

Meeting of Minds Wealth Management & Private Banking

Thursday 13 June 2024 – The Berkeley Hotel, Wilton Place, London, SW1X 7RL

Schedule of the Day

Belgravia	0815-0900	Breakfast	Informal networking - Over breakfast and coffee				
RT Session	0815-0900	Roundtable Session	<i>Preferred Infrastructure - Why not all is created equal</i>				
The Ballroom	0900-0920	Keynote	Welcome - Incorporating the highlights of the Scene Setter research. With James Goad , Managing Director, Owen James				
The Ballroom	0920-1000	Keynote	Election Fever - Expert insights on the likely political landscape beyond July 4th . With Tim Shipman , Chief Political Commentator, Sunday Times				
Breakout Rooms	1005-1115	Roundtable Session	<i>How AI, tech platforms and tools can transform your operating model</i>	<i>Mastering pricing strategies to maximise client value</i>	<i>Serving an increasingly diverse and expanding client base</i>	<i>How should we be preparing for a return of Trump</i>	<i>Lessons from America - Prepping for the great wealth transfer</i>
Belgravia	1115-1135	Coffee	Grab a refreshment and catch up with your peers				
The Ballroom	1135-1205	Networking	Structured networking - An opportunity to meet some new faces				
Breakout Rooms	1210-1320	Roundtable Session	<i>A snapshot of M&A activity and the future trends in the sector</i>	<i>Does wealth and advice require simplicity and connectivity over feature</i>	<i>Handling Market Data - The opportunities and challenges</i>	<i>New solutions to access the private market opportunity</i>	<i>Attracting women in order to bridge the talent gap</i>
The Ballroom	1320-1430	Lunch	A seated formal lunch				
The Ballroom	1430-1500	Keynote	Recruiting and Retaining Gen Z - Craving the human touch . With Alex Atherton , leadership development consultant and former inner-London headteacher				
Breakout Rooms	1505-1615	Roundtable Session	<i>Untapped Potential - Reimagining growth by differentiating</i>	<i>Overcoming the productivity hurdles in the front and back-office</i>	<i>Can AI propel the business operating model into the future?</i>	<i>Adapting to a world of three</i>	
The Ballroom	1620-1650	Keynote	Anything is Possible - How to motivate yourself and resist short-term temptations in order to achieve longer-term gains. With Victoria Humphries , business resilience trainer				
Belgravia	1650-1800	Farewell and Fizz	We thank you for joining us over a glass of bubbly.				

**WEALTH MANAGEMENT AND
PRIVATE BANKING A MEETING OF MINDS**

ROUNDTABLE THEMES

Thursday 13 June 2024, The Berkeley Hotel, London

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ROUNDTABLE THEMES TABLED FOR DISCUSSION

GEOPOLITICS:

1. Adapting to a world of three

Stephen Andrews, portfolio manager and co-Head of BlackRock's Global Emerging Markets Team discusses the shifting dynamics of Emerging Markets (EM) amidst global changes such as redistributing supply chains and evolving geopolitical landscapes. Global markets are transitioning to a state of higher inflation and interest rates, a scenario where EM could potentially offer better long-term fundamentals compared to Developed Markets (DM).

Stephen will explore the emergence of a "world of three," a concept referring to the world dividing along geopolitical fault lines, its impact on equity markets, and how investors can take advantage of this fragmentation and identify opportunities arising from these changes.

Expert: Stephen Andrews, Portfolio Manager and co-Head of BlackRock's Global Emerging Markets Team

2. Second Coming - How should we be preparing for a return of Trump

While there is still a while to go until the election in November, the 'what if' regarding how Donald Trump's second administration might land, and his approach to issues like climate change, international cooperation and global agreements is a gathering storm of concern - particularly his approach to foreign policy given the increasing instability in the east.

