

Registration and refreshments

08:30 - 09:00

Chair's Opening Address

09:00 - 09:05

Entering Europe: The Compliance and Regulatory Landscape

09:05 - 09:55

Opening address by *Martin Schenck*. Panel discussion to follow:

- Update on the evolving regulatory frameworks for distribution between Asia and Europe; mutual recognition
- Key European regulatory developments
 - Review of UCITS & AIFMD
 - Latest updates from the European Securities Markets Authority (ESMA)
- PRIIPs, CMU – Where do we stand?
- What's happening with the European Supervisory Authorities (ESA) review?
 - The impact of potential increased centralisation and harmonisation of investment funds

Participants

Martin Schenck - Chief Executive, International Capital Market Association (ICMA)

Evolving Fund Flows and Sales Trends in Europe

09:55 - 10:40

- Developing fund flows; understanding the current trends in Europe
 - Trending asset classes, domiciliation trends
- Evolving European investor demands
 - Investor appetite in sustainable investing; ESG investment opportunities; what are European fund selectors looking for?
 - Fee sensitivity; jurisdictional variations
- What are proving to be the best strategies for Asia asset managers entering Europe?

Participants

Moderator: Christopher Shen - Founder & Managing partner, West 22nd Capital Advisers

Ken Wong, Eastspring Investments

Networking break and refreshments

10:40 - 11:10

The Changing Face of Distribution in Europe: Challenges and Opportunities

11:10 - 12:10

- The cross-border distribution landscape across Europe; changing market dynamics
 - Increased industry restructuring; impact on distribution
 - The proposed strengthening of European Supervisory Authorities and increased power for ESMA; impact on the industry in Europe
 - The European Commission's proposal to reduce barriers to cross-border distribution / ESMA's attempt to increase harmony in the region vs. the efforts of individual jurisdictions to increase barriers
- Impact of MiFID II post-implementation
 - Impact on asset managers, sub-advisory
 - Are regulatory goals being achieved?
- Distribution in Europe post-Brexit; current roadmap
 - Domiciliation issues; service provider selection
 - Overall impact for Asia-based asset managers

Participants

Caroline Higgins - Senior VP, Northern Trust

Arne Zeidler - Managing Director, Zeidler Legal Services

Successfully Launching in Europe for Asia-based Managers

12:10 - 13:00

- Choosing the right products, strategies and domiciles in Europe
 - Where should Asia managers set up?
 - Pros and cons of various domiciles
 - Pros and cons of different set-up strategies, e.g. partnering with Europe asset managers, direct contracting
- Distribution of UCITS and AIFs
 - Regulatory requirements and approvals needed
 - Fund types and their different launching, cost, staffing and counter-party requirements, AML and KYC considerations
- The best fund marketing strategies for Europe
 - Differentiating your offering, securing your distribution network

Participants

Harold Kim - CEO & Founder, NeoRisk Investment Advisors

Ken Hui - Chief Operating Officer, Fullgoal Asset Management (HK) Ltd.

Networking Lunch

13:00 - 14:00

Brexit: Where Are We Now?

14:00 - 14:50

- Brexit planning; industry movements to date
 - Where do various market participants stand? How have various national regulators responded to memorandums of understanding?
 - Asset managers forming pan-European operating models; broader impact
- ESMA's approach to delegated duties; impact on asset managers
- Post-Brexit dynamics; opportunities for non-European managers in various domiciles

Participants

Moderator: Stewart Aldcroft - Managing Director, Citi Markets & Securities Services

The Growth of Passive Investing and ETFs in Europe

14:50 - 15:40

- How will ETFs continue to disrupt the asset management industry?
 - The current state of passive investing in Europe
 - The development and adoption of the ETF structure so far
- Managing the passive trend; key challenges and opportunities
 - Meeting evolving investor demands
 - Achieving transparency requirements
- Outlook for the ETF industry in Europe

Participants

Patrick Wong - Head of China Sales and Business Development, HSBC Securities Services

Tim Harvey - CEO, NTree International Ltd.

Value-Creation through ESG: Beyond Risk Mitigation

15:40 - 16:30

How is the ESG and sustainable investment movement developing in Europe?

- Changing investor attitudes and asset managers' responses
 - Different interpretations and terminology within the ESG movement; different clients' perspectives, different jurisdictions' perceptions and actions
- Key industry developments and initiatives; which jurisdictions are progressing the most?
- Going beyond risk mitigation; how can ESG investing generate superior returns?
- The business case for sustainable investment

Closing refreshments and networking

16:30 - 17:00

SCHEDULE

ACCESSING EUROPE FOR ASIA MANAGERS 2019 - 27/02/2019

Accessing Europe for Asia Managers 2019

Wednesday 27 February

Central

Hong Kong

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16:00	16:30 - Closing refreshments and networking