Swiss Banking

PWMA
Private Wealth Management Association

Virtual Hong Kong – Swiss Financial Seminar 2022

21 January 2022

09.00 – 10.15 Swiss Time
16.00 – 17.15 HK Time

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AGENDA

Time	Event
09.00 Swiss Time **(16.00 HK Time)** *(10min)*	Welcome remarks by: Mr. **Marcel Rohner**, Chairman of the Swiss Bankers Association Mrs. **Amy Lo**, Chairman of the Executive Committee of the PWMA
09.10 Swiss Time **(16.10 HK Time)** *(15min)*	Keynote Address 1: • Taking Switzerland's Traditional Leadership in Wealth Management into the Future: Sustainable Finance and Fintech Innovation Mr. **Stefan Flückiger**, Deputy State Secretary for International Finance (SIF)
09.25 Swiss Time **(16.25 HK Time)** *(15min)*	Keynote Address 2: • Hong Kong's role as an asset and wealth management hub and its work in green finance Discuss policies the HKMA has undertaken to promote Hong Kong's role as an asset and wealth management hub, as well as its efforts to promote green finance and ESG. Mr. **Edmond Lau**, JP, Deputy Chief Executive of the Hong Kong Monetary Authority (HKMA)
09.40 Swiss Time **(16.40 HK Time)** *(30min)*	**The Evolving Needs of the Family Office** Family offices have undergone enormous development in the last ten years - and they play a significant economic role thanks to their investments. Switzerland takes up a prominent position in this segment in Europe. What do family offices, including the established ones and the many emerging to manage new wealth in Asia, seek from private wealth managers and how is it changing? How should private wealth managers respond? How have the needs developed or are they changing? What are the similarities and differences between the two markets? Panelists: Mr. **Jason Hobday**, Senior Family Governance Advisor at Pictet Wealth Management, Banque Pictet & Cie SA Mr. **Harald Reczek**, Head of Investment Solutions and member of Executive Committee, EFG Bank SA

	Mr. **Mike Cheung**, Managing Director and Head of Goldman Sachs Family Office in Private Wealth Management for Asia Pacific, Goldman Sachs Ms. **Alison Law**, Head of Private Banking and Trust Services, Hang Seng Bank Limited Moderator: Mr. **Thomas Rühl**, Head of Research Swiss Bankers Association (SBA)
10.10 Swiss Time **(17.10 HK Time)** *(5min)*	Q & A
10.15 Swiss Time **(17.15 HK Time)** *(5min)*	Closing remarks and conclusion of seminar

Guest speakers

Marcel Rohner

Chairman, Swiss Bankers Association
Vice-Chairman of the Board of Directors, Union Bancaire Privée, UBP SA, Geneva

Marcel Rohner has worked in the financial sector for 30 years. He has a degree in economics and a doctorate in econometrics from the University of Zurich. Marcel Rohner began his career in 1993 at Swiss Bank Corporation. From 1998 to 2009, he held various management functions at UBS AG, the last of these being Group Chief Executive Officer.

He has been a member of the Board of Directors of Union Bancaire Privée (UBP SA) in Geneva since 2010 and its Vice-Chairman since 2016. From 2018 to 2021, he was also Chairman of the Association of Swiss Asset and Wealth Management Banks (VAV). Alongside his role at UBP, Marcel Rohner currently sits on or chairs a number of other companies' boards.

He joined the Swiss Bankers Association's Board of Directors in 2018 and became its Chairman in September 2021. He also became Vice-Chairman of Economiesuisse in 2021.

Amy Lo

Chairman, Executive Committee, Private Wealth Management Association
Head and Chief Executive, UBS Hong Kong Branch
Co-Head Wealth Management Asia Pacific, UBS Global Wealth Management
Group Managing Director, UBS

Amy Lo is Co-Head of Wealth Management Asia Pacific, Head and Chief Executive of UBS Hong Kong, and a Group Managing Director at UBS.