This session will look at:

- The impact of a second coming for Trump compared with the re-election of Biden on financial markets

Expert: James Ashley, Managing Director-Head of International Market Strategy & Head of Strategic Advisory Solutions, GSAM

PRODUCTIVITY & RESOURCES:

3. Obstacle Course - Overcoming the productivity hurdles in the front and back-office

The productivity paradox shows no sign of ending as technological advancements have yet to translate into obvious improvements in efficiencies.

Lack of technology, inconsistent processes, unreliable data, compliance, inappropriate organisational structure and silos in communication are all considered to be barriers, but addressing these means scrutinising your firm's culture, alongside considering technology, organisational structure, products and services. There is also the challenge of accurately measuring and evidencing changes to productivity.

This session will explore:

- The underlying challenges that are preventing firms from improving productivity
- The ways productivity should be measured across the firm and at the executive and Board-level

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Expert: Caroline Deutsch, Head of UK/EMEA Marketing, SEI

4. Empowering Teams through Next-Generation Technologies – How AI, the latest tech platforms and tools can transform your operating model

A focused overview of current operational challenges, the role of innovative technologies in addressing these challenges, and how to implement with a phased approach to augment human capabilities rather than replace jobs.

This session will provide practical strategies to empower their teams and drive efficiency and growth within their organisations through the discussion of:

- Current challenges being faced when it comes to operational processes that take away from value-adding activities
- How to leverage innovative technologies to help streamline operations and empower your team to drive growth
- Strategies to implement next-generation technology using a phased approach to empower teams to focus on value-add tasks

Expert: SS&C

5. Break Through - Attracting women in order to bridge the talent gap

The industry urgently needs to adapt to rising demand for advice in the face of reducing adviser numbers, which means hiring for transferable skills over industry-specific credentials to open up a bigger pool of candidates.

Attracting women into the sector who have the transferable skills as well as dedication to this second career would also be beneficial to the increasing female clients coming through the intergender wealth transfer.

This session will therefore:

- Explore innovative strategies to attract and empower women to embark on second careers in wealth management

Expert: BWD

GROWTH & INNOVATION:

6. Innovation Overload - Does wealth and advice require simplicity and connectivity over features?

Far from standing still, the wealth management industry has been spoilt with innovative solutions as evidenced by the proliferation of fintechs providing financial planning, CRM, risk and compliance or workflow tools, not to mention AI capabilities. But these providers often only solve a single pain point along the value chain, therefore creating more complexity and inefficiency.

The vast majority of wealth manager and advisers say they value greater simplicity and integration over more expansive sets of features. This session will therefore ask the following:

- Does the industry need more wealth and advice tech?
- New features versus better integration?
- Buy versus build?

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- What is the best approach to choosing the right partner?

Expert: Colin Murphy, Chief Commercial Officer EMEA, BNY Mellon | Pershing

7. A Snapshot of M&A Activity – As well as the current and future trends in the sector

M&A activity is being propelled by the imperative for investment in digital transformation within the wealth management industry.

As well as the current and future trends in the sector, this session will also discuss and review:

- The key issues which can drive value in the M&A process

Expert: Anthony Turner, Corporate M&A Partner, Farrer & Co LLP

8. Known Unknowns - Can AI propel the business operating model into the future?

When it comes to innovating to grow, the challenge for most firms is finding the right technology that will fit in with the individual business operating model. The more complicated this is the, harder it will be and you have to be prepared to spend a lot of money. But can AI be used instead?

Innovating means focusing on what the future will look like and while we are starting to see pockets of experimentation in AI, there is still currently a big fear factor of the unknowns.

This session will shed light on what is known, in order to focus on:

- How AI can help move the business operating model from what it is now, to what it needs it to be in the future

9. Untapped Potential - Reimagining growth by differentiating

When it comes to investing for current growth opportunities, firms should take a strategic step back and carefully evaluate their direction in the context of evolving market dynamics and client needs.

