Structured products
ASIA

November 23 & 24 2005, The Conrad Hotel, Hong Kong

The leading event for the Asian Structured Products and Alternative Investments Industry

Structured Products Asia is the groundbreaking event from Asia Risk and Structured Products magazines. This multi-stream two-day conference covers retail, high net worth and private banking markets and examines key challenges facing Asia’s structured products community.

Keynote addresses by:

- Kathryn Shih, Head of Wealth Management, Asia Pacific, UBS AG, Member of the UBS Group Managing Board
- Andrew Malcolm, Partner, Capital Markets, LINKLATERS
- Chin-Chong Liew, Partner, ALLEN & OVERY

Leading industry experts include:

- Jean-Manuel Camguilhem, SG ASIA LIMITED
- Daniel Chan, SHANGHAI COMMERCIAL BANK
- Bryan Goh, OAKS FAMILY OFFICE PRIVATE LIMITED
- Cameron Hedger, CREDIT SUISSE FIRST BOSTON
- Deon Joubert, ABSOLUTE CAPITAL
- Eugene Kim, TRIBRIDGE CAPITAL
- Polly Lee, LGT INVESTMENT MANAGEMENT (ASIA)
- Wilson Lee, SG SECURITIES (HK) LIMITED
- Sonia Leung, SFC
- Anurag Mahesh, CITIGROUP PRIVATE BANK
- Michael Nock, DORIC CAPITAL
- Leslie Phang, COMMONWEALTH PRIVATE BANK
- Vicks Poon, CITIBANK
- Marc Romano, CALYON/CAAM
- Nick Thompson, MACQUARIE
- Francis Wong, SHK FUNDS

Senior executive addresses by:

- Arpit Agarwal, Head of Private Banking, ICICI PRIVATE BANK
- Werner Schlossmacher, Director, Head of Structured Products Asia-Pacific, CREDIT SUISSE
- Samuel Lin, Senior Vice President, Head of Financial Derivatives, OCBC BANK
- Eleanor Wan, Director, Head of Funds Business, ALLIANZ GLOBAL INVESTORS HONG KONG
- Christophe Lee, Chief Executive Officer, SHK FUNDS
- Anmaud Sarfati, Head of Pricing and New Products, SG CORPORATE & INVESTMENT BANKING

Conference highlights include:

- Legal and regulatory updates
- An overview of the Asian structured retail products market
- Infrastructure investment
- Examining the concepts behind CPPI
- Hedge fund and fund linked products
- Structured products for private individuals
- Sharia products for HNW investors
- Training your marketing team
- New developments in commodities
- Innovation in private banking
- India – exploring opportunities
- Developments in Asia’s CDO market
- Multiple benefits of correlation products
- Hedge fund indexes

Complimentary Race Night on the evening of November 23rd at Happy Valley Racecourse
Don’t miss an exciting mix of races and networking!

www.incisive-events.com/spasia2005

The must-attend event for Private Banks and Retail Market Distributors of Structured Products!
### Day one – Wednesday 23 November 2005

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<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Speaker/Details</th>
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<tbody>
<tr>
<td>8.00</td>
<td>Registration and breakfast</td>
<td>Sponsored by NASDAQ</td>
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<tr>
<td>9.00</td>
<td>Welcome address: Leslie Bosch, Managing Director, NASDAQ Financial Products, THE NASDAQ STOCK MARKET INC</td>
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<tr>
<td>9.05</td>
<td>Editor’s opening remarks: Paul Lyon, Editor, STRUCTURED PRODUCTS magazine</td>
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<tr>
<td>9.10</td>
<td>Keynote address: Andrew Malcolm, Partner, Capital Markets, LINKLATERS</td>
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<tr>
<td>9.30</td>
<td>Keynote address: Chin-Chong Liew, Partner, ALLEN &amp; OVERY</td>
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| 9.50  | Plenary roundtable: Regulation – structured products for retail distribution                 | Sonia Leung, Associate Director, Corporate Finance, SECURITIES AND FUTURES COMMISSION OF HONG KONG  
Andrew Malcolm, Partner, Capital Markets, LINKLATERS  
Moderator: Nick Sawyer, Editor, RISK magazine |
| 10.50 | Morning break and an opportunity to visit the exhibition                                       |                                                                                |

#### STREAM ONE: RETAIL MARKETS AND HNW MARKETS

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>11.20</td>
<td>Chairman’s opening remarks</td>
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</table>
| 11.30 | Roundtable: The future for structured products in the Asian marketplace                      | Adam Cowperthwaite, Francis Wong, Denis Chan, Head of Structured Product Distribution, SHK FUNDS  
Moderator: Nick Lyon, Editor, STRUCTURED PRODUCTS magazine |
| 11.40 | Masterclass: The challenges in structuring products for retail markets from a regional bank perspective | Samuel Lin, Senior Vice President, Head of Financial Derivatives, OCBC BANK |
| 11.50 | Morning break and an opportunity to visit the exhibition                                       |                                                                                |

