

4th annual Cross-Border Distribution Conference
2 March 2016
European Convention Center Luxembourg, 4, Place de L'Europe, L-1499 Luxembourg

| Time Frame | Subject | High level description | Speakers |
|---------------|---|---|---|
| 08:00 – 08:30 | Registration and welcome coffee | | |
| 08:30 – 08:40 | Welcome & opening remarks by the hosts | | Lou Kiesch (Partner, Deloitte Luxembourg) Jacques Elvinger (Partner, Elvinger Hoss Prussen) |
| 08:40 – 09:10 | Is the New Normal past its "Sell-By" Date? | | Larry Hatheway (Group Chief Economist, GAM London Limited) |
| 09:10 – 10:00 | Cross-border distribution in the context of systemic risk | <ul style="list-style-type: none"> Which fund structures mitigate against systemic risk? Is increased cross-border distribution the answer? AIFM and UCITS – examples of a successful response to the risk challenge? Stimulating investment flows to counter market momentum Proactive or reactive - what responsibility does the asset management industry need to take due to concern over systemic risks? | Moderated by Jean-Pierre Zigrand (Director, Systemic Risk Centre at London School of Economics and Political Science) Joanna Cound (Managing Director, Blackrock) Federico Cupelli (Senior Regulatory Policy Advisor at EFAMA (European Fund and Asset Management Association)) Sven Kasper (Senior Vice President, EMEA Director of Regulatory, Industry and Government, State Street Bank and Trust (UK)) Natasha Cazenave (Deputy Head of the Policy and International Affairs Directorate, AMF France) |
| 10:00 – 10:30 | Can the market deliver on investors' expectations? | | Amin Rajan (Chief Executive Officer, CREATE-Research) |
| 10:30 – 11:00 | Coffee Break (Foyer 1) | | |
| 11:00 – 11:45 | Drivers for cross-border investor preference | <ul style="list-style-type: none"> Is it time for asset managers to see themselves as a solution rather than a product provider to investors? How can asset managers work to rebuild trust with investors over fees? Active vs. passive – how important are costs vs. returns? The rise of ETF's – do they solve all the problems? | Moderated by Yuri Bender (Editor in Chief, Professional Wealth Management, FT Group) Paola Mungo (General Manager, Board Member, Member of the Executive Committee, Azimut Holding Spa) Andy Lewis (European Head of Legal and Compliance, Vanguard Asset Management, Ltd) Jonathan Hughes-Morgan (Co-Head of International Sales, Liontrust) Fabrice Chemoury (Executive Vice President - Global Head of Institutional Sales, Natixis Global Asset Management – International Distribution) |
| 11:45 – 12:30 | Investor perspectives on asset management, CMU and cross-border investing | <ul style="list-style-type: none"> Current challenges in cross-border investing to meet long-term liabilities What will the role of asset owners be in driving the success of the CMU? Opportunities from and limitations of the proposed "European Pension Plan" Gauging institutional investor appetite for ELTIFs | Moderated by Amin Rajan (Chief Executive Officer, CREATE-Research) Matti Leppälä (Secretary General and Chief Executive Officer, PensionsEurope) Pascal Duval (Chief Executive Officer, EMEA at Russell Investments) Jean-Marc Goy (Counsel for International Affairs, Commission de Surveillance du Secteur Financier) |
| 12:30 – 13:00 | What is the outlook for the fund distribution in Asia – is it time for a new direction? | | Moderated by Yuri Bender (Editor in Chief, Professional Wealth Management, FT Group) Sebastien Chaker (Managing Director Asia, Calastone) Michael Tsang (Senior Vice President and Head of Relationship Management & Sales for Hong Kong, Brown Brothers Harriman) |
| 13:00 – 14:20 | Lunch (Foyer 1) | | |
| 14:20 – 14:50 | Capital Market Union: toward a better integrated and single market | | Niall Bohan (Head of Capital Markets Union Unit, DG FISMA, European Commission) |
| 14:50 – 15:20 | MiFID II Review: from theory to practice | MiFID II will change the way financial markets work in Europe fundamentally. To be ready for the challenges ahead, market participants need a sound implementation strategy. | Markus Ferber (Member of the European Parliament and First Vice-Chair of Committee on Economic and Monetary Affairs) |
| 15:20 – 16:20 | MiFID II: balancing market change with regulatory development | <ul style="list-style-type: none"> What will MiFID II mean for asset managers reliant on third party business? Calculating the costs of MiFID II implementation – potential implications for product and pricing in the long-term What are the risks of gold plating under MiFID II? How are national regulators likely to interpret the provisions? The ongoing challenge - implementing change on a moving target | Magnus Lekander (General Counsel, East Capital) Peter Grimmert (Head of Fund Regulatory Development, The M&G Group) Noel Fessey (Global Head of Fund Services, Schroders Luxembourg) |
| | Managing operational risk and due diligence in today's cross-border distribution market | <ul style="list-style-type: none"> Do opportunities for cost saving exist within the current fund distribution supply chain? What is the potential for collaboration and synergies within the transaction structure? Fund registration in multiple jurisdictions – what are the current challenges? Meeting increasingly complex regulatory reporting requirements Conducting effective due diligence – ensuring objectivity and independence | Graham Goodhew (Director and Conducting Officer, J.P. Morgan Asset Management) Revel Wood (Chief Executive Officer, FundRock Management Company S.A.) Stéphane Janin (Head of Global Regulatory Development, AXA Investment Managers) |
| | Innovative models for platform distribution – experiences from Italy & Spain | <ul style="list-style-type: none"> What new approaches are being taken in markets in business-to-business platforms and business-to-consumer platforms? The rise of robo-advisors – how is the market responding? Investor appetite for open/guided vs. close architecture Pros and cons of captive fund managers and third party distribution | Moderated by Sergio Venti (Director, Deloitte Luxembourg) Jaime Pérez-Maura (Global Head of Development, Allfunds Bank) Gabriele Miodini (Head of Sales & Client Management, Eurizon Capital S.A.) Ramón Pereira (Director General, Franklin Templeton Investments Spain) |
| 16:20 – 17:20 | MiFID II: balancing market change with regulatory development | <ul style="list-style-type: none"> What will MiFID II mean for asset managers reliant on third party business? Calculating the costs of MiFID II implementation – potential implications for product and pricing in the long-term What are the risks of gold plating under MiFID II? How are national regulators likely to interpret the provisions? The ongoing challenge - implementing change on a moving target | Magnus Lekander (General Counsel, East Capital) Peter Grimmert (Head of Fund Regulatory Development, The M&G Group) Noel Fessey (Global Head of Fund Services, Schroders Luxembourg) |
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| 17:20 | Cocktail (Foyer 1) | | |

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