Program Agenda

June 28, 2018

1:30 – 2:00pm  Registration

2:00 – 2:05pm  Welcome Remarks
Rohan Singh, Managing Director, Head of Asset Servicing, Asia Pacific, BNY Mellon

2:05 – 2:45pm  Keynote Speaker: Investments in Transitions
Garry Hawker, Director of Strategic Research, Growth Markets, Mercer

2:45 – 3:15pm  Panel Discussion: Digitalization of Finance
The disruption brought forth by technology advancements has transformed how financial institutions operate and serve their clients. The race for innovation, agility and talents has intensified. The panel will discuss what have happened and share views on key trends, and beyond.

Panelists:
Keith Carter, Associate Professor, National University of Singapore
Queenie Chan, Head of North Asia, Symphony
Raj Kandasamy, Director, Head of Information Security, Asia Pacific & Latin America, BNY Mellon

Moderator:
Hans Brown, Head of Client Technology Solutions, Asia Pacific, BNY Mellon

3:15 – 3:35pm  Data as an Asset
Data is one of the most important assets in a financial institution, but if you are not leveraging it intelligently and in the right way, you are missing a huge opportunity. Stay ahead of your competition with a data-centric single platform architecture that allows you to managing your data wisely and efficiently, it also helps identify new areas of growth and opportunities. Eagle is going through “a digital transformation revolution”. How does it help our clients in Singapore by lowering the cost of system ownership and improving the operational efficiency?

David Ingleson, Head of Asia Pacific, Eagle Investments Systems

3:35 – 3:50pm  Coffee Break

3:50 – 4:10pm  Tax and Regulatory Changes Impacting Asia Pacific
A decade ago, expansion of the tax & regulatory universe could have been considered somewhat more gentle, or even inflationary. Fast forward to today, the superheated big bang of tax change and regulation have accelerated the expansion, resulting in a very dynamic new tax environment. How can financial institutions navigate the complexity of the global tax environment by identifying courses of action throughout the investment lifecycle of their financial assets?

Mariano Giralt, Global Head of Tax and Regulatory, Global Product Management, Asset Servicing, BNY Mellon
4:10 – 4:40 pm  **Panel Discussion: Cryptocurrency – Trends, Challenges and Opportunities**

Cryptocurrencies have recorded bigger swings than stocks, bonds, commodities and traditional currencies over the past year. Are they financial assets, currencies, commodities or something entirely new? Despite a growing institutional focus on bitcoin and other cryptocurrencies, they have defied easy categorization, and received their fair share of criticism, fueling an intense debate over how they should fit into investor’s portfolio—and whether they belong at all. Hear what some of the industry experts have to say.

**Panelists:**
- Jehovah Chu, Co-Founder and Managing Partner, Kenetic
- Mark Wightman, Partner, Advisory Wealth & Asset Management Asean Leader & Asian Advisory Leader, EY
- Patrick Yeo, Singapore Venture Hub Leader, PwC

**Moderator:**
- Mark Nelligan, Managing Director, Head of Alternative Investment Services & Structured Products, Asia Pacific, BNY Mellon

4:40 – 5:00 pm  **Vision 2020 the Future Collateral Universe**

As the current collateral universe expands and becomes more integrated, what are the emerging trends and themes? If you trade OTC derivatives, are you already prepared to play by the new rules? In term of implementation dates and phase-in timetables, how much time do you have and what needs to be done? Is there a shift towards tri-party segregation solutions? And what needs to happen to support the use of non-cash collateral? Is there demand, or is cash still king? This session will address the current and ongoing operational challenges across the collateral management lifecycle, and discuss the experiences of previous phases. Can anything stop this collateral big bang?

