



香港銀行學會
The Hong Kong Institute of Bankers

HKIB 3rd Annual Banking Conference **2011**

27th September 2011

Hong Kong Convention and Exhibition Centre

Offshore RMB Center - Reaching New Heights



Diamond Sponsor
IBM®

Platinum Sponsor
sas
THE POWER TO KNOW.

Gold Sponsors
KELLY

WealthCraft

Canon
Delighting You Always

Cimigo

Media Sponsors

CLASSIFIED POST
South China Morning Post

fuel
drive your career

CHINADAILY 中國日報
ASIA PACIFIC
www.chinadaily.com.cn

Event Manager:

PlusConcepts



2011

27th September 2011

Hong Kong Convention and Exhibition Centre

HKIB 3rd Annual Banking Conference

Since its launch in 2009, the Hong Kong Institute of Bankers Annual Banking Conference has quickly become one of the most important banking events in Hong Kong. The conference is specially designed to cater for the banking professionals in Hong Kong and covers the issues that are highly related to the local banking community. This flagship event attracted **over 350 delegates** from a great cross-section of the banking industry every year.

This year, with the theme “**Offshore RMB Center: Reaching New Heights**”, the conference will focus on the opportunities in RMB business and the key challenges ahead for Hong Kong. In the format of presentations, panel discussions, lively debates between banking executives and networking luncheon, it will provide insights into the future of the Hong Kong's banking industry.

With a common general session in the morning and specialized streams in the afternoon, the dynamic group of leading speakers and panelists, from the different perspectives of bankers, regulators, industry consultants etc. will have an in-depth discussion to flesh out the latest issues.

Speakers:

Morning
Session
FULL



Henry Tang Ying-yen
Chief Secretary for Administration
Government of HKSAR



Patrick Fung
Chairman and Chief Executive
Wing Hang Bank Limited



Peter Pang
Deputy Chief Executive
Hong Kong Monetary Authority



TC Chan
Senior Adviser
The Bank of East Asia Limited



Huang Tao
Executive Vice President &
Head of Consumer Banking Group
China Construction Bank (Asia)



Sebastian Paredes
Chief Executive Officer
DBS Bank (Hong Kong) Limited



David Wong
Deputy Chief Executive
Bank of China (Hong Kong) Limited



Thomas Poon
Head of Business Planning and
Strategy Hong Kong
HSBC



Ronald Arculli
Chairman
Hong Kong Exchanges and Clearing
Limited

(Morning session speakers in order of appearance)

- Mr. Kelvin Au, General Manager, SME Banking Hong Kong & South China Region, Standard Chartered Bank (Hong Kong) Limited
- Mr. Armstrong Chen, Director of Banking Law & Practice Center, Shanghai Law Society
- Mr. R. Sean Craig, Resident Representative in Hong Kong SAR, IMF
- Mr. Frank Fang, Director, Greater China Corporates, Commercial Banking, HSBC
- Mr. John Foulley, Risk Management Practice Head, Asia Pacific, SAS Institute
- Mr. Richard Iley, Chief Asia Economist, BNP Paribas
- Mr. Alex Jagmetti, Head of Asia Pacific, Falcon Private Bank Limited
- Mr. Frank Jin, Assistant General Manager, Shanghai Commercial Bank
- Ms. Alice Lee, Division Head, Banking Conduct Department, Hong Kong Monetary Authority
- Mr. Jacky W K Leung, Manager, Operational Risk and Compliance Management, AMH TSC, HSBC
- Mrs. Teresa Lin, Honorary Advisor, The Hong Kong Institute of Bankers
- Mr. Francis Liu, Managing Director, Regional Market Manager, Hong Kong, UBS, AG
- Mr. Alan Luk, Head of Private Banking and Trust Services, Hang Seng Bank
- Mr. Ngan Kim Man, Head of RMB Business Strategy and Planning Department, Hang Seng Bank
- Mr. Sebastian Paredes, Chief Executive Officer, DBS Bank (Hong Kong) Limited
- Mr. Rohitha Perera, Partner, Greater China Financial Services Leader, IBM Global Business Services
- Mr. Arvind Sundaresan, Vice President and Head of Sales, APAC & Middle East, Financial Services Global Business Unit, Capgemini
- Mr. Eddie Wang, Honorary Advisor, The Hong Kong Institute of Bankers
- Ms. Linda Wong, Managing Director & Head of Consumer Banking, Hong Kong and Mainland China, Consumer Banking, DBS Bank (Hong Kong) Limited
- Mr. Teddy Wong, Head of Deposits, North-East Asia, Standard Chartered Bank (Hong Kong) Limited
- Ms. Winnie Yeung, Executive Director, Cimigo
- Mr. Edwin Yuen, Chief Analytics Officer, Bank of China (Hong Kong) Limited

(Speakers listed in alphabetical order by last name above)

HKIB CPD /
SFC CPT

Morning: 4 hours
Afternoon: 2.5 hours

and more....

