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9th Annual Cross-Border Distribution Conference

9th February 2021

Virtual Event, Timings CET

Agenda

- 08:15 – 08:30 **Welcome & opening remarks by the Hosts and Chairman**
Yuri Bender, Editor in Chief, Professional Wealth Management, *Financial Times*
Lou Kiesch, Partner, *Deloitte Luxembourg*
Jacques Elvinger, Partner, *Elvinger Hoss Prussen*
- 08:35 – 09:25 **Panel Discussion: Navigating fund distribution in Asia**
Where are the opportunities across Asia and how have international fund managers responded to date?
How can Luxembourg build on the strong relationship with Asia to leverage its expertise to gain access to the potential of this market?
How has the crisis transformed the distribution landscape in Asia?
How can European managers and distributors capitalise on Asia's fund industry in a digital technology boom?
To what extent does the Greater Bay Wealth Initiative present an opportunity for Luxembourg's asset management industry?
- Stewart Aldcroft**, Senior Advisor & MD, *Citi Markets & Securities Services*
Eric Bruce, Client Director APAC & China, *Aberdeen Standard Investments*
Amy Cho, CEO, Hong Kong & Head of Intermediary, Asia Pacific, *Schroders*
Vivek Kudva, Head of APAC Distribution, *Franklin Templeton*
Moderator: Yuri Bender, Editor in Chief, *Professional Wealth Management, Financial Times*
- 09:35 – 10:00 **Keynote Interview: The regulators view of developments in cross border fund distribution**
Ugo Bassi, Directorate-General for Financial Stability, Financial Services and Capital Markets Union, *European Commission*
In conversation with Matthew Vincent, Regulation correspondent, *Financial Times*
- 10:05 – 10:30 **Keynote Interview: Successfully capital raising post Covid-19?**
Michael Phillips, Managing Partner, *Castik Capital*
In conversation with Lou Kiesch, Partner, *Deloitte Luxembourg*

- 10:35 – 11:25 **Panel Discussion: Has the game changed for cross border fund distribution**
 MiFID II and the inducements rule review – how should you manage and what are the implications for the industry?
 How are fees and commissions breaking down barriers? What are the implications for fund distribution?
 The impact of Covid-19 on fund distribution across Europe
 An overview of cross-border regulations post Covid-19
 Regulation and value for money – opinions and challenges and implications of a hard Brexit
- Gina Miller**, Founding Partner, *SCM Direct*
Evert Van Walsum, Head of Investors and Issuers Department, *European Securities and Markets Authority (ESMA)*
Marco Zwick, Director, *Commission de Surveillance du Secteur Financier (CSSF)*
Moderator: Matthew Vincent, Regulation correspondent, *Financial Times*
- 11:35 – 12:00 **Keynote Interview: The role of private equity fund managers in shaping economic recovery across the globe**
Lord Jim O'Neill, Chair, *Chatham House*
In conversation with Yuri Bender, Editor in Chief, *Professional Wealth Management, Financial Times*
- 12:05 – 12:55 **Panel Discussion: Active and passive fund due diligence – Evolving and now more critical than ever?**
 Best practice due diligence in fund and manager selection – how has it changed in the past year?
 Has the international settlement model for ETFs lived up to its promised benefits?
 The Woodford scandal – could and should it have been picked up in fund selector due diligence? What are the lessons learned for investors?
 Developments in due diligence measures for distributors
 How can technology transform due diligence for active and passive fund investors?
- Daniel Hunt**, *Managing Director, Morgan Stanley Wealth Management*
Axel Lomholt, Head of ETFs, *Vanguard*
Kelly Prior, Investment Manager, *BMO Global Asset Management*
Moderator: Jackie Noblett, Senior Reporter, *Ignites*
- 13:05 – 13:55 **Panel Discussion: Bonds – the new equities?**
 Navigating the bond market in a period of crisis management
 Why are/ were bonds perceived to be the new equities?
 The extraordinary response of central banks to Covid-19 and opportunity for the bond market and investors
 After the volatility of equities at the start of the lockdown, are bonds back as a long-term asset class?
 Is now the right time to trade bonds opportunistically, to complement equities and other alpha-generating assets?
- James Bevan**, Chief Investment Officer, *CCLA*
Zeynep Ozturk, Head of Fixed Income EMEA, *Citi Private Bank*
David Roberts, Head of Global Fixed Income, *Liontrust*
Moderator: Katie Martin, Markets Editor, *Financial Times*

