focus. This workshop will explore certain soft skills which wealth managers should possess in order to provide comprehensive and value added services for their clients. Attendees shall have hands on experience practicing these skills. Areas explored in this workshop include:
<b>Time:</b>	2:30 p.m. to 4:00 p.m.	
<b>Level:</b>	Standard	
<b>CPD Law:</b>	1.5	
<b>CPT Hours*:</b>	1.5	
<b>Language:</b>	English	
<b>LCF668</b>		

- Progressing beyond order taker
- Sales management & planning
- Private banker disciplines
- Total Relationship Management Planning – a case study

### Masterclass 4

#### Risk Suitability and Risk Management Tools for Private Bankers

**Mr. Alan Laubsch**, Director, Riskmetrics Group, Singapore

<b>Date:</b>	24 October 2008 (Fri)	The recent volatility arising from the global credit and liquidity crisis has highlighted the importance of rigorous risk management practices for all market participants. This masterclass will provide an overview of proven institutional risk management techniques, and how these can be applied to improve portfolio construction and risk suitability monitoring for private banks. We will analyze traditional linear products as well as more sophisticated non-linear derivatives using a range of risk measures (exposure, sensitivity, VaR, stress tests, and risk decomposition). We will also highlight key assumptions and limitations of various risk measurement methodologies. And finally we will provide advice on fostering a pervasive risk management culture to improve internal and external risk communication and transparency. Highlights of the course include:
<b>Time:</b>	4:30 p.m. to 6:00 p.m.	
<b>Level:</b>	Standard	
<b>CPD Law:</b>	1.5	
<b>CPT Hours*:</b>	1.5	
<b>Language:</b>	English	
<b>LCF669</b>		

#### Fees & Discounts for Post-Conference Masterclasses\*

	Regular fee per Course	Attendees of "Wealth Management Conference 2008"		C&S Members who register online	Non Members who register by mail / fax / regular email
Masterclass 1	HK\$1,200.00	HK\$600.00 or 50% off per person	Register for a Masterclass	HK\$1,020.00 or 15% off per person	HK\$1,200 per person
Masterclass 2	HK\$1,200.00	HK\$600.00 or 50% off per person	Register for any 2 Masterclasses	HK\$1,800.00 or 25% off per person	HK\$2,160.00 or 10% off per person
Masterclass 3	HK\$1,200.00	HK\$600.00 or 50% off per person	Register for any 3 Masterclasses	HK\$2,520.00 or 30% off per person	HK\$3,060.00 or 15% off per person
Masterclass 4	HK\$1,200.00	HK\$600.00 or 50% off per person	Register for all 4 Masterclasses	HK\$3,120.00 or 35% off per person	HK\$3,840.00 or 20% off per person

\* Please note our general IDP and ODP discount packages do not apply to this special offer on post-conference masterclasses.

Please download our registration form at [http://www.courses-seminars.com/cs/CONF/CLCF639.1/CLCF639\(1\)\\_mc.pdf](http://www.courses-seminars.com/cs/CONF/CLCF639.1/CLCF639(1)_mc.pdf)

For registration conditions, please visit our website at [http://www.courses-seminars.com/cs/CONF/CLCF639.1/pcmc\\_rc.php](http://www.courses-seminars.com/cs/CONF/CLCF639.1/pcmc_rc.php)

# WEALTH MANAGEMENT CONFERENCE – HONG KONG 2008

## Accreditations

The Law Society of Hong Kong	To be accredited
The Securities & Futures Commission of Hong Kong	6 CPT Hours *
The Institute of Financial Planners of Hong Kong	6 CE Hours

\* please refer to our website for details on SFC accreditations

## Participant Details

Dr.  Mr.  Ms.  Mrs.

Name: \_\_\_\_\_

(as on practising certificate, if applicable)

Email: \_\_\_\_\_

Job Title: \_\_\_\_\_

Solicitor No. / Place & Year  
Membership No.: \_\_\_\_\_ of Admission: \_\_\_\_\_

(as on practising certificate, CE No. if applicable)

(if applicable)

Firm /Company : \_\_\_\_\_

Address: \_\_\_\_\_

Nature of Business: \_\_\_\_\_

Membership of  
Endorsing Organizations: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Dept. Head: \_\_\_\_\_ Title: \_\_\_\_\_

Will you join our networking lunch?  Yes  No

Signature

Date

For statistical purposes:

CPD pts – Law Society  CPT hrs – SFC  CE hrs – IFPHK

No. of employees in your organisation:

1-19  20-49  50-99  100-199  
 200-499  500-999  Over 1,000

Please note: If you have not received an acknowledgement before the conference, please call us to confirm your booking.

### 3 easy ways to register



**MAIL**  
22/F

100 Queen's Road Central  
Hong Kong



**FAX**  
(852)

2901-1332



**ONLINE REGISTRATION**  
[registration@courses-  
seminars.com](mailto:registration@courses-seminars.com)

**Also,  
enquiries**



(852) 2901-1333



[enquiry@courses-seminars.com](mailto:enquiry@courses-seminars.com)

Please complete a separate form for each participant enrolling.  
Make as many copies of this form as necessary.

## Fees & Discounts

<b>Fee *</b> (inclusive of 2 coffee breaks and networking lunch)	<b>HK\$5,500 per person</b> <u>Early Bird Discount</u> (pay on or before 26 Sep 08) HK\$4,950 per person <u>Group Discount</u> (for 3 or more from same company) HK\$4,950 per person <u>Early Bird and Group Discount</u> (for 3 or more from same company and pay on or before 26 Sep 08) HK\$4,675 per person
<b>Special Offer to IFPHK members</b>	<b>HK\$4,125 per person</b> <u>Early Bird Discount</u> (pay on or before 26 Sep 08) HK\$3,850 per person <u>Group Discount</u> (for 3 or more from same company) HK\$3,850 per person <u>Early Bird and Group Discount</u> (for 3 or more from same company and pay on or before 26 Sep 08) HK\$3,575 per person
<b>Special Offer to members of endorsing organizations</b>	<b>HK\$4,400 per person</b> <u>Early Bird Discount</u> (pay on or before 26 Sep 08) HK\$4,125 per person <u>Group Discount</u> (for 3 or more from same company) HK\$4,125 per person <u>Early Bird and Group Discount</u> (for 3 or more from same company and pay on or before 26 Sep 08) HK\$3,850 per person

\* Our IDP and ODP discount packages do not apply to this conference.

## Payment Method

Please either make cheques payable to **Courses & Seminars Limited** and mail your payment together with this registration to our address or direct transfer the payment to our account at HSBC (Account No. 102-437431-838). Registration is confirmed upon receipt of payment only.

**Please quote our Course Code (CLCF639) and your Company's name in your payment instructions.**

## Other Information

### Venue

Conrad Hotel, Pacific Place, 88 Queensway, Admiralty, Hong Kong

### Cancellations & Substitutions

You may make substitution at any time before the conference. Please notify us as soon as possible. A 100% refund (less HK\$300 handling fee per participant) of the conference fee will be given for cancellations, written notice of which must reach our office at least 14 days before the conference date. A 50% refund will be given if cancellation notice is received between 7 to 13 days before the conference date. **NO refunds** will be given for cancellations received within 7 days before the conference date.

### Rescheduling

The conference will be cancelled if the No.8 typhoon signal or black rainstorm warning is hoisted within 2 hours of the conference or during the conference. In the event of cancellation due to bad weather, the conference will be rescheduled. Conference fees will not be refunded.

### Incidental Expenses

We are NOT responsible for covering accommodation, airfare or other travel costs incurred by registrants.

### Bank Charge

Any bank charges and/or expenses incurred as a result of bounced cheques and/or wire transfer will be borne by the delegates.

### Disclaimer

We reserve the right to alter the contents of this conference and/or the identity of the conference presenters due to circumstances beyond our control.

### Incorrect Mailing Information

It is possible that you may receive multiple mailings of this event or incorrect company details on the labels, for which we apologise. If this happens, please let us know so that we can update our database immediately and we hope you will pass it on to your colleagues. If you do not wish to have your name on our mailing list, please let us know and we will remove it from our database accordingly.