#### STREAM TWO: INSTITUTIONAL AND PRIVATE BANKING MARKETS

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<tr>
<td>11.30</td>
<td>Masterclass: Structured products on fund-of-funds</td>
<td>Wilson Lee, Managing Director, Equity Derivatives, Asia Ex Japan, SG SECURITIES (HK) LIMITED</td>
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<tr>
<td>12.10</td>
<td>Masterclass: Infrastructure investment: “The next big thing”</td>
<td>Nick Thompson, Head of Non-Flow Structured Products, MACQUARIE EQUITIES (ASIA) LIMITED</td>
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<tr>
<td>12.50</td>
<td>Lunch and an opportunity to visit the exhibition</td>
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<tbody>
<tr>
<td>2.20</td>
<td>Masterclass: Structured alternative investments</td>
<td>Cameron Hedger, Director of Fund Linked Products, CREDIT SUISSE FIRST BOSTON</td>
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<tr>
<td>2.20</td>
<td>Masterclass: Pricing structured products</td>
<td>Speaker to be confirmed – please refer to website for programme updates</td>
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**Day two – Thursday 24 November 2005**

<table>
<thead>
<tr>
<th>Time</th>
<th>Stream One: Retail Markets and HNW Markets</th>
<th>Stream Two: Institutional and Private Banking Markets</th>
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<tbody>
<tr>
<td>9.30</td>
<td>Chairman’s opening remarks</td>
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<tr>
<td>9.40</td>
<td>Masterclass: Trends and opportunities for investment products in the Asian retail markets&lt;br&gt;• &quot;Asian retail markets&quot; – definition of “retail” and countries involved&lt;br&gt;• The investment behaviour and services needed&lt;br&gt;• The development trend of the Asian retail markets&lt;br&gt;• Demographic trends in the Asian markets&lt;br&gt;• Challenges and opportunities ahead&lt;br&gt;Eleanor Wan, Director, Head of Funds Business, ALLIANZ GLOBAL INVESTORS HONG KONG</td>
<td>Masterclass: Structuring for an international client base: the platform model&lt;br&gt;Please refer to the website for up-to-date details about this session&lt;br&gt;Marc Romano, Deputy Managing Director, CALYON/CAAM</td>
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<tr>
<td>10.20</td>
<td>Morning break and an opportunity to visit the exhibition</td>
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**STREAM ONE: RETAIL MARKETS AND HNW MARKETS**

**STREAM TWO: INSTITUTIONAL AND PRIVATE BANKING MARKETS**

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<td>3.00</td>
<td>Roundtable: Training your marketing team&lt;br&gt;Other than the major challenge with a new structured product launch is educating your own sales force – or someone else’s sales force – being responsible for making sure that the customer does understand – how do you ensure responsible selling? This session will focus on the potential damage to reputation from mis-selling and effective ways to explain complex products&lt;br&gt;Vicks Poon, Head of Investment Research and Strategy, CITIBANK&lt;br&gt;<strong>Moderator:</strong> Nick Sawyer, Editor, RISK magazine</td>
<td>Masterclass: The challenges of structuring products for the private client&lt;br&gt;• Cash Flow: a big challenge&lt;br&gt;• The challenge of rising interest rates&lt;br&gt;• The challenge of asset class diversification: how can structured products address it?&lt;br&gt;Anurag Mahesh, Business Manager, Structured Products, Asia Pacific and Middle East</td>
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<td>3.40</td>
<td>Afternoon break and an opportunity to visit the exhibition</td>
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<td>4.00</td>
<td>Masterclass: New development in commodities&lt;br&gt;• Commodities: the forgotten asset class&lt;br&gt;• How to get exposure&lt;br&gt;• Structured products: a flexible way to invest&lt;br&gt;Jean-Manuel Camguilhem, Director, Structured Derivatives&lt;br&gt;SG ASIA LIMITED</td>
<td>Masterclass: Sharia products for HNW investors&lt;br&gt;• Islamic finance – an area of significant opportunity and growth – banks from all over the world are now offering some form of Islamic product&lt;br&gt;• Structuring key Islamic finance products&lt;br&gt;• Key documentation issues and risk mitigation in the Islamic structures for project financing&lt;br&gt;• Islamic funds and collective investment schemes&lt;br&gt;Speaker to be confirmed. Refer to website for up-to-date information</td>
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<td>4.40</td>
<td>Champagne Roundtable: Structured products and the future of Asian private banking&lt;br&gt;Are structured products really a good thing for the private banker? Do they simply commoditise what were once highly-valued advisory services? Or do they open the door to a new level of service?&lt;br&gt;Polly Lee, Investment Manager, LGT INVESTMENT MANAGEMENT (ASIA)&lt;br&gt;Anurag Mahesh, Business Manager, Structured Products, Asia Pacific and Middle East, CITIGROUP PRIVATE BANK&lt;br&gt;Leslie Phang, Head of Investments, COMMONWEALTH PRIVATE BANK&lt;br&gt;Werner Schlossmacher, Director, Head Structured Products Asia-Pacific, CREDIT SUISSE&lt;br&gt;<strong>Moderator:</strong> Paul Lyon, Editor, STRUCTURED PRODUCTS magazine</td>
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<tr>
<td>5.30</td>
<td>Chairman’s closing remarks</td>
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<tr>
<td>6.40</td>
<td>Coaches to Happy Valley Racecourse</td>
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<tr>
<td>7.00</td>
<td>Race Night at Happy Valley Racecourse</td>
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| 10.50 | **Roundtable:** Hedge fund indexes: a new underlying for structured products  
- A guide to the benefits of hedge fund indexes  
- How best to structure products around them  
- Separate managed accounts, increased transparency, liquidity, and daily valuation  
- Various forms of structuring for current and expected market environments  
Bryan Goh, Director Alternative Investments, OAKS FAMILY OFFICE PRIVATE LIMITED  
Cameron Hedger, Director of Fund Linked Products, CREDIT SUISSE FIRST BOSTON  
Paul Lyon, Editor, STRUCