



Hong Kong Investment Funds Association

7th Annual Conference

Wednesday, December 4th, 2013

Grand Ballroom, JW Marriott Hotel Hong Kong

Capitalizing on Mainland Opportunities

This year's event highlights include:

- How to take the Hong Kong fund industry to the next stage?
- Latest development of the cross-border initiatives - mutual recognition of funds, QFII, RQFII and QDII.
- Review and outlook on RMB-related investment products.
- RMB internationalization - the way forward.
- Opportunities in the Greater China Region.
- Next trend for product innovation.
- How to better cater for the needs of HK and Mainland investors?
- How can MPF and ORSO better capitalize on the economic growth of the region, including China?
- Latest regulatory development in Hong Kong and Mainland.



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Capitalizing on Mainland Opportunities

The Hong Kong fund management industry has enjoyed remarkable growth in 2012 with gross and net retail sales reaching record highs of US\$54.9 billion and US\$14 billion respectively. The strong sales momentum has continued into 2013 as the global economy shows more signs of recovery. In addition, with the accommodating monetary policies undertaken by US, Europe and Japan, global interest rates remain at a very subdued level and there is a general search for yield; and mutual funds have played a very important and efficient platform to provide solutions to meet these needs.

Apart from serving the current market needs, the industry has been witnessing exciting developments that could have major positive ramifications over the medium and long term. In particular the proposed initiative of mutual recognition of fund products between Hong Kong and mainland China, as well as the expansion of RQFII pilot schemes. The mutual recognition initiative can be a major milestone for both the Hong Kong and the Mainland fund industries. This might very well become a key driver for growth and will undoubtedly have strong synergistic effects. Furthermore, the new RQFII pilot scheme, which covers more types of Hong Kong financial institutions and relaxes the investment restrictions, will provide new opportunities to the industry as more fund managers that are registered with the SFC will be able to enter the RQFII space. With the further opening of the mainland capital markets and the further liberalization of capital accounts, we are confident that new opportunities will continue to emerge.

With the pool of international talent and the wealth of experience, the fund industry in Hong Kong is ideally placed to capitalize on the opportunities that arise from all these developments. The HKIFA will continue to stay at the forefront to provide thought leadership and help steer the discussions. We believe that all these developments will enable the Greater China market to take on a new dimension and enjoy exponential growth and further reinforce HK's position as a premier asset management hub.

Against this backdrop, the 7th HKIFA annual conference will be focusing on the theme of "Capitalizing on Mainland Opportunities" through which we hope to provide a very important platform for market participants, policy makers and regulators to interact and have in-depth discussions. The event will be held on December 4th, 2013 (Wednesday) at JW Marriott Hotel from 8:50 a.m. to 5:00 p.m.



