ALFI GLOBAL DISTRIBUTION CONFERENCE

Where the fund distribution community gathers

19 & 20 September 2017
European Convention Center, Luxembourg
DAY 1 AM, TUESDAY 19 SEPTEMBER 2017

08.00 – 08.30
Registration & breakfast

08.30 – 08.50
Opening – Welcome and introduction
Denise Voss, Chairman, Association of the Luxembourg Fund Industry (ALFI)
Nathalie Reuter, Master of Ceremony, TV Presenter and Journalist, RTL Television

08.50 – 08.55
Introduction by the Chairman of the morning session
Jon Griffin, Managing Director J.P. Morgan Asset Management

08.55 – 09.15
A message from the Government: Europe’s fund industry in a new digital era
H.E. Pierre Gramegna, Luxembourg Minister of Finance

09.15 – 09.35
Distribution around the world
An overview of the global fund distribution landscape, distinguishing between distribution channels and distributor profiles by continent, region and countries
- A world map of distribution channels
- A world map of hot and cold spots
- Distribution trends: new frontier target markets
Speaker:
Barbara Wall, Managing Director, Cerulli Associates

09.35 – 10.45
The bigger picture from the manufacturer, the seller and the buyer
An introduction by a leading global cross-border Asset Manager followed by a roundtable discussion between the manufacturer, the seller and the buyer
- The case for global cross-border distribution: local investment needs and international diversification
- ‘Put yourself in the Distributors’ shoes’: bringing producers to understand the distributors perspective
- An outline of the European and the US perspectives
Speaker:
Richard Chambers, Chief Marketing Officer J.P. Morgan Asset Management

Moderator:
Richard Lepère, Managing Director Fund Channel S.A.
Panellists:
Guillermo Arthur, President, International Federation of Pension Fund Administrators (FiAP)
Miller Guo, Chief Executive Officer, GF International Asset Management

10.45 – 11.15
Coffee break and visit of the exhibition area

11.15 – 11.30
Challenges and opportunities for the continued success story of EU funds
An International perspective on UCITS from ICI Global
Dan Waters, Managing Director, ICI Global
Interviewed by:
Denise Voss, Chairman, Association of the Luxembourg Fund Industry (ALFI)

11.30 – 12.10
Fintech for Fund Distribution - Exploring a challenging landscape for funds
Robo-advisers, exchange traded funds, direct to consumer models-the distribution landscape is changing. Just as the music and publishing industries were disrupted by a digital revolution, so is the funds business undergoing a technological shift, we all know that by now…but how far are we really in this shift? Can we truly predict the ‘digital’ future of global fund distribution? Setting the scene with Digital Disruption in Asset Management, learning from Skype’s approach, followed by a debate with leading distribution disrupters.
Speaker:
Neil Ward, Founder and former General Manager, Skype
Moderator:
Jonathan Willis, Chief Commercial Officer, Calastone
Panellists:
Nicolas Buck, Co-Founder and CEO, Seqvoia
Bob Kneip, Founder and Chairman of the board of Directors, KNEIP Communication S.A.

12.10 – 12.15
Chairman’s wrap up and closing remarks

12.15 – 14.00
Lunch in the exhibition area kindly sponsored by:
13.00 – 13.20
Short & Sharp Stage by Linklaters
A ‘Live Deep Dive’ into Distribution - Can you still sell your products to German Investors in 2018?

Speakers:
Silke Bernard, Partner, Linklaters LLP
Hermann Beythan, Partner, Linklaters LLP
Martin Mager, Managing Associate, Linklaters LLP
Dr. Rainer Stadler, Partner, Linklaters LLP

13.00 – 13.20
Master Class by Arendt & Medernach
Tales of the unexpected – navigation through Priips

Speakers:
Corinne Prinz, Senior Associate, Arendt & Medernach
Catherine Rasseneur, Partner, Arendt Regulatory and Consulting

DAY 1 PM, TUESDAY 19 SEPTEMBER 2017

14.00 – 14.10
Opening & introduction by the Chairman of the afternoon session
Nathalie Reuter, Master of Ceremony, TV Presenter and Journalist, RTL Television
Thomas Seale, Former ALFI Chairman 2003-2007, CEO, European Fund Administration S.A. (EFA)

14.10 – 14.30
The existential crisis of Distribution: what will regulation make of distributors in the not so distant future?
There are many topics on distributors’ minds these days: costs & charges, target markets, MiFID II, oversight of financial intermediaries, etc… Yesterday’s distributor may be very different by 2018. A presentation on the key regulatory impacts to the distributors’ business model.

Speaker:
Julie Patterson, Director, Asset Management, Regulatory Change KPMG

14.30 – 15.30
Distribution perspective between the Giants and the Gems - Distribution is not a winner takes all game

• Does scale matter? Does brand recognition matter?
• Is it really easier cutting distribution deals if you are a giant of the industry? Are (smaller) boutiques getting a raw deal from distributors?
• What difference does this make to the end investor simply seeking the best funds?

Moderator:
Jonathan Boyd, Editorial Director, Open Door Media, InvestmentEurope

Panellists:
Christophe Girondel, Global Head of Distribution Nordea Asset Management
Jean Keller, CEO & Partner Quaero Capital S.A.
Fidy Ramamonjisoa, Partner, International Business Development, Sycomore Asset Management
Albin Rosengren, Partner, CEO and Head of Sales, East Capital AB
Johan Schreuder, Managing Director, Investec Asset Management Luxembourg S.A.
Michel Vermeulen, Managing Director Benelux, Schroders

15.30 – 16.00
Coffee break and visit of the exhibition area
THE YIN & YANG OF DISTRIBUTION

16.00 – 16.15
The Yin: Prepare for the second age of distribution
The Chinese fire rooster crows in a cloudy new day in the world of fund distribution. Traditional business models are changing, pressure is building from passives, new competitors are entering the arena and the regulatory train shows little sign of slowing. But is this creating a landscape that favours only the giants and the gems? Are mid-tier groups doomed, ultimately, to merge or fail? Diana Mackay takes a different view, examining recent distribution dynamics and fund selector opinion to identify the positioning strategies necessary to stay ahead of the competitor race in the next decade.