This session will emphasize the role of differentiation in fostering sustainable growth as well as:

- Reviewing your client engagement strategy in light of generational shifts in preferences and channels, looking at increasing use of digital channels and self-service options
- Boutique business model for opportunities to further focus specific investment teams on their key areas of expertise and interest

Expert: Matthew Lonsdale, Director, Davies Group

CLIENT & REGULATORY MATTERS:

10. Lessons from America - Prepping for the great wealth transfer

Assets have always passed down to the next generation however, today's demographics will mean an unprecedented movement in wealth over the next three decades.

This session will discuss the scale, nuances and challenges of the issue for both clients and advisers by focusing on learnings from North America in order to consider practical, actionable steps advisory firms can take which will enable them to lean into this landscape shift.

The ultimate aim of this session will be:

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- How to create good outcomes for clients and their clients' family, which in turn will help a business succeed through the Great Wealth Transfer

Expert: Sebastian Lewis, Senior Strategist, Advisory Research Centre, Vanguard

11. Precision Point - Mastering pricing strategies to maximise client value

In the face of increasing price sensitivity among clients and heightened regulatory pressures, firms are challenged to refine their pricing strategies and fee structures to preserve client value.

In order to ensure alignment with client needs and regulatory expectations this session will delve into the intricate world of pricing strategies and the future of the value chain by exploring:

- Insights into how diverse pricing structures can align with regulatory requirements
- The need for transparent justification of fees and the use of technology in creating evidence trails
- Predictions for the value chain in the next 2-3 years, considering the evolving landscape and anticipating shifts that will shape the industry's trajectory

Expert: Dave Mason, CEO, Solve

12. Changing Demand - Serving an increasingly diverse and expanding client base

The landscape of wealth management is evolving rapidly, driven by the changing priorities of both new and existing generations of investors. This shift in priorities therefore requires a change in how wealth managers engage with a diverse and expanding client base.

In this session we will cover the key items most wealth managers are facing such as the need for better data driven insights, diversifying their product range and integrating with multiple new technologies to provide better services to end clients.

Expert: Peter Dingomal, Business Development Director, FA Solutions

13. Handling Market Data - The opportunities and challenges

A recent report from Deloitte suggested that data collection and analysis will become the basis of all future service offerings and business models by the end of the decade. As data becomes increasingly important, complex and abundant, the need for clean, consolidated and validated data will be vital.

This session will focus on market data, the potential to link different systems, and how to use what is available more effectively, by highlighting:

- The current challenges of acquiring a clean source of quality market data
- The difficulties of sourcing, collecting and protecting ever-larger volumes of data
- The challenges of changing existing data feeds
- The costs and challenges of data contracts
- The need for up-to-date technological infrastructure and challenges of legacy systems
- The implications of ISO20022 and other data standardization efforts

Expert: Preya Patel, Head of Data, Financial Software Ltd

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INVESTMENT & OTHER PRODUCTS

14. Preferred Infrastructure - Why not all is created equal

This session will provide a reappraisal of global listed infrastructure's benefits as an asset class, from inflation protection and income generation to portfolio diversification and capital preservation.

It will also:

- Highlight why not all listed infrastructure is created equal, and why investors should focus on the equities of infrastructure companies with monopoly-like assets – Preferred Infrastructure – rather than companies exposed to commodity price and construction cost risks
- Review the dangers of overleverage and the lessons that investors should draw from the recent Thames Water debacle

Expert: Bertrand Cliquet, Portfolio Manager/ Analyst, Lazard Asset Management

15. Alternative Investments - New solutions to access the private market opportunity

Adding alternatives to a traditional portfolio of equities and bonds can provide greater diversification, income potential, capital appreciation and inflation protection. It's no wonder, then, that investor demand for alternatives has been rising for decades. Yet not all alternative investments are created equal.

Successful investment in alternative assets requires scale, operational expertise and experience through market cycles so this session will discuss:

- The current structures on offer in the market place aligned to the merits of these structures for infrastructure, real estate, private equity and credit investing

Expert: Oliver Wiedemeijer, Managing Director, Client Relationship Management, Brookfield Oaktree Wealth Solutions