

Meeting of Minds: Wealth Management and Private Banking

Thursday, 18 November 2021 (Hybrid) – The Berkeley Hotel, London



Schedule of the Day

Upper Belgravia	0815-0855	Breakfast Briefing	Liquid Alternatives. Positioning for uncertainty in fixed income markets. With Steve Alvarez , Director on the Alternative Investments team, Lazard			
Belgravia	0805-0900	Breakfast	Informal networking - Over breakfast and coffee			
The Ballroom	0900-0920	Keynote	Welcome - Incorporating the highlights of the Scene Setter research. With James Goad , Managing Director, Owen James			
The Ballroom	0920-0950	Keynote	FLEX! Reinventing work for a smarter, happier life. Working 9 to 5 in an office doesn't work for most. The world is changing, but until the pandemic, companies turned a blind eye. Now it is time to reinvent the systems that were holding us back. With Annie Auerbach , author and the co-founder of trends agency Starling.			
	0955-1105	Roundtable Session	Is sustainable investing delivering for investors?	Geo-Economics of climate transition	Volatility doesn't have to be a drag	If data is the new gold, how can wealth managers find the key to the treasure chest?
Belgravia	1105-1125	Coffee Break	For those in-person and an opportunity for some distanced networking.			
The Ballroom	1125-1200	Networking	Structured networking - An opportunity to meet some new faces.			
	1205-1315	Roundtable Session	Everything's going green. How to participate in the energy revolution with battery solutions	Responsible wealth management, philanthropy in a post-covid world	The use of Private Market funds by sophisticated private investors is on the verge of becoming mainstream	Earnings at risk. What climate change means for equity returns
The Ballroom	1315-1415	Lunch	A seated formal lunch			
The Ballroom	1415-1445	Keynote	Should We Cancel, Cancel Culture? Politicians have been obsessing about 'cancel culture', but Deltapoll found the British public doesn't know what they're on about. Surely most would agree there is a need for greater democratic accountability and the promotion of civil debate? What do the experts think? With Claire Fox , Director of the Academy of Ideas and a member of the House of Lords.			
	1450-1600	Roundtable Session	China – increasingly distrustful? What are the implications for the world economy?	Making change happen. How can you deliver cost savings and scale for growth?	Keeping client focus at the heart of an outsourcing solution	Reputation Management in the wealth management sector. When threats emerge, a fast and strategic response is often needed to mitigate or eliminate the damage
The Ballroom	1605-1630	Keynote	AI and the Future of Financial Services. The robots are coming. We tend to think we will probably be fine, you know, being knowledge folks and all. We might not be, so what will be our coping mechanisms? What can we do? With Chris Gledhill , independent FinTech Futurist			
Belgravia	1630-1700	Farewell and wave goodbye	We thank you for joining us.			

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Please see below for more information on what will be covered within each roundtable.

BREAKFAST BRIEFING

1. Liquid alternatives. Positioning for uncertainty in fixed income markets

In a world of tight spreads and low-to-negative interest rates, balanced portfolios are under increased strain given the looming risks within their fixed income allocations. In such an environment, we believe that Liquid Alternatives can provide multiple benefits within broader portfolios. We will demonstrate, in particular, that a hedged convertibles allocation can take advantage of current market conditions and uncertainty, while remaining protected to the downside and without having to forgo participation to the upside. Our unique approach, which focuses on event-driven catalysts as a source of alpha outside of the traditional drivers of return in the space (credit and volatility), can provide both a timely and strategic, long-term solution to the current market environment looking to deliver to investors equity-like returns but with investment grade-like volatility, with favorable sensitivity to traditional asset classes and with low-to-no (or even negative) interest rate sensitivity.

Expert: Steve Alvarez, Director on the Alternative Investments team, **Lazard**

THE GREATER GOOD

2. Is sustainable investing delivering for investors?

It's tough to cut through the noise around sustainable investing. Investors are faced with proliferating fund options, complex regulations, incomplete and low quality ESG data, heightened concerns about greenwashing, and ongoing questions about what sustainable investing achieves.

Providers of consolidated ESG ratings have grown in popularity, offering a way to determine a sustainable ranking for a company or fund. However, there is so much subjectivity in their methods is it any wonder that investors are at risk of confusion, or worst of all, being unwittingly misled.

In this session we will discuss:

- How can we set realistic expectations about what sustainable investing can (and can't) achieve?
- Are sustainability ratings delivering on the promises being made?
- How can we ensure that sustainable solutions are understood and meet client goals?

Expert: Chris Morgan, Regional Director & VP, UK Wealth Management **and** Jim Whittington is a Senior Portfolio Manager and Vice President, **Dimensional Fund Advisors**

3. Responsible wealth management, philanthropy in a post-covid world

In the ground-breaking *Global Philanthropy Report*, UBS identified that 72% of the world's 260,000 foundations have been established in the last 25 years. Philanthropy is increasingly used as a tool for family governance and responsible wealth stewardship, but are wealth advisers meeting the needs of their philanthropically-minded clients?