- 14:05 – 14:30 **Interview: Beating the index – Who are the biggest sellers and why?**
 This session will reveal the biggest successes in European fund management. The biggest sellers from the last year/the last three years/the last five years/ten years and see if those funds made any money/beat the index. What they are doing differently and what impact branding has in fund success will also be discussed.
- Shelly Antoniewicz**, Senior Director, Industry and Financial Analysis *Investment Company Institute*
Chris Chancellor, Senior Director, Global Insights, *Broadridge Analytics Solutions*
In conversation with Dervedia Thomas, Associate Editor, *FundFire, Financial Times*
- 14:35 – 15:00 **Keynote Interview: The case for investing in Japan**
Kathryn Koch, Co-head of the Fundamental Equity Business, *Goldman Sachs Asset Management*
In conversation with Katie Martin, Markets Editor, *Financial Times*
- 15:05 – 15:40 **Keynote Interview**
Jo Johnson, Politician, Author and Journalist
In conversation with Katie Martin, Markets Editor, *Financial Times*
- 15:45 – 16:00 **Panel Framer Interview: The future of ESG investing**
Jessica Ground, Global Head of ESG, *Capital Group*
In conversation with Elisa Trovato, Deputy Editor, *Professional Wealth Management, Financial Times*
- 16:05 – 16:55 **Panel Discussion: Has 2020 been a turning point for ESG: How is the asset management industry building back better?**
 ESG - what does it now mean for different issuers and owners?
 As 'S' overtakes 'E' and 'G' as an investor priority, how can you successfully measure the impact of S? Is measuring outcomes the answer?
 The rise of ESG in ETF funds – will you need to convert funds to check different indices if metrics change?
 The impact of recent regulatory reforms on how you incorporate sustainability preferences for European investors
 ESG is seemingly a beneficiary of Covid-19 – where are investors priorities?
- Hortense Bioy**, Director, Sustainability Research, EMEA, APAC, *Morningstar*
Jessica Ground, Global Head of ESG, *Capital Group*
Andrew Jamieson, Global Head of ETF Product, *Citi Group*
Charlotte Thorne, Partner, *Capital Generation Partners*
Moderator: Elisa Trovato, Deputy Editor, *Professional Wealth Management, Financial Times*
- 17:05 – 17:30 **Keynote Interview: Diversity in the investment industry – next steps**
 As diversity and racial justice issues continue to make headlines, following the devastating events in the US, how is the funds industry responding? How can it adapt and support the drive for greater equity via its own operations and through ESG investing?
- Shola Mos-Shogbamimu**, *New York Attorney and Solicitor of England & Wales*
Georgina Philippou, Chief Operating Officer, *FCA*
Moderator: Yuri Bender, Editor in Chief, *Professional Wealth Management, Financial Times*

17:35 – 18:25

Panel Discussion: Where does the digitalisation of asset management go from here?

The expansion of data warehousing in Luxemburg and opportunities for the asset management industry

How are asset managers evolving in terms of AI and digital to meet the motivations of millennial investors?

Has Covid-19 driven greater and permanent adoption of digital technology in the asset management industry?

What reforms are required for digital distribution, to make this acceleration sustainable and feasible in the future?

What are the next steps for digitalisation in the industry and what do you see being the biggest challenges?

Sharmil Patwa, Founder, *Opus Una*

Sharmila Whelan, Deputy Chief Economist, *Aletheia Capital*

Nasir Zubairi, CEO, *The Luxembourg House of Financial Technology (LHoFT)*

Moderator: Yuri Bender, Editor in Chief, *Professional Wealth Management, Financial Times*

18:35 – 19:25

Leaders Panel: The future – looking to asset management in 2025

The continued disintermediation of investment managers and effects of and impact on fee pressures and profitability in the next few years

How will M&A change the industry by 2025?

The human factor: Diversity and inclusion – what will the workforce of the future look like?

Post Covid-19- where do you believe the asset management industry will be in 2025?

What role will social media have in the industry in 2025?

Automation – where will the asset management industry be in 2025?

What's next in terms of innovation in the industry?

Ylva Baeckstrom, Lecturer in Finance, *King's College London*

David Blumer, Chairman, *FE fundinfo*

Yvonne Connolly, CEO Ireland, *Carne Group*

Bill Street, Group Chief Investment Officer, *Quintet Private Bank*

Moderator: Dervedia Thomas, Associate Editor, *FundFire, Financial Times*

19:35 – 20:25

Panel Discussion: Brexit and the US elections and implications for international trading patterns

How has Brexit altered the pattern and level of distribution of funds from the EU into the UK? To what extent will there be an impact on Luxembourg and the rest of Europe?

How can Luxembourg funds industry promote themselves to maximise interest from the UK and US and beyond?

The US election and potential impact on the industry globally. How do the US and Asia see trading relationships changing?

UCITS and AIFMD post Brexit, including marketing in the EU, dual employment and secondments

What will global regulatory developments mean for the international trading patterns and fund distribution going forward?

Distribution to Latin America – trends and opportunity

Casey Mace, Chargé d'Affaires, *U.S. Embassy in Luxembourg*

John Marshall, British Ambassador to Luxembourg, *British Government*

Jervis Smith, Country Managing Director, Luxembourg, *Vistra*
Natalie Westerbarkey, Director & Head of EU Public Policy, *Fidelity International*
Moderator: Luc Frieden, Partner, *Elvinger Hoss Prussen*

20:30 – 20:40

Chairs Closing Remarks and Close of Conference

Yuri Bender, Editor in Chief, *Professional Wealth Management, Financial Times*
Jacques Elvinger, Partner, *Elvinger Hoss Prussen*