Lieven Debruyne
HKIFA Chairman

TIME	PROGRAMME
8:15	Registration
8:50	Welcome Remarks Lieven Debruyne, HKIFA Chairman
9:00	The Hong Kong fund management industry: how to take it to the next stage? Dialogue between Prof. K C Chan, Secretary for Financial Services and the Treasury, The Government of the HKSAR and Lieven Debruyne, HKIFA Chairman
9:45	Keynote Speech: Development of the Mainland fund industry, in particular focusing on cross-border initiatives – such as mutual recognition of funds, QFII, RQFII and QDII Xu Hao, Deputy Director-General, Department of Fund Supervision, China Securities Regulatory Commission
10:15	Keynote Speech: RMB-related investment products Alexa Lam, Deputy Chief Executive Officer, Executive Director - Investment Products, International & China, Securities and Futures Commission, Hong Kong
10:45	Coffee Break
11:15	Panel: Product innovation - what will be the next trend? Moderator: Bonnie Lam, HKIFA Vice Chairman Panelists: <ul style="list-style-type: none"> - Gabriel Gondard, Head of Strategic Product Management, Asia ex-Japan, BlackRock - Showbhik Kalra, Head of Product, Asia Pacific, Schroder Investment Management - Mark Shipman, Partner, Head of the Global Funds and Investment Management Sector, Clifford Chance
12:15	Networking Lunch
1:15	RMB internationalization - the way forward Interviewer: Bill Rosensweig, Partner, Investor Services, Brown Brothers Harriman Interviewee: George Leung, Advisor, Asia Pacific, The Hongkong and Shanghai Banking Corporation Limited
1:45	Panel: How can the fund industry better cater for the needs of investors of HK and Mainland, from distributor's and fund house's perspectives? Moderator: Bruno Lee, HKIFA Executive Committee member and Unit Trust Subcommittee chairman Panelists: <ul style="list-style-type: none"> - Rosita Lee, Head of Investment Products and Advisory Business, Hang Seng Bank Limited - Terry Pan, Managing Director, Head of Hong Kong Business, J.P. Morgan Asset Management - Paul A. Smith, Vice-President & Head of Individual Financial Products, Manulife (International) Limited - Joey Zhang, Managing Director, Wealth Management & International Business, Shanghai Wind Information Co., Ltd
2:45	Coffee Break
3:15	Panel: How can MPF and ORSO better capitalize on the economic growth in the region, including China, both equity and fixed income space? Moderator: Nick Good, HKIFA Executive Committee member Panelists: <ul style="list-style-type: none"> - Francis Chung, Chief Executive Officer, MPF Ratings Limited - Bryan Collins, Portfolio Manager - Fixed Income, Fidelity Worldwide Investment - Darren McShane, Executive Director (Regulation and Policy), Mandatory Provident Fund Schemes Authority - Stuart Winchester, Senior Portfolio Manager, Allianz Global Investors
4:15	Panel: Latest regulatory developments on mutual recognition, Hong Kong funds in company form and Luxembourg's views towards Mainland investments Moderator: Florence Chan, HKIFA Regulatory Subcommittee vice chairman Panelists: <ul style="list-style-type: none"> - Marie-Anne Kong, Partner, Asset Management Industry Group Leader, PwC - Claude Kremer, Partner, Arendt & Medernach - Trevor Lee, Director, Investment Products, Securities and Futures Commission, Hong Kong - Sandra Lu, Partner, Llinks Law Offices
5:00	Closing Remarks Bonnie Lam, HKIFA Vice Chairman

* Please note that the programme and speakers are subject to change.






* Simultaneous interpretation services (Mandarin/English) will be provided

Registration Fee

Members of HKIFA Members of Endorsing Organizations Staff of other Fund Associations	HK\$4,000 per person*
Standard Fee	HK\$5,250 per person*

* The fee includes conference cost, lunch, refreshments and conference documentations.

Registration Methods

	or		or		or	
Mail		Fax		Email		Online
17/F, Chung Hing Comm Bldg (852) 3905-7075 hkifa@plus-concepts.com http://www.plus-concepts.com/hkifa2013 62-63 Connaught Road Central Hong Kong						
Enquiries:  (852) 8203-6091 or email to hkifa@plus-concepts.com						

Registration Form

HKIFA member

Member of the following endorsing organization:

Staff of other fund associations

None of the above

Mr. Ms. Mrs. Dr.

(Please Use BLOCK LETTERS)

Name: _____

Email: _____

Job Title: _____

Department: _____

Company/Organization: _____

Address: _____

Nature of Business: _____

Tel: () _____ Fax: () _____

Mobile: _____

Signature _____ Date _____

Privacy: Personal data are gathered in accordance with the Personal Data (Privacy) Ordinance. The personal data collected may be used for statistical purposes, and for marketing of HKIFA's own events/activities. Also, the delegate list (name, title & company name only and without contact details) will be made available to the event sponsors. Please be rest assured that HKIFA/Plus Concepts will not provide your contact details to any third parties. HKIFA/Plus Concepts will cease to use the personal data for any purposes if you request us to do so and accordingly the personal data will be erased and/or destroyed.

- Please check this box if you do NOT want your personal data to be used by HKIFA for marketing of its own events/activities.
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Event Organizer

This event is organized by the Hong Kong Investment Funds Association ("HKIFA"). Plus Concepts has been appointed as the event manager of this Conference to collect payments and handle registrations. For more information, please contact Plus Concepts at (852) 8203-6091.

Accreditations

Securities & Futures Commission Hong Kong	6 CPT Hours*
Mandatory Provident Fund Schemes Authority	1 Core CPD Hour**
The Law Society of Hong Kong	6 CPD Points

*Subject to individual company's compliance approval.

**For the Panel: "How can MPF and ORSO better capitalize on the economic growth in the region, including China, both equity and fixed income space?". According to the MPFA's Guidelines on Continuing Training for Subsidiary Intermediaries, Non-core CPD activities are any continuing training activity which is approved or accepted by an industry regulator (including SFC), the Insurance Agents Registration Board or the relevant insurance broker body for the purpose of maintaining the Type B regulatee status of the subsidiary intermediary. As such, participants also can obtain 5 non-core CPD hours by attending the conference.