Speaker:
Diana Mackay, Joint CEO, MackayWilliams

16.15 – 17.00
The Yang: Innovation in distribution
A roundtable discussion to assess the new frontiers of distribution with Distribution Innovators
• Direct-to-consumer or stick with intermediaries – which way will asset managers swing?
• Is regulation closing or opening distribution architecture?
• Distribution digitalisation: will robo-advisers be the dominant distributors of the future

Moderator:
Chris Chancellor, Partner, MackayWilliams
Panellists:
Yaron Ernst, Founder & CEO, Pulsar Connect
Matthew Newnham, Head of Business Development MFEX Mutual Funds Exchange
More to be confirmed

17.00. – 17.10
Chairman’s wrap up and closing remarks

17.10
Cocktail kindly sponsored by KPMG
10.35 – 11.05
Coffee break and visit of the exhibition area

11.05-11.50
Please show me your passport
Today, there are 3 existing fund recognition/passport schemes in the Asia Pacific region. Latin America is now gearing towards joining the fund passport band wagon as well. What can we learn from these “glocal” passport business cases?
- A reality check and current state on the Asian passports
- The ‘LATAM passport’ and state of play for the region’s fund industries
- What are the main challenges when rethinking a region/country’s fund footprint

Moderator:
Peng-Wah Choy, Managing Director Asia Markets, FundRock Management Company S.A.

Panellists:
Stewart Aldcroft, Chairman, Cititrust Limited, Hong Kong
Senior Advisor, Investor Services, Asia Pacific Citi Markets & Securities Services
Yoshio Okubo, Vice Chairman, Japan Investment Trust Association (JITA)
Jefferson L. Matias Oliveira, Financial Services Advisory Director, PwC Brazil

11.50 – 12.10
Can we wrap it up now? So - Where is global distribution really going…?
An open discussion with Richard Garland who tells it like it is, on the outlook for global distribution

Richard Garland, Managing Director Investec Asset Management
Interviewed by:
Freddy Brausch, ALFI Vice Chairman National Affairs, Partner, Linklaters LLP

12.10 – 12.15
Chairman’s wrap up and closing remarks

12.15 – 14.00
Lunch in the exhibition area kindly sponsored by:

TELL THE WORLD HOW GREAT YOU ARE!

13.00 – 13.20
Short & Sharp Stage by State Street
A New Climate for Growth. Cultivating Asset Intelligence to Thrive
A presentation of the key findings of the SSB research paper A New Climate for Growth. Cultivating Asset Intelligence to Thrive will followed by an open discussion on how emerging technologies create new opportunities in the area of distribution. In fact, one of the new model for growth is to expand distribution with mobile and robo.

The discussion will focus on how the industry players align technology with their ambition and the developments in FundTech and RegTech.

Speakers:
Eduardo Gramuglia, Senior Vice President, State Street Bank Luxembourg S.C.A.
Nasir Zubairi, CEO, Luxembourg House of Fintech (LHoFT)
14.00 – 14.05
Opening and introduction by the Chairman of the afternoon session
Nathalie Reuter, Master of Ceremony, TV Presenter and Journalist, RTL Television
Michèle Eisenhuth, Partner, Arendt & Medernach

14.05 – 14.30
Out of the box presentation - In Defence of Progress
The media is filled with doom and gloom, but Johan Norberg makes the case that we are in the midst of a global development revolution which is increasing living standards and technological opportunities faster than ever. It’s worth looking forward to - and investing in - the future. Norberg has a long and distinguished track record promoting the benefits of free markets. His 2016 book “Progress” has been described as “a blast of good sense” by The Economist.

Out of the box speaker:
Johan Norberg, Author, Lecturer and documentary Filmmaker

14.30 – 15.10
Distribution Hall of Fame
2017 is the launch year of the annual ALFI Distribution Hall of Fame. In this yearly fund distribution community gathering, a series of awards will be presented, to recognise excellence in various aspects of distribution from ongoing client/investor engagement through brand and sales & marketing support.

Diana Mackay, Joint CEO, MackayWilliams

15.10 – 16.00
A Fireside chat – Europe 2.0 and the rest of the world
The changing face of Europe and the world with Brexit, the rise of populism, an enduring low-interest environment, the threat of climate change, changing investor demand…What are the impacts of major geopolitical and macroeconomics trends on our daily business? Is the core role of asset management changing? Leading political and AM public policy figures tell their stories, discussing their views on the current and future state of Europe.

Joanna Cound, Managing Director, Head of Government Relations & Public Policy, EMEA, BlackRock
Luc Frieden, Partner, Elvinger Hoss Prussen & Former Luxembourg Minister of Finance
Urban Funered, Director of Public Policy Fidelity International
Pawel Swieboda, Deputy Head, European Political Strategy Centre European Commission

Interviewed by:
Michael Ferguson, ALFI Vice Chairman International Affairs and Wealth and Asset Management Leader, EY Luxembourg

16.00 – 16.50
Chairman’s wrap up, cocktail & gifts

Closing by Master of Ceremony
Nathalie Reuter, Master of Ceremony, TV Presenter and Journalist, RTL Television