**Moderator:**
- David James Brown, Director, Business Development Manager, Asia Pacific, BNY Mellon Markets

5:00 – 5:25 pm  **Panel Discussion: Sleepless in Singapore – Issues Keeping C-Suites Awake at Night**

**Panelists:**
- Phil Stockwell, Chief Operating Officer, Eastspring Investments
- Wing Kwan Leong, Director, Investment Services Public Markets, GIC

**Moderator:**
- Rohan Singh, Managing Director, Head of Asset Servicing, Asia Pacific, BNY Mellon

5:25 – 5:30 pm  **Closing Remarks**

**Gregory Roath**, Managing Director, Head of Global Client Management, Asia Pacific, BNY Mellon

5:30 – 7:00 pm  **Cocktail Reception**
Speakers Biographies

Rohan Singh
Managing Director, Head of Asset Servicing, Asia Pacific, BNY Mellon
Rohan Singh is the Head of Asset Servicing for the Asia Pacific (APAC). Based in Singapore and a member of the APAC Leadership Council, Rohan is responsible for the execution of growth opportunities and overseeing the development of local capabilities in APAC.

With over 27 years of financial services industry experience, Rohan’s experience spans across operations, client servicing, sales and executive Management in various locations including Melbourne, Sydney, Hong Kong, Singapore and London. Prior to joining BNY Mellon, Rohan led the Southeast Asia region for Northern Trust, based in Singapore. He has also led the Australasia region for Northern Trust as well as Sales for Asia Pacific. He had spent his early career years as a director at Citibank and held several asset servicing leadership positions at the company, including Head of Global Custody Sales South Asia.

Rohan holds a Bachelor of Commerce degree from the University of Wollongong, New South Wales in Australia and is a Graduate of the Australian Institute of Company Directors (GAICD).

Garry Hawker
Director of Strategic Research, Growth Markets, Mercer
Garry Hawker initially joined Mercer in New Zealand in September 1992 after having worked for seven years with another consulting firm. Prior to his transfer to Singapore in February 2000, Garry had been responsible for the management of Mercer’s investment consulting business in New Zealand. In October 2007, Garry relocated to Shanghai to oversee the establishment and development of Mercer’s investment consulting business in China. Garry relocated back to Singapore in August 2009.

Since his move to Asia, Garry’s major clients have included the national social security funds, central banks and national reserve investment agencies of many Asian countries. In January 2013, Garry was appointed to the role of Growth Markets Director of Strategic Research. Garry also chairs the group that contributes to Mercer’s capital markets research and assumptions globally and is a member of the Global Policy and Global Strategic Research Committees, which are global committees within Mercer charged with bringing Mercer’s best investment ideas to our clients. Garry also leads Mercer’s global National and Public Funds segment.

Garry is an associate member of the CFA Institute. He is also an actuary. He received his bachelor’s degree in mathematics and statistics from the University of Canterbury in New Zealand.

Keith Carter
Associate Professor, National University of Singapore
Keith Carter is Associate Professor at the NUS School of Computing, charged with delivering consultation and instruction across big data, machine learning and design thinking. Keith is a data-driven business leader with a deep understanding of business intelligence, data projects and its business applications. He is also Actionable Intelligence Strategist at KBC Global Partners, leading the implementation of big data projects for companies across Finance, Banking, Fintech and Supply Chain, as well as Chief Information Officer and Machine Learning Lead at Datarama, a Fintech startup.

In his previous roles, he has worked with Accenture, KPMG, Goldman Sachs and Estee Lauder. Keith received his MBA from Cornell University. He is the author of Amazon bestseller, Actionable Intelligence: A guide to delivering Business Results with Big Data, Fast! Keith’s mission is to help others succeed through his work in lecturing, writing, mentoring and consulting.
Queenie Chan
Head of North Asia, Symphony

Queenie Chan is the Head of North Asia for Symphony Communication Services, a Silicon Valley based "unicorn" start-up that provides a secure and compliant collaboration platform with integrated messaging, file sharing, audio/video conferencing, screen sharing and automated workflow capabilities.

Queenie joined Symphony in 2016 as the Head of Account Management of APAC and was responsible for pioneering the launch of Symphony across 20+ countries in the Asia Pacific region. In her current capacity, she leads sales and account management operations for both global and regional financial institutions based in Hong Kong, China, Japan, Korea and Taiwan.

Prior to joining Symphony, Queenie spent over 15 years in investment banking including leading positions in institutional sales and corporate marketing at Goldman Sachs, Barclays and CLSA.