For statistical purpose (please tick where appropriate):

- CPD hr - MPFA (If you are an MPF Intermediary, please refer to Appendix 1)
- CPT hrs - SFC
- CPD hrs - Law Society of HK

Payment Methods

Registration is confirmed only upon receipt of full payment. Upon receipt of full payment, Plus Concepts will issue an email confirmation and receipt. Payment can be made by

- (1) **Cheque:** Hong Kong bank cheque payable to **Plus Concepts**
Please include the participant's name on the back of the cheque, and mail it to:
Plus Concepts
17/F, Chung Hing Commercial Building
62-63 Connaught Road Central
Hong Kong
- (2) **By Bank Transfer into Plus Concepts account**
Name of Beneficiary: Plus Concepts
Address: 17/F, Chung Hing Comm Bldg, 62-63 Connaught Road Central, HK
Beneficiary Bank: HSBC (Address: 1 Queen's Road Central, Hong Kong)
Bank Code: 004
Account No.: 400 588083 838
SWIFT Code: HSBC HK HHH KH
Remarks: -Participant's name must be input on the bank transfer form as a reference
-All the local and overseas bank charges should be paid by the participant
- (3) **Credit Card Payment:** Only available through online registration on website www.plus-concepts.com/hkifa2013

Other Information

Venue: Grand Ballroom, JW Marriott Hotel Hong Kong. (Address: One Pacific Place, 88 Queensway, Hong Kong SAR)

Substitutions: You may make substitution at any time before the conference. Please notify us as soon as possible. **Conference fees will not be refunded.**

Rescheduling: The conference will be cancelled if No. 8 typhoon signal or black rainstorm warning is hoisted on the event day. In the event of cancellation due to bad weather, the conference will be rescheduled. Conference fees will not be refunded.

Accommodation, Travel and Other Incidental Expenses: We are NOT responsible for covering accommodation, airfare, other travel or incidental costs incurred by registrations.

Bank Charges and Expenses: Any bank charges and/or expenses incurred as a result of bounced cheques and/or wire transfer will be borne by the participants.

Disclaimer: We reserve the right to alter the contents of this conference and/or the identity of the conference presenters due to circumstances beyond our control.

Incorrect Mailing Information: It is possible that you may receive multiple mailings of this event or incorrect company details on the labels, for which we apologise. If this happens, please let us know so that we can update our database immediately and we hope you will pass the duplicated copies on to your colleagues. If you do not wish to have your name on our mailing list, please let us know and we will remove it from our database accordingly.

Passport & Visa: A visitor must, upon arrival in Hong Kong, present a valid travel document and visa (if a visa is required). For details, please visit the HKSAR government website: www.immd.gov.hk/ehtml/hkvisas_4.htm. You may require a letter from the event host, detailing the nature and duration of your proposed stay in Hong Kong with your visa application. The letter is available on request from hkifa@plus-concepts.com.

Hong Kong Investment Funds Association

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Appendix 1

According to MPFA's measure for monitoring compliance of MPF CPD requirements, course providers need to seek the consent of MPF intermediaries to release their training-related personal data to the MPFA. For details, please refer to the FAQs on Consent to Continuing Professional Development Course Personal Information Transfer on the MPFA website (under Information Centre section). ***If you are an MPF intermediary, please complete the below form and return it to the organizer.***

Consent to Personal Information Transfer and Matching Procedure

I am an MPF individual intermediary, and my MPF Registration No. is: _____

I, _____ (name as shown on HKID/Passport) HKID/Passport no. _____, refer to my application / enrollment for the core MPF Continuing Professional Development course organized by Hong Kong Investment Funds Association .

- (a) I consent to the above named course provider transferring my personal data (including but not limited to my name, my MPF registration number, my HKID/passport number, and the name, date and CPD hours of the MPF CPD courses that I have attended) ("Data") to the Mandatory Provident Fund Schemes Authority ("MPFA"), for the purpose of monitoring my compliance with the CPD requirements.
- (b) I also consent to the above named course provider releasing my personal data to the MPFA for the purpose of performing matching procedure or process between the Data and my personal data collected by the MPFA from me as part of the MPFA's monitoring procedures in relation to my compliance with the CPD requirements.

Signature of MPF Individual Intermediary

Date: _____

Please send the completed form to Barbara Law of Plus Concepts
by email (hkifa@plus-concepts.com) or fax (852 - 3905 7075)