



Asia Offshore Association

2nd Annual Asia Offshore Association Summit

18:00-19:00 June 2, 2015 Welcome Cocktail: Baan Noi, The Mandarin Oriental Bangkok

June 3-4, 2015

Level 2, the Royal Ballroom, The Mandarin Oriental Bangkok

Day 1, June 3, 2015

9:00-9:05 Welcoming Remarks: Conference Organizer

9:05-9:25 Session 1: Teera Phutrakul, Chairman, Thai Financial Planners Association

Overview of the Wealth Management Industry in Thailand and its Development

- Thai entrepreneurs' reasons for using offshore jurisdictions
- Thailand's future in offshore wealth and corporate management

9:25-9:55 Session 2: Sean Deng, Partner, Mercury Capital Investment Limited

China's Investment Pick-up and Opportunities for Industry Players

- What jurisdictions have been popular with Chinese in the past and why
- Due to current regulatory and investment trends, which jurisdictions will likely gain popularity for private and corporate investment
- How can industry practitioners support and benefit from these trends

9:55-10:25 Networking Coffee Break

10:25-11:10 Session 3: Panel Discussion—Global Tax Residency and Physical Residency

Panel Objective

The end of 2014 saw Asia become the largest regional market by number of millionaires. With Asia's rich getting ever richer, many are worried about how to manage their wealth and keep their businesses safe from uncertainty related to economic slowdown and political instability. Discussion about asset internationalization is topical for wealthy Asians that increasingly have families spread out across the globe. Sustaining family wealth, hedging investments against regional downturn, and leveraging the advantages of different regions in the world are issues that need to be addressed from a global perspective. This panel will discuss what precautions should be taken into account when planning wealth management offshore.

Key Points to Address

- What are the latest needs and preferences of HNW clients who are increasingly paying attention to cross-border asset allocation?
- What is the role of wealth management professionals in providing crucial advice and guidance in an increasingly transparent and regulated world?
- What standards will be applied in measuring risks, in the context of risk diversification? Often, wealthy families

do not understand the types of risks they are exposing themselves to, including risks related to immigration, overseas real estate acquisitions, private equity investment, alternative investments, or any of these in combination.
•What are some of the best ways to avoid legal pitfalls when emigrating in today's complex environment?

Moderator:

Panelists:

Josh Bennett, International Tax Attorney, The Law Firm of Josh N. Bennett

Sean Deng, Partner, Mercury Capital Investment Limited

Nick Stevens, Director, NTL Trust Limited

11:10-11:40 Session 4: Josh Bennett, International Tax Attorney, The Law Firm of Josh N. Bennett

Opportunities for Asian families migrating to the USA and how they can benefit from a South Dakota Trust to Mitigate Taxes and Reporting Requirements under FACTA

In light of the growing number of foreign grantors with US beneficiaries, more Asian families are implementing US trusts in their tax, estate and asset preservation planning. By decanting or establishing a South Dakota Asset Protection Dynasty Trust, the wealthy Asian client may be able to avoid extensive US foreign trust Treasury/IRS reporting requirements, avoid US state taxes and minimize US Federal income, estate taxes and interest penalties upon death of the wealthy Asian grantor.

11:40-12:00 Session 5: Dr. Ulrich Eder, Managing Director, PUGNATORIUS Limited

Escape to Southeast Asia

- Foreign direct investments to Thailand - a better way to spend the proceeds offshore than a feed-in into the European financial system
- Escape to Southeast Asia - Thailand as a safe haven jurisdiction to legally avoid the disclosure of offshore funds
- After the tax holidays have gone - tax efficient offshore structuring of investments promoted by the Thailand Board of Investment.

12:00-14:00 Networking Dim Sum Lunch at The China House, The Mandarin Oriental Bangkok

14:00-14:20 Session 6: New Money vs. Old Money

- Characteristics of Asian families as the first generation of HNWI's during a time when businesses are shifting on a larger scale
- Asian HNWI's compared with their Western counterparts in terms of wealth transfer
- Intergenerational succession and transference of family businesses' ownership and management

14:20-14:40 Session 7: Eva Law, Founder & Chairman, Association of Family Offices in Asia, Association of Private Bankers in the Greater China Region

From Family Business to Family Office

- The array of family office services and the latest models
- Key priorities for Asian UNHW families and entrepreneurs
- Is the relationship between the family office and the private bank more like competition or cooperation?
- Which makes more sense to Asian families, the private bank or the family office?