Actively involved in the development of the private banking industry in Hong Kong, Amy chairs the Executive Committee of the Hong Kong Private Wealth Management Association (PWMA). PWMA is an industry association whose mission is to foster the growth and development of the private wealth management industry in Hong Kong.

She is also a Board Member of the Hong Kong Financial Services Development Council (FSDC), a member of the Banking Industry Training Advisory Committee of the Hong Kong Education Bureau, and a member of the Exchange Fund Advisory Committee Financial Infrastructure Sub-Committee of Hong Kong Monetary Authority.

Amy has over 30 years of experience in the private banking industry. Since joining UBS in 1995, she has held a number of senior management positions including Regional Head of UHNW in Asia. Today, the UHNW business is the leading wealth manager for UHNW individuals in the region.

A passionate supporter of youth education and technological innovation in Greater China, Amy is a member of The Court and the MBA Advisory Board at The University of Hong Kong, and a member of the Advisory Committee of the Department of Social Work at The Chinese University of Hong Kong. She is also a Board Member of the UBS Optimus Foundation, the independent grant-making foundation that helps UBS clients improve the education and welfare of children globally.

In recognition of her contribution to the wealth management industry, Amy was named Private Banker of the Year in the Asian Private Banker Awards for Distinction 2020. She also received the Executive Award at the DHL/SCMP Business Awards 2018 for her efforts in building UBS as a corporate citizen in Hong Kong. She was also named by a top-tier Chinese media, China Business News, as one of the "Hong Kong Top 20 in the next 20 years" for her contribution to innovation developments in 2017.

Stefan Flückiger

Deputy State Secretary for International Finance (SIF)

Deputy State Secretary for International Finance, at the Federal Department of Finance of Switzerland, since April 2020. He heads the Planning and Strategy Division and acts as Switzerland's Finance Deputy to the G20.

Stefan Flückiger entered the diplomatic service of the Federal Department of Foreign Affairs in 1989. He was posted to Zimbabwe and Berlin, and served first as deputy head of mission and then as ambassador at the Swiss Delegation to the OECD in Paris from 2006-2014. Between diplomatic posts he worked as a World Bank staff in Haiti and at the Swiss Think Tank Avenir Suisse. Before taking up his current post Stefan Flückiger was head of the Special Foreign Economic Services in the State Secretariat for Economic Affairs in Switzerland, directing a team of negotiators for bilateral and multilateral trade and investment agreements for Switzerland. Stefan Flückiger is a Swiss national and holds degrees from the universities of Zurich and Yale.

Edmond Lau, JP

Deputy Chief Executive, Hong Kong Monetary Authority (HKMA)

Mr Edmond Lau is responsible for external affairs, monetary management and research. He holds a Bachelor of Social Sciences degree in Economics and a Master of Social Work degree from the University of Hong Kong. Mr Lau joined the Hong Kong Government as an Administrative Officer in 1986. He joined the HKMA in 1997 as Division Head (Banking Development) and had been involved in banking reform and the establishment of the Deposit Protection Scheme. He also served as the Administrative Assistant to the Chief Executive of the HKMA in 2004 after a one-year secondment to the Financial Services and the Treasury Bureau. Mr Lau was promoted as Executive Director (Strategy and Risk) in 2005. He assumed the post of Executive Director (Monetary Management) from 2007 to 2013 when he resigned from the HKMA to pursue further study and, thereafter, take up a leadership role in an NGO. Mr Lau joined HKMC Annuity Limited as Chief Executive Officer in 2017, and has been on secondment to the HKMA since 1 October 2019. He was appointed as a Deputy Chief Executive of the HKMA on 1 April 2021.

Jason Hobday

Senior Advisor of Family Advisory at Pictet Wealth Management

Jason has spent his career either working for or advising wealthy multigenerational families. First as a lawyer, then family officer and now as advisor he has helped them address the complex challenge of preserving and growing their family wealth and legacy across generations.

