

The 16th Private Banker International
Wealth Conference

13-14 September 2006 (Post-Conference Briefings on 14 September), Ritz-Carlton Millenia Singapore

A VRL Event

**Follow the Money: Strategies for Winning the Wealth Management Race
CONFERENCE PROGRAMME**

Day 1, Wednesday, 13 September 2006

0900-0905	Welcome Address and Introduction <i>Edward Peck, Chairman, VRL KnowledgeBank</i> <i>Lee Wai Ling, Head of Asia Pacific, VRL KnowledgeBank</i>
0905-0925	Opening Address <i>Ong Chong Tee, Deputy Managing Director, Monetary Policy, Investment & Research/Development & External Relations, Monetary Authority of Singapore</i>
0925-0945	Follow the Money: Strategies for Winning the Wealth Management Race – A Global Overview <i>John Evans, Conference Chairperson, Managing Editor, Private Banker International</i> <i>Mark Daniell, Conference Co-Chairperson, Director Emeritus, Bain & Company</i>
0945-1015	The Race for Private Banking Talent: Staff Recruitment, Training and Retention in High Growth Markets <i>Samir Raslan, Managing Director, Regional Head SEA, Citigroup Private Bank</i>
1015-1045	Tea/Coffee Break
1045-1215	Private Banking Opportunities in Emerging Markets <ul style="list-style-type: none"> • Setting up a private banking platform • Managing regulatory compliance • Emerging wealth strategies • Targeting the right segments <i>Roman Scott, Head of Wealth Management Asia, Boston Consulting Group</i> <i>Pierre Baer, Managing Director, Asia Pacific Head of Regional Marketing, SG Private Banking</i> <i>Speaker TBC, ING Private Bank</i>
1215-1400	Lunch
1400-1530	From the Drawing Board to Reality: Executing your Private Banking Strategy Effectively <ul style="list-style-type: none"> • Growing market share without drowning in extra costs • Effective pricing strategies to create achievable client profitability • Migrating mass affluent customers to HNW • Maximising your bank's distribution network <i>Robert Cormie, Head of Private Banking, Canadian Imperial Bank of Commerce – The use of technology to enhance client service in private banking</i> <i>Suhail Kazmi, Country Head, Private Wealth Management, YES Bank</i> <i>Bruce Weatherill, Global Leader, Private Banking/Wealth Management Practice, PwC</i>
1530-1600	Tea/Coffee Break
1600 – 1730	Maximising Current Opportunities <ul style="list-style-type: none"> • Migrating mass affluent customers to HNW • Motivating retail banking branches within your organization • Bridging the cross-sell gap internally • Managing product-distributor partnerships <i>Premod Thomas, Global COO, Standard Chartered Private Banking</i> <i>Henk de Glint, Managing Director, Fortis Private Banking</i> <i>Arunrat Bovornvirakit, Head of Private Banking, Siam Commercial Bank – Onshore Private Banking</i>
1730 – 1900	Welcome Reception and End of Day One
1930	PBI Awards Gala Dinner

The 16th Private Banker International
Wealth Conference

13-14 September 2006 (Post-Conference Briefings on 14 September), Ritz-Carlton Millenia Singapore

A VRL Event

**Follow the Money: Strategies for Winning the Wealth Management Race
CONFERENCE PROGRAMME**

Day 2, Thursday, 14 September 2006

0900 - 0925	Industry Keynote Address: Building a global private banking platform <i>Christopher Meares, CEO, HSBC Private Bank</i>
0925-1030	Marketing & Advertising: Getting Clients to Truly Value your Services <ul style="list-style-type: none"> • Developing a strong brand • Is your value proposition a sustainable differentiator? • Best practice in CRM and market segmentation for the high net worth client <i>Kong Eng Huat, Managing Director, Global Private Client, Merrill Lynch</i> <i>Edmund Lin, Partner, Head of South East Asia Financial Services Practice, Bain & Co</i>
1030-1100	Tea/Coffee Break
1100-1230	Emerging Product Trends <ul style="list-style-type: none"> • The role of insurance – and insurers in wealth management • Real estate investments as a part of wealth management • Innovative strategies with new asset classes • Private equity and its flow of funds • Islamic wealth management <i>Roger Groebli, Head of Equity Research Asia, ABN AMRO Private Bank</i> <i>Guy Hedley, Head of Private Bank, Macquarie Bank</i> <i>Nigel Hanbury, CEO, Hampden Private Capital</i>
1230-1400	Luncheon Briefing: The Future Landscape of Private Banking <i>Mark Daniell, Conference Co-Chairperson, Director Emeritus, Bain & Company</i>

Day 2, Thursday, 14 September 2006, Post-Conference Briefings

Time	Topic	
1400 – 1530	Alternative Investment Strategies: New Asset classes from Private Equity to Real Estate	Family Office Models & Strategies <i>Patrick Wild, Global Head of Private Banking, VP Bank</i>
1530 – 1600	Tea/Coffee Break	
1600 – 1730	Staff Recruitment and Retention: Creating a Home-Grown Workforce <i>Kees Stoute, CEO, Fortis Wealth Management</i>	Understanding Current and Emerging Trust Laws Across Jurisdictions <i>David Chong, Chairman, Portcullis TrustNet</i>