- **Family foundations, inheritance tax planning, donor advised funds:** do wealth managers know enough about the options to help philanthropic families to maximise their giving?
- **Philanthropy in a new age of inequality:** how philanthropy supports responsible wealth stewardship and how wealth managers can support families in new approaches to their philanthropy
- **Charities and culture wars** - interpreting criticism of charities in the press and how donors may respond

Expert: Farrer & Co

4. Earnings at risk. What climate change means for equity returns

Climate oriented investing is all about investing with an impact. A climate-oriented allocation aims to support global efforts to put a curb on carbon emission. But what about risk? Companies with a heavy carbon footprint are likely to suffer from carbon price elevation, which is expected to take place in the next decades. Lyxor ETF Research Team aims to demonstrate, with the help of state-of-the-art carbon price models, that an allocation to Paris Aligned Benchmarks can significantly improve the long-term risk profile of equity portfolios.

Expert: Vincent Denoiseux, Head of ETF Research, **Lyxor ETF**

5. Everything's going green. How to participate in the energy revolution with battery solutions

Globally, we are in the middle of an energy transition with the focus being on decarbonisation and electrification to meet lower emission goals. Road transportation and the power sector, historically two of the most polluting sectors, are the initial focus of this megatrend. One of the key enablers in energy decarbonisation is the advancement in battery technology.

Join this presentation to explore this megatrend, the battery value chain, and WisdomTree's approach to creating investable opportunities in the equity market based around this theme.

Expert: Senior Representative, **WisdomTree**

6. Geo-Economics of climate transition

How will global economy shift in response to climate adaptation? There are substantial dislocations in the macroeconomy, financial markets and geopolitics as a consequence of decarbonisation. These carry long-term implications for asset allocation beyond the simple integration of ESG parameters.

Expert: Elliot Hentov PhD, Head of Policy Research (Global Macro), **State Street Global Advisors**

YOU AND YOUR BUSINESS

7. Making change happen. How can you deliver cost savings and scale for growth?

For the last couple of years, strategic heads at A Meeting of Minds have consistently said that driving productivity through their business and reducing cost income ratios are the biggest challenges they are facing. There has been a lot of rhetoric, but how do you put this into practice?

The wealth management business at WH Ireland has been through significant transformation in the last two years. Best described as 'change under pressure' Executive Director and Head of Wealth Management Stephen Ford and Head of Strategy and Change, Tony Hanlon were appointed to take on the challenge of reforming the business from traditional stockbroker to forward-thinking wealth manager. Describing the situation as 'inheriting a business with multiple challenges', Stephen and Tony have scrutinised and challenged every part of the business, including suppliers and partners, to initiate change that delivered immediate cost savings and long-term benefits. Tony Hanlon will co-chair this session with strategic partner SEI who played a key part in their transformation and will focus on how leaders of UK Wealth Management Firms can initiate change to achieve their strategic objectives delivering cost savings and scale for growth.

Expert: SEI joined by Tony Hanlon, Head of Strategy and Change, **WH Ireland**

8. Keeping client focus at the heart of an outsourcing solution

Delivering efficiencies, scalability and innovation through an outsourcing solution are beneficial to your business but how do you keep client needs at the centre of your outsourcing strategy.

Expert: Andrew Back, CCO, **Multrees Investor Services**

9.

Reputation Management in the wealth management sector. When threats emerge, a fast and strategic response is often needed to mitigate or eliminate the damage.

We live in an age where a wealth manager's name and reputation can be built up or shattered based on their online presence. Google Search and online reviews are now standard resources investors use to research and vet financial advisers.

Public figures are no longer the only ones who have to worry about negative publicity; anyone can fall victim to online smears, even if those complaints have little or no merit. Wealth managers are no exception. Regardless if online reports or complaints are misleading, inaccurate or unfair, they can still create a lingering doubt in the minds of potential clients.

In this session we'll discuss:

- Reputation risks associated with the client onboarding process;
- Adverse/malicious online campaigns; and
- Summary of legal principles when dealing with the press.

Expert: Farrer & Co

TECHNOLOGY

10. If data is the new gold, how can wealth managers find the key to the treasure chest?

The importance of data to financial services and, in particular, to the effective and trusted implementation of AI in the sector, was acknowledged at a meeting of UK authorities, financial institutions, technology companies and other stakeholders earlier this year. Discussion at the meeting centred on the issues and challenges surrounding data quality, data strategy and economics, data governance and ethics, and data standards and regulation.

The increasing reliance on data increases the importance of data quality and the standards that should be adhered to. However, there is currently a lack of consensus on data standards in the financial services sector, including agreement on good practice, and that there may be challenges in applying existing data standards to AI.