Queenie holds a bachelor degree of Arts in Translation of the University of Hong Kong. She is based in Hong Kong with her husband and daughter.

Raj Kandasamy
Director, Head of Information Security, Asia Pacific & Latin America, BNY Mellon

Raj Kandasamy is the Head of Information Security - Asia Pacific & Latin America for BNY Mellon and also serves as the Cybersecurity Director for Pershing Securities Australia Limited (a BNY Mellon company). His current role involves identifying, developing, implementing, and maintaining cybersecurity-related processes that reduce the organization’s operational risks.

Prior to assuming his current role, Raj was the Head of Technology Risk & Compliance for Asia Pacific, where he was instrumental in enabling business solutions while proactively protecting BNY Mellon from information technology risks in a balanced control environment. He is a member of the BNY Mellon Information Security Leadership Team, Asia Pacific Technology Leadership Team as well as the APAC Women’s Initiative Network (WIN) & Diversity & Inclusion (D&I) Council. Raj is also a BNY Mellon representative on the Financial Services Information Sharing and Analysis Center (FS-ISAC) Asia Pacific Committee and has an active interest in the cybersecurity, technology risk & associated regulations.

Raj has over 15 plus years of information security & technology risk management experience with fortune 100 organizations spanning across financial, manufacturing & consulting domains. He started his career as a Security Engineer in an Anti-Virus Solutions firm and held various information security & technology risk roles through his career.

Raj earned a Bachelor of Engineering degree in Electronics & Communication at the University of Madras. In his free time Raj enjoys playing Badminton.

Hans Brown
Head of Client Technology Solutions, Asia Pacific, BNY Mellon

Hans Brown is the Head of Client Technology Solutions – Asia Pacific for BNY Mellon responsible for leading all facets of technology delivery in the region.

Prior to assuming his current role, Hans was the Head of Technology Projects and Consultancy for the Asia Pacific region, where he was instrumental in building up and driving the technology execution capability to deliver the enhancements and capabilities required to enable business growth in APAC. He is a member of the Executive Committee for BNY Mellon in Asia Pacific and a member of the Global BNY Mellon Technology Operating Council. Hans has been with BNY Mellon for five years, having started his career in London with the Asset Servicing Technology business in EMEA and transferred over to Singapore in the fall of 2012. Hans has a wealth of experience in leveraging Agile methodologies to deliver technology solutions in the financial services, telecoms and consumer electronic industries. He also has an active interest in technology evolution and trends as well as the rise of Fintech’s and API’s in financial markets. Hans is acknowledged as an exceptional leader and high performer within BNY Mellon and is a recipient of the prestigious BNY Mellon’s Star Award.

Hans has a Master of Science in International Technology Management from the University of Warwick as well as a Master of Engineering in Civil and Structural Engineering from the University of Liverpool.
Mariano Giralt
Global Head of Tax & Regulatory, Global Product Management, Asset Servicing, BNY Mellon

Mariano Giralt is the Global Head of Tax & Regulatory, Global Product Management – Asset Servicing, Head of London Site and member of the BNY Mellon EMEA Operating Committee. In this role, Mariano is responsible for providing tax and regulatory strategy, product development, research, risk management and client facing support.

Prior to joining BNY Mellon, Mariano worked as Director at JP Morgan Chase Treasury & Securities Services. Prior to this, Mariano was a Senior Lawyer at Cuatrecasas Law Firm.

Mariano holds a Masters in Finance at the London School of Economics; a Masters in Laws at Georgetown University, Washington DC; a Degree in Research in International Taxation from the University of Barcelona; a Degree in Tax Consultancy and Management at ESADE Law School Barcelona; and a Law Degree from the University of Zaragoza.

Mariano is member of a number of relevant industry associations, is a frequent speaker at leading industry conferences and events and has compiled a number of thought leadership papers and publications.