14:40-15:00 Session 8: Liang Han, Director of Financial Affairs and Managing Partner of Finance Services, King and Capital Law Firm

Onshore or Offshore

- Wealthy Asians' motivation for asset transfer
- Common Law vs. Civil Law
- Case study: Key legal concerns when converting Chinese assets into Offshore Trusts

15:00-15:30 Networking Coffee Break

15:30-16:15 Session 9: Panel Discussion–Selecting a Jurisdiction and Applying Offshore Vehicles Properly

Panel Objective

There are various jurisdictions available for investments into the Asia-Pacific region. Although they have similar tax systems, there are distinct factors which will make the choice of jurisdiction critical to any investment strategy. Apart from this, offshore related planning tools are applied for asset protection and wealth inheritance across multiple generations. The panel will discover the key criteria used for jurisdiction selection and explore the appropriate approach when selecting structures to suit businesses-owning families in Asia.

Key Points to Address

- Choice of jurisdiction: What to consider first
- Characteristics of offshore jurisdictions which make them particularly popular among Asian investors
- Tax regimes and treaty networks that matter with regards to business operations in different jurisdictions
- What are the range of risks relating to offshore wealth planning and how to tackle clients' concerns in terms of a structure's complexity and sophistication
- Similarities and differences among the range of offshore instruments such as trusts and foundations
- How to navigate Asian clients through those solutions through the know-your-customer process

Moderator:

Panelists:

Peter Willie, Partner, Helmore Wealth Limited

Irina M. Francken, Director, IN Fiduciary Services Group

John Swann, Business Development Director, Jordans Trust Company Limited

16:15-16:35 Session 10: Dr. Irina M. Francken, Director, IN Fiduciary Services Group

Charitable Giving and Philanthropy in Asia Pacific

Many people in Asia give to charitable causes, but much needs to be done to get the best out of their efforts. There is a real need for professional philanthropic support, and many donors need to go through an education process to understand that such support is in the best interests of both themselves and beneficiaries.

16:35-16:55 Session 11: Peter Kung, Director, GenPro Consulting, Inc.

Current Development of Offshore Business in Taiwan

- Recent developments in Taiwan including compliance requirement and actions from Banks and the Financial Services Authority
- HNWI market in Taiwan

16:55-17:00 Closing Remark: Conference Organizer

17:00-18:00 Networking Cocktails

19:00-21:00 Speakers and Sponsors Dinner, Sala Rim Naam, The Mandarin Oriental Bangkok



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9:00-9:05 Welcoming Remarks: Conference Organizer

9:05-9:25 Session 1: Update and Outlook on Asian Enterprises' Outbound FDI

- Outbound investment trends in Asia
- The numbers and policies behind the phenomenon
- Role of offshore IFCs in outbound FDI structuring (e.g. significant deals that involve Hong Kong, Singapore, Cayman, BVI, Luxembourg etc.)
- Proper profit deployment consideration and methods

9:25-9:55 Session 2: Jonathan Blaine, Senior Associate of Tax, Baker & McKenzie

Update on Thai Tax Reforms and Implications for Offshore Planning

- FDI Into/Out of Thailand
- International Tax Planning
- HNWI Tax & Estate Planning
- Personal Inbound Planning for Thai HNWI into USA
- Planning regarding the new inheritance laws that will be coming in effect in Thailand

9:55-10:25 Networking Coffee Break

10:25-11:10 Session 3:

Round Table Discussion—Dealing with the New World of Transparency

Panel Objective

In today's age of global transparency and big data, new global regulations are being rapidly finalized by the OECD and G20 for worldwide implementation. Information on all financial accounts and related transactions will be automatically exchanged among participating countries, given the expected rapid deployment of Automatic Exchange of Information. This round table will discuss how the international financial centers and the key service providers keep moving with the changing world.

Key Points to Address

- Is there any obvious movement with so many jurisdictions entering the TIEA that Asian investors are also facing investigation regionally
- How does the offshore services industry react effectively towards diminishing levels of confidentiality

•Re-thinking of business models and redefining offshore challenges

Panelists:

Peter-Michael Schuster, General Manager, RAK Investment Authority

Xavier Borja, Director and Member of the Board, Loyal Bank

Jonathan Blaine, Senior Associate of Tax, Baker & McKenzie

11:10-11:30 Session 4: FATCA, FATCA, FATCA, the Most Important Regulation Impacting the Offshore Industry

11:30-11:50 Session 5: Incorporation Structures and Strategies for Commercial Purposes

.Converting existing structures to more beneficial structures for clients' specific situations

.Designing a more robust structure subject to global compliance

11:50-11:55 Closing Remark: Conference Organizer

12:00-14:00: Networking Lunch and Short Boat Ride To Sala Rim Naam, Thai Buffet