Enquiries



(852) 2153 7877



bankingconference@hkib.org

Simultaneous Interpretation (Mandarin and English) will be provided in the morning session and the Corporate & Commercial Banking stream in the afternoon.

MORNING MAIN PLENARY

Simultaneous Interpretation (Mandarin and English) will be provided in this session.

FULL

AGENDA

HKIB CPD/SFC CPT
 4 Hours

Time	Programme
8:15	Registration
8:40	Conference Commencement
8:45	Opening Keynote: Reaching New Heights Mr. Henry Tang Ying-yen, Chief Secretary for Administration, Government of HKSAR
9:00	Welcome and Setting the Scene Dr. Patrick Fung, Chairman and Chief Executive, Wing Hang Bank Limited
9:15	Hong Kong: The Premier Offshore Renminbi Business Centre Mr. Peter Pang, Deputy Chief Executive, Hong Kong Monetary Authority
9:45	The Outlook of US and China's Economy and How They Impact HK? Mr. R. Sean Craig, Resident Representative in Hong Kong SAR, IMF
10:30	Coffee Break
11:00	Panel Discussion: Improving the Size and Profitability of RMB Business <i>Panelists:</i> Mr. TC Chan, Senior Adviser, The Bank of East Asia Limited Mr. Huang Tao, Executive Vice President & Head of Consumer Banking Group, China Construction Bank (Asia) Mr. Sebastian Paredes, Chief Executive Officer, DBS Bank (Hong Kong) Limited Mr. David Wong, Deputy Chief Executive, Bank of China (Hong Kong) Limited <i>Moderator:</i> Mr. Thomas Poon, Head of Business Planning and Strategy Hong Kong, HSBC
11:45	Are We Serving Customers the Right Way? Ms. Winnie Yeung, Executive Director, Cimigo
12:15	RMB Internationalization: Opportunities and Challenges for Hong Kong Financial Markets Mr. Ronald Arculli, Chairman, Hong Kong Exchanges and Clearing Limited
12:45	Networking Luncheon and End of Morning Session

AGENDA

2:00pm - 5:00pm AFTERNOON BREAKOUT STREAMS

Stream 1:
Corporate and Commercial Banking

RMB as a Reserve Currency?

- Major Developments & Timeline
- Key Future Strides and RMB as Reserve Currency?

Mr. Richard Iley, Chief Asia Economist, BNP Paribas

Legal and Regulatory Issues in Corporate Banking in China

- Understanding Different Types of Collateral
- Cross-Border Lending

Mr. Armstrong Chen, Director of Banking Law & Practice Center, Shanghai Law Society

The Latest Trend in SME Banking

- The Evolving Needs of SMEs
 - New Services and Products for SMEs
- Mr. Kelvin Au**, General Manager, SME Banking Hong Kong & South China Region, Standard Chartered Bank (Hong Kong) Ltd.

Panel Discussion: Business Strategy, Human Resources and Operations of China Businesses

- The Challenges - Business & Operations
- Human Resources and Compliance

Panelists:

Mr. Frank Fang, Director, Greater China Corporates Commercial Banking, HSBC
Mr. Frank Jin, Assistant General Manager, Shanghai Commercial Bank
Moderator: **Mrs. Teresa Lin**, Honorary Advisor, HKIB

Simultaneous Interpretation (Mandarin and English) will be provided in this session.

HKIB CPD/SFC CPT
2.5 Hours

Stream 2:
Retail and Private Banking

Panel Discussion: Asia Wealth Management Outlook

- Outlook and Trend of Asia
- Products, Services and Clients Preferences

Panelists:

Mr. Alex Jagmetti, Head of Asia Pacific, Falcon Private Bank

Mr. Francis Liu, Managing Director, Regional Market Manager, Hong Kong, UBS, AG

Mr. Alan Luk, Head of Private Banking and Trust Services, Hang Seng Bank

Moderator: **Mr. Arvind Sundaresan**, Vice President and Head of Sales, APAC & Middle East, Financial Services Global Business Unit, Capgemini

Effective Usage of Customer Analytics

- Improving Profitability Through Analytics
- Case Studies

Mr. Rohitha Perera, Partner, Greater China Financial Services Leader, IBM Global Business Services