Jehan Chu
Co-Founder and Managing Partner, Kenetic

Jehan Chu is Co-Founder & Managing Partner at Kenetic, a leading global blockchain investment and technology firm. He founded the Ethereum HK community (2014) (sponsored by InvestHK), co-founded the Bitcoin Association of Hong Kong (2014) and founded the Hyperledger HK community (2016). Alongside the Hong Kong Monetary Authority, Jehan created the Blockchain: Surge event, serves as Co-Chairman of the Hong Kong Fintech Association Blockchain Committee, is a member of the Asia Fintech Angels Association, a Fellow of Singapore University of Social Sciences, a Gerson Lehrman Group (GLG) Council Member and Metta Curator for Blockchain, Jehan is also an advisor to Melonport, QTUM, and OpenANX Projects, and Global Patrons Board of San Francisco Museum of Modern Art.

He is a graduate of Johns Hopkins University, former front-end developer with more than ten years’ experience in web and enterprise application development, and has been a cryptocurrency investor since 2013.

David Ingleson
Head of Asia Pacific, Eagle Investments Systems

David Ingleson joined Eagle Investment Systems in 2005. He relocated to Singapore in 2010 to take up the role of Head of Service Delivery, responsible for Eagle implementations in the APAC region. His current role is Head of APAC for Eagle. He is a member of the Eagle Executive Committee and the APAC Asset Servicing leadership team.

Prior to joining Eagle, he held consulting and technical roles with HSBC and National Australia Bank.

David holds a MA (Hons) Economics from the University of Edinburgh.
Mark Nelligan
Managing Director, Head of Alternative Investment Services & Structured Products, Asia Pacific, BNY Mellon

Mark Nelligan is the Head of Alternative Investment Services & Structured Products (AIS/SP) for the region and part of the AIS/SP Leadership Team. In this role, Mark leads the overall strategy and execution for AIS/SP in the region, and provides senior support for key clients and prospects, while representing the AIS/SP business with other stakeholders. Mark is a member of BNY Mellon’s Asia Pacific Leadership Council and has over 25 years of financial services experience. He is a Managing Director and based in Singapore. Mark joined BNY Mellon in October 2002 from ING Barings, Singapore, where he was the chief operating officer with responsibility for the bank’s commercial and investment banking operational support platform in South East Asia, Vietnam and India. Prior to this, he held several senior operational roles in Hong Kong, India and London. He is a Fellow of the Institute of Chartered Accountants in England & Wales (FCA, ICAEW) and a graduate of Jesus College, Cambridge University.

Mark Wightman
Partner, Advisory Wealth & Asset Management Asean Leader & Asian Advisory Leader, EY

Mark Wightman leads EY’s ASEAN Wealth & Asset Management & Asian WAM Advisory teams. He joined in 2014 after spending over 20 years in industry with operations, technology & strategy roles. He started his career in financial technology spinning a business out of the London Business School in 1994 and later raising VC and exiting.

Mark has over 20 years experience in the Wealth & Asset Management industry with the majority of his time focused on Asia Pacific markets. He has worked across the breadth of the buy-sides including detailed projects on strategy, operating model, products, alternatives, derivatives & risk. Clients helped by Mark include asset managers, asset servicing firms, wealth managers, private banks, hedge funds, PE funds, SWFs and family offices.

Mark is a regular speaker on market trends and industry issues and consulted on business strategy, market entry and peer benchmarking. He has taken the lead in regional client education around cloud & cybersecurity and what they mean in practice for asset management firms.

Mark has worked in all the major financial centres in the world and has lived in Singapore for the last decade. Mark has a BA & MA from Oxford University.

Patrick Yeo
Singapore Venture Hub Leader, PwC

Patrick Yeo is a Partner leading PwC Singapore Venture Hub practice where he is responsible for servicing clients in the venture and startup ecosystem as well as being the venture partner for PwC Singapore. He is also part of PwC Singapore’s Asset and Wealth Management Practice. He has advised startups across the Asia-Pacific region on go-to-market strategy and has conducted startup events on related topics. He works with corporate accelerators and provides mentorship to the startups. He also advises VC and PE firms on cross-border transactions and due diligence related matters. On the crypto front, he has advised crypto-funds and foundations on the set up structuring as well as other operational issues.
Wing Kwan Leong
Director, Investment Services Public Markets, GIC
Wing Kwan Leong was appointed as the Director of Investment Services Public Markets (ISPM) on 1 April 2017. He is responsible for organizing the investment support and operation functions across front, middle and back offices so as to facilitate responsive and seamless support of investment execution for public market assets. As the Director of ISPM, he works closely with Chief Operating Officer on strategic direction for investment support capabilities, in alignment to investment strategic goals and seek continuous improvement to support the investment business proactively. He is also a member of the Corporate Management Committee and Group Risk Committee.

