



7th Annual Cross-Border Distribution Conference

Navigating change and capturing opportunity

12th February 2019
European Convention Centre Luxembourg

Agenda

08:30 – 09:00 **Registration and welcome coffee**

09:00 – 09:10 **Welcome & opening remarks by the Hosts and Chairman**

Lou Kiesch, Partner, Deloitte Luxembourg

Jacques Elvinger, Partner, Elvinger Hoss Prussen

Yuri Bender, Editor-in-Chief, *Professional Wealth Management (PWM)*, *Financial Times*

09:10 – 09:40 **Keynote Address**

John Emerson, Former US Ambassador to Germany, Global Relationship Manager & Vice Chairman, *Capital Group International*

Introduced by: Yuri Bender, Editor-in-Chief, *Professional Wealth Management (PWM)*, *Financial Times*

09:40 – 10:00 **EU Commission: Towards A More Competitive Landscape For Cross-Border Funds Distribution**

This session will provide detailed updates and priorities from the EU Commission on the implementation of key policy actions focused on investment funds, sharing the latest on the negotiations around cross border distribution legislation as well as developments regarding the regulatory environment on sustainable finance.

Ulf Linder, Deputy Head of the Asset Management Unit, DG FISMA, *EU Commission*

Introduced by Baptiste Aboulian, Group Editor, Ignites Europe and Ignites Asia, *Financial Times*

10:00 – 10:40 **Panel: Planning Ahead for Regulatory Priorities and Change**

2019 will bring a new EU Parliament and Commission, and Brexit. How are these developments likely to impact the priorities and plans of policy makers in the next period? Are changes on the way, and if so what will this mean in practice?

- Taking a step back – what regulatory measures have worked and what haven't?
- What should regulators focus on in the next five years, taking into account political, demographic and risk developments?
- Is there a need for a global framework in fund regulation?
- Regulatory disruption – a positive or negative agent of change in the industry?

Vincent Ingham, Director, Regulatory Policy, *EFAMA*

Sheila Nicoll, Head of Public Policy, *Schroders*
Giles Swan, Director Global Funds Policy, *ICI Global*
Sally Wong, Chief Executive Officer, *Hong Kong Investment Funds Association*

Moderator: Baptiste Aboulian, Group Editor, *Ignites Europe and Ignites Asia*,
Financial Times

10:40 – 11:10 Coffee break

11:10 – 11:40 **Keynote:**

Verena Ross, Executive Director, *European Securities and Markets Authority*

Introduced by: Yuri Bender, Editor-in-Chief, *Professional Wealth Management (PWM)*, *Financial Times*

11:40 – 12:10 **Outlook for Fund Distribution in Asia**

Paul Ellis, Global Head of Regulatory Product Management, *HSBC Securities Services*

Sally Wong, Chief Executive Officer, *Hong Kong Investment Funds Association*

Moderator: Mark Evans, Independent Consultant, Funds Expert

12:10 – 12:50 **Leaders Discussion: Seizing opportunities for a New Decade of Asset Management**

With the global economy in recovery after a decade of crisis, the asset management industry can look to the future, using innovation in products and services to capture opportunity. What will differentiate the leaders from the laggards in the new world order, increasingly influenced by changing political dynamics, rising rates, fee-conscious millennial investors, and a growing focus on sustainability?

- How is the universe of investment products and strategies likely to develop further, evolving in areas including ESG, impact investing, factor investing, private equity and beyond?
- Will the shift from active to passive continue, or will the trend balance or reverse?
- Which regions and markets offer the greatest potential for growth in the next 5 to 10 years?
- How can digital innovation be successfully employed to build market share and meet changing investor preferences?
- What is next for fees as profits come under pressure and investors demand more?

Fiona Frick, Group CEO, *Unigestion*

Amanda Ruch, Global Head of Fee Management, *Capital Group*

James Bevan, Chief Investment Officer, *CCLA*

Inès de Dinechin, CEO, *Aviva Investors France*

Moderator: Yuri Bender, Editor-in-Chief, *Professional Wealth Management (PWM)*,
Financial Times

12:50 – 14:00 Lunch

14:00 – 14:35 **GDPR One Year In: Where is Data Protection heading?**

The General Data Protection Regulation (GDPR) came into force on 25 May 2018 in Europe and since Data Protection has become a global topic

- Common grounds and differences between the EU and US
- An outlook on where Data Protection is heading

- Main practical implementation challenges, from gaining consent from clients to hold data to sharing information with third parties

Mary Galligan, Managing Director, Risk and Financial Advisory, *Deloitte & Touche*

Interviewed by: **Georges Wantz**, Director, *Deloitte Luxembourg*

14:35 – 15:20

Discussion: Integrating Gender Diversity Into ESG and the Wider Funds Industry

The business case for investing in women in the workplace and economy has been proven time and time again and now it is filtering through across the asset management sector. What progress has been made to date, and what are the next steps to see real change?

- Who is leading the charge to implement gender diversity in asset management, and why is it important?
- To what extent is demand from institutional investors driving gender diversity into the mainstream?
- How is it being integrated into investment decisions?

Ulrika Hasselgren, Global Head of Sustainability and Impact Investment, *Danske Bank*

Karine Hirn, Partner and Co-founder, *East Capital*

Rick Lacaille, Executive Vice President and Global Chief Investment Officer, *State Street Global Advisors*

Denise Voss, Conducting Officer, *Franklin Templeton International Services*

Moderator: **Baptiste Aboulian**, Group Editor, Ignites Europe and Ignites Asia, *Financial Times*

15:20 – 15:45

Coffee break

15:45 – 16:10

Snapshot: From FinTech to RegTech – game-changers in investment and fund management

Jean Devambe, Global Head of Digital and Acceleration, *BNP Paribas*

Interviewed by: **Baptiste Aboulian**, Group Editor, Ignites Europe and Ignites Asia, *Financial Times*

16:10 – 17:00

Panel: Brexit – Shifting Sands – Which City Will Be Europe's Financial Hub after Brexit?

As the UK prepares for April 2019, and its exit from the EU, what does the future hold for London as a global financial centre? As uncertainty continues, to what extent are major asset management and financial services firms looking to relocate to remain within the EU's single market to retain the benefits of fund passporting, marketing, clearing and more? Will one financial centre emerge, or will financial services be diluted across different locations?

John Marshall, British Ambassador to Luxembourg

Herman van Rompuy, Former Prime Minister of Belgium and President of the European Council

Luc Frieden, Partner, *Elvinger Hoss Prussen*, Former Minister of Finance, Luxembourg

Peter Grimmett, Head of Regulatory Development, *The M&G Group*

Carla Jane Findlay-Dons, Chief Global Regulatory and Market Strategist, *Brown Brothers Harriman*

*Moderator: **Yuri Bender**, Editor-in-Chief, *Professional Wealth Management (PWM)*,
*Financial Times**

17:00 – 17:10 Closing remarks and close of conference
Jacques Elvinger, Partner, *Elvinger Hoss Prussen*

17:10 – 18:30 Cocktail