

**STEP JOURNAL ROUNDTABLE
HNW ENTREPRENEURS IN ASIA**

MONDAY, 6 NOVEMBER AT 2.15 PM



**FIRST / NAMES
GROUP**



CHAired BY
SHANKER IYER
IYER PRACTICE ADVISERS

JOANNA CAEN, HERBERT SMITH FREEHILLS
STUART DOWDING, FIRST NAMES GROUP
SEOW CHEE GOH, STEP
KATIE GRAVES, WITHERS
MATT HAYNES, FIRST NAMES GROUP
NICK JACOB, FORSTERS
EDMUND LEOW, DENTONS RODYK
BILL LEXMOND, LEpercQ DE NEULFIZE ASIA PTE LTD
SIEW QUAN NG, PWC
KAREN O'HANLON, FIRST NAMES GROUP
DAWN QUEK, BAKER MCKENZIE

AGENDA

- 1. THE DIFFERENCES AND/OR SIMILARITIES BETWEEN HNW ENTREPRENEURS IN ASIA AND THOSE ACROSS THE GLOBE**
 - / Culture – what impact this has when working with Asian families
 - / Western educated children and the potential change in family dynamics and outlook

- 2. KEY TRENDS EMERGING AMONG HNW ENTREPRENEURS DOING BUSINESS IN ASIA**
 - / Increased formalisation of structures with family offices now being set up or considered
 - / How does the entrepreneur split their focus between their business and succession planning
 - / How to persuade your client to spend the time to plan for the future

- 3. HOW THE CHANGING REGULATORY AND TRANSPARENCY LANDSCAPE IS AFFECTING THE ACTIVITY OF HNW ENTREPRENEURS IN ASIA**
 - / The impact of automatic exchange of information, registration of beneficial owners, CRS, FATCA, etc.
 - / How do Asian clients feel about privacy and security
 - / The banking environment

- 4. WHAT ARE THE CURRENT TRENDS IN SETTING UP OR MANAGING EXISTING STRUCTURES – WHERE AND WHY?**
 - / Will new structures be simplified
 - / Flight to quality
 - / Rationalisation of existing structures



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