Wing Kwan joined the Government of Singapore Investment Corporation (GIC) in 1996 and held various leadership positions in Risk and Performance Management Department, Fixed Income Department, Public Markets and Corporate Affairs and Planning Department. Wing Kwan was appointed as a Managing Director in July 2008. Prior to joining GIC, Wing Kwan spent three years with Coopers & Lybrand as a senior auditor specializing in the audit of financial institutions.

Wing Kwan holds a Bachelor of Accountancy from the Nanyang Technological University of Singapore. Wing Kwan has also completed a MBA program with the University of Chicago. He is a CFA charter holder and a Certified Public Accountant.

Phil Stockwell
Chief Operating Officer, Eastspring Investments
Phil Stockwell joined Eastspring Investments in 2014. His senior roles within the company have included: General Manager Investments from 2014 – 2015, Chief Operating Officer 2015 to present; and Chief Executive Officer of Eastspring Investments Singapore from 2016 to 2018. Phil is currently focused on transforming our business through the TOM program and building a robust and scalable platform that is critical to growth. He is also responsible for investment operations, IT, data and administrative support for the entire organisation, covering all middle and back office operations.

Prior to joining Eastspring Investments, Phil was COO of BT Investment Management in Australia, a publically listed fund manager and part of Westpac Banking Corporation. In his role, Phil was responsible for the leadership of product development, product management, client services, dealing, investment operations, IT, risk and compliance, company secretarial and legal. Phil has also been a strategy consultant with McKinsey & Company, and with KPMG Consulting. Phil has over 15 years of finance industry experience.

Phil holds an MBA from Australian Graduate School of Management (AGSM), UNSW, Sydney and a Bachelor of Economics and a Bachelor of Commerce from University of Queensland, Brisbane. He is a Fellow of the Institute of Chartered Accountants in Australia.

David James Brown
Director, Business Development Manager, Asia Pacific, BNY Mellon Markets
David James Brown has over 20 years’ experience in the Global financial markets working in London, New York, Hong Kong and Singapore.

David has held roles across a wide spectrum of products including securities lending, repo, OTC derivatives and prime brokerage, at a range of international banks such as Barclays, JPMorgan and UBS. In 2009, David joined BNY Mellon Hong Kong as business development manager for tri-party collateral management and OTC derivatives services, relocating to Singapore in 2013 to focus on developing the South East Asian and Australian markets.

David is currently studying for the CMFAS exam at the institute of banking and finance Singapore.
Gregory Roath
Managing Director, Head of Global Client Management, Asia Pacific, BNY Mellon

Gregory Roath is Managing Director and Head of Global Client Management, Asia Pacific based in Singapore. In this capacity, Gregory has responsibilities for all major client relationships in the Asia Pacific region. He is also the Country Executive and General Manager of BNY Mellon Singapore.

Gregory was formerly Head of Depositary Receipts for Asia Pacific based in Hong Kong. He managed the region’s relationship management and new business development teams. He originally joined BNY Mellon in New York, working in both product management and Western European relationship management. Prior to relocating to Asia, he spent seven years in London managing new business development and undertaking relationship management in Central Europe, Russia, Ukraine and Kazakhstan.

Before joining BNY Mellon, Gregory worked for the United States Agency for International Development in Croatia and Bosnia-Herzegovina. There he was responsible for the establishment and coordination of numerous multi-national government-sponsored regional economic and development projects.

He received a BA from the University of California at Berkeley and an MA from Columbia University in International Affairs.