Jason believes that family wealth that is guided by values and purpose can make an extraordinary contribution to a sustainable future and that Pictet is an ideal partner to such wealth.

Before joining Pictet, Jason worked at UBS as a senior advisor to their largest and most complex family clients on the topics of family governance and family office. During this time he was the lead author of the UBS Cambridge Family Office Compass Built for Generations.

Prior to UBS Jason worked for a multi-billion South African family group where he led their London based family office and served on the group board.

Jason received a BA LLB from the University of Witwatersrand a is an admitted attorney of the High Court of South Africa.

Harald Reczek

Head of Investment Solutions and member of Executive Committee, EFG Bank SA

Harald Reczek is Head of Investment Solutions and a member of the Executive Committee since 01 May 2021. He joined EFG in 2020 as Deputy Head of Investment Solutions and Global Head of Distribution.

Previously, he served as Head of Distribution EMEA and later as Deputy Head Asset Management for Switzerland and the EMEA region at Credit Suisse. Prior to that, he was Co-CEO at Deutsche Asset Management Switzerland from 2013 to 2015 and before served as CEO and Country Head Switzerland, Italy, Austria & CEE at DWS Schweiz since 2006.

Harald Reczek is an Austrian citizen and was born in 1969. He holds a Master of Business Administration in International Economics and Business Studies from the Leopold-Franzens University of Innsbruck.

Mike Cheung

Managing Director and Head of Goldman Sachs Family Office in Private Wealth Management for Asia Pacific, Goldman Sachs

Mike is Managing Director and the Head of Goldman Sachs Family Office team in Private Wealth Management for Asia Pacific. He joined Goldman Sachs in 2016 and is responsible for the firm's wealth advisory and family office services for high net worth clients in Asia, and will be leading the firm's efforts to develop customized wealth planning solutions for clients. Prior to joining Goldman Sachs, Mr. Cheung held a similar position at J.P. Morgan Private Bank, covering high net worth clients across multiple Asian jurisdictions. In addition, Mr. Cheung came from an accounting and tax background and he has held various regional financial analysis positions in J.P. Morgan and Citi. He holds a Bachelor's Degree in Accounting and Finance from London Metropolitan University and a diploma in International Trust Management awarded by STEP with The University of Manchester Business School. He is a full member of the Society of Trust and Estate Practitioners (STEP).

Alison Law

Head of Private Banking and Trust Services, Hang Seng Bank Limited

Alison has over 20 years of experience in the financial industry, she joined Hang Seng Bank in 2021 as the Head of Private Banking and Trust Services. She is responsible for overseeing the Bank's private banking and trust services business and providing legacy planning, wealth management services and advice to meet the diverse needs of high-net-worth customers.

Prior to joining Hang Seng Bank, Alison worked and held various managerial positions in HSBC in Asia and Hong Kong, for insurance and wealth management in the area of strategy, product development and distribution. Alison studied in The Chinese University of Hong Kong and holds a bachelor degree in Philosophy.

Thomas Rühl

Head of Research, Swiss Bankers Association (SBA)

In 2005, Thomas Ruehl joined Credit Suisse as an economist working in the Economic Research department. From 2010 he held various management positions within Credit Suisse Research as well as various other bodies of the bank. On top of economic analyses, he managed strategy projects for the Swiss unit of Credit Suisse and contributed as a speaker and moderator to the public perception of the bank towards clients, media and government representatives. He also acquired and lead a number of consulting mandates for Swiss government entities, turning economic insights into actionable advice.

In 2017 he joined BAK Economics and built up a new unit, providing economic and strategic consulting for enterprise clients. On a free-lance basis, he moderated various events for corporations and networking organisations. Since 2019 Thomas Ruehl has been head sector analyses & expert studies at Swiss Bankers Association (SBA) where he is responsible for the content creation on the association's priority topics such as economic and monetary policy, sustainable finance and digital transformation.

Thomas Ruehl holds a M.A. in Economics from the University of Zurich and an Executive MBA from IMD.

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