

Fund Distribution and Operations MasterClass: Raising the bar for STP

ASIA IS STILL BOOMING

Asian investors poured \$100 billion of new assets into local and offshore funds year-to-date in 2008. These investors have added \$80 billion to local funds and an estimated \$20 billion to offshore funds year-to-date.

- Korean equity funds have gained \$14 billion as of Q2 08.
- Indian equity funds have also done well, raising \$8 billion in new assets this year.
- Funds in Southeast Asia and Taiwan have added \$6 billion.

Mutual funds as an asset class continue to enjoy net inflows in Asia, the Middle East and India despite the challenges in the global credit markets and volatilities in financial markets.

An estimated 90% of the net sales of the mutual funds (UCITS products) originated from Asia in 2007. This trend has continued so far this year, with positive net sales in Asia.

A recent industry survey shows that 82% of the participants consider that the proportion of mutual funds held by investors in Asia is set to grow in the coming years, with third-party global banks leading as distribution channels.

EFFICIENT DISTRIBUTION & OPERATIONAL CHALLENGES

Automating Asia's booming fund business will be no small task, but it is becoming increasingly urgent, given pace of growth in the funds industry. Yet the Asian fund industry is facing the operational challenges of human errors in processing, retaining quality & experienced staff and no common format for automation.

Are your back office processes sufficiently robust and scaleable to adapt to this changing environment?



COME AND BE INVOLVED

With industry experts who will share their experiences and valuable insights as we walk through the value chain, from manufacturing to sales and distribution; and examine how the ecosystem has been evolving in this dynamic environment.

The Fund Distribution and Operations MasterClass is design to encourage dialogue in the Asian fund industry as it faces new distribution opportunities, and the need to lower costs and reduce risk by eliminating inefficiencies from its institutional and retail fund operations.

Join SWIFT and its community to hear their experiences on fund automation and raising the bar for STP and automation in Asia!

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DRAFT Agenda

8.30 Registration

Welcome speech

Kathryn Dioth, CEO, ING Platform Services
Also Chairperson, Hong Kong Fund Working Group

Industry Updates: Growth, Challenges & Cooperation

Gerry Ng, Chairman, Hong Kong Investment Funds Association
Ka Shi Lau, Banker Consortium Trust & Chair for Hong Kong Retirement Schemes Association

Hong Kong as a fund hub: QDII investment flows

Penny Ning Pan, Sterling Finance

Morning Coffee Break & Networking

Asian Fund Automation Consortium Update – State of STP for Fund Distribution in Asia

Dean Chisholm, Director, Head of Operations, Asia Pacific, Invesco

Raising to the bar Challenge – STP in Custody versus Funds Distribution

David Gilmour, Standard Chartered

Distribution & Operations Panel discussion: Raising the bar for STP

Hosted by: Brian Kusunoki
Panelists: Kathryn Dioth, CEO, ING Platform Services
Janice Lin, Fidelity
Dean Chisholm, Invesco
David Gilmour, Standard Chartered
Philippe Bonval, HSBC
CC Lau, Hang Seng Bank
Virkam Samra, HSBC

STP Solutions for the Fund Markets

Thomson Reuters

Lunch & Networking

Fund Hubs: New market efficiency model

Euroclear
Clearstream

Project hand holding: Pairing for success with Live Clients in Asia

Alan Tang, SWIFT

Using Technology as a Straight Thru Processing (STP) Enabler

Wealthcraft
Smartstream

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