So, where does that leave you? In this session we'll discuss:

- How can wealth managers unlock data from legacy systems to make it work for them?
- Turning data into insights – having access to data/numbers isn't enough. Advisers need that data presented in a way that informs them of the next best action to take
- Breaking down siloes between teams – the benefits of capturing data once and reusing/sharing data across functions, throughout the entire organisation
- Turning advisers into CLM champions i.e. getting them to not just use the system, but to love using the system and turning them into advocates
- Inviting clients to the data party – getting them to manage their own data
- Getting more value out of compliance data – capture data for compliance purposes, but re-use the data for other value-add purposes

Expert: EY

YOUR PROPOSITION

11. Volatility doesn't have to be a drag

After more than a decade of low rates where we have seen unprecedented monetary and fiscal stimulus, investors are starting to reassess the role of traditional diversifiers within client portfolios. Bonds have seemingly lost their utility and diversification function and investors are searching for alternatives. Volatility, as an asset class, has a long track record of delivering consistent and reliable diversification but can come at a prohibitively high cost. In this roundtable, we seek to explore the group's thoughts on how they are positioning portfolios and how non-traditional diversifiers might serve to future-proof portfolio returns.

Expert: Tom May, Chief Investment Officer, **Atlantic House Investments**

12. The use of Private Market funds by sophisticated private investors is on the verge of becoming mainstream. Wealth Managers that are able to deliver a suitable and compelling solution will deliver rewards for their clients and themselves.

- According to analysis by Oliver Wyman, a sister company of Mercer, HNW investors will play a much more important role in this space going forward, allocating an additional 5% of their portfolios by 2025 which represents ~£1 trillion AUM.
- Innovation in product design, new technology-enabled platforms and more permissive regulations mean that wealth managers have the opportunity to help their client access private markets, which provide diversification and the potential for higher returns.
- However, the barriers to entry that prevented these clients investing still need be managed, these include limited liquidity of funds, high investment thresholds, limited access to the best opportunities and regulatory and operational complexity.
- It can also be challenging to build a well-diversified portfolio across different sub asset classes, strategies, managers, types (primaries, secondaries, co-investments) and regions as well as incorporating any ESG requirements.
- Liquidity is an important consideration for many clients. There are various approaches to providing the potential for liquidity, wealth managers need to understand the benefits, costs and suitability implications.
- For wealth managers, offering access to private markets can provide a source of differentiation and competitive advantage, as well as a counterbalance to downward pressure on fees.
- Mercer's Private Markets team has been offering advisory services, customised and pooled investment solutions for more than 25 years to sophisticated investors worldwide. We are delighted to be joined on the panel by Titanbay, who have launched a platform specifically aimed at enabling wealth managers to offer private markets investing to their clients.

Expert: Nick Rosenblatt, Wealth Management Proposition Leader, **Mercer**

Joined by Adam Harrison, Chief Commercial Officer, **Titanbay**

13. China – increasingly distrustful? What are the implications for the world economy?

Chinese markets have been rocked by a series of high-profile regulatory interventions in the rapidly growing technology, education and gaming sectors. The existential struggles of Evergrande, China's largest real estate conglomerate, have once again raised questions about potential systemic financial risks emanating from the property sector. Additionally, geopolitical risks remain, leading some to ask whether China is investable.

Please join our experts for a wide-ranging discussion of these issues and more.

Expert: Robert Gilhooly, Senior Emerging Markets Economist, and Ben Morris, Head of Equity Investment Specialists, **abrdn**

SOME BACKGROUND TO A MEETING OF MINDS

A Meeting of Minds is a programme of strategic events built specifically for the financial services sector. It brings together the most senior players within the different segments, whether wealth management, private banking, asset management, financial advisory or, as on this occasion, the retail banks, building societies, and all brands involved in the distribution of banking products and services whether to their customers or to their members.

The format is a blend of interactive strategic roundtables led by experts, stimulating keynotes from external speakers and structured networking.

The idea is to offer these very senior men and women the opportunity to sit down with their peers and address the most pressing issues affecting both their own businesses as well as the industry as a whole.

THE (INTERACTIVE) ROUNDTABLES:

As a delegate, you will be invited to choose the three roundtables in which you would like to participate. The goal is to provide you with a tailored experience.

The roundtables are 70min long with the emphasis on interactivity. The agenda has been carefully researched and thought through. As we abide by the rules of Chatham House, all participants are able to speak openly and freely.

Typically, groups will be made up of 15 delegates. There will be a session expert to set the scene and get the conversation going. This introduction will usually last about 10 minutes before the conversation is opened up to the group by an experienced facilitator, the goal being to ensure that everyone gets stuck in! We want you to lean in rather than sit and soak!!

All sessions will be written up and a two-page summary of each roundtable produced.