Recent Regulatory Challenges in Sale of Investment Products to Retail Customers

- The Challenges
 - The Latest Regulatory Considerations
- Ms. Alice Lee**, Division Head, Banking Conduct Department, Hong Kong Monetary Authority

Panel Discussion: RMB Business Opportunities for Retails Banks

- The Developments of RMB Business
- Opportunities Beyond RMB Deposits

Panelists:

Mr. Ngan Kim Man, Head of RMB Business Strategy and Planning Department, Hang Seng Bank

Ms. Linda Wong, Managing Director & Head of Consumer Banking, Hong Kong and Mainland China, Consumer Banking, DBS Bank (Hong Kong) Limited

Mr. Teddy Wong, Head of Deposits, North-East Asia, Standard Chartered Bank (HK) Ltd

Moderator: **Mr. Eddie Wang**, Honorary Advisor, HKIB

HKIB CPD/SFC CPT
2.5 Hours

Stream 3:
Risk Management and Operations

Pragmatic Approach to Overcoming Hurdles Confronting Smaller Local Banks in the Accreditation for IRB (Internal Ratings-Based) Compliance

- A Review of IRB Framework
- IRB for Small and Medium Sized Banks

Mr. Edwin Yuen, Chief Analytics Officer, Bank of China (Hong Kong) Limited

Mastering the Ever-Changing Fraud with Business Analytics

- How to manage fraud with business analytics
- Case Study

Mr. John Foulley, Risk Management Practice Head, SAS Asia Pacific

Practical Insight for Operational Risk

- The Operational Risk Management Framework
- Measuring and Managing Operational Risks

Mr. Jacky W K Leung, Manager, Operational Risk and Compliance Management, HSBC

The Impacts of China's Real Right Law on Commercial Banking Business

- The Outline
- What it Means for the Banks?

Mr. Armstrong Chen, Director of Banking Law & Practice Center, Shanghai Law Society

HKIB CPD (Core)
/SFC CPT
2.5 Hours

* The programme and speakers are subject to change without prior notice

REGISTRATION FORM

(Please Use Block Letters)

Full Name : Mr/Ms _____

Organization : _____

HKIB Membership no: _____ (if applicable)

Certificate of Attendance (if required)

☐ HKIB CPD ☐ SFC CPT

Department: _____

Job Title: _____

Telephone: () _____

Mobile: _____

Email: _____
(Note: we will send you the confirmation via email)

Fax: _____

Address: _____

Fee

Standard Fee / Non-members

Morning Session Only

☐ HK\$ 1,800

FULL

HKIB Corporate/Ordinary Members

☐ HK\$ 750

AHKIB/CFMP Members

Afternoon Session Only

☐ HK\$ 1,800

☐ HK\$ 950

☐ HK\$ 750

Full Day (Lunch Included)

☐ HK\$ 2,400

FULL

☐ HK\$ 1,200

- Please also select 1 stream from below -

☐ Stream 1: Corporate & Commercial Banking

☐ Stream 2: Retail Banking

☐ Stream 3: Risk Management and Operations

Payment Methods

☐ Crossed cheque made payable to: **The Hong Kong Institute of Bankers** (Cheque no.: _____)

Please post the cheque with this Form to HKIB: 3/F, Guangdong Investment Tower, 148 Connaught Road Central, Hong Kong
(Please write the participant's name on the back of the cheque)

☐ Credit Card : ☐ VISA ☐ Mastercard Amount : HK\$ _____

Cardholder Name : _____ Signature : _____

Card No. : _____ Expiry Date : _____ (mm/yy)

Terms and Conditions

1. All fees paid are non-refundable except when the event is cancelled. 2. Participants who have settled payments will receive a confirmation via email. 3. All payments must be settled before event commencement. 4. In case of over-subscription, priority will be given on a "first-come first-serve" basis. 5. We reserve the right to cancel, modify and/or postpone the event. 6. 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. 7. Any bank charges and/or expenses incurred as a result of bounced cheques and/or wire transfer will be borne by the participants. 8. The information provided here will be accessed by the organizer, the event manager and the event sponsors. 9. 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.

How did you know about this conference?

☐ HKIB Website ☐ HR ☐ Advertisement ☐ HKIB Counter ☐ Friends / Colleagues ☐ Banking Today

☐ Plus Concepts Website ☐ Event Sponsor ☐ Others _____

Please fax this form to: (852) 2544 9946

Event Manager:

PlusConcepts

Enquiries:  (852) 2815 1552



bankingconference@hkib.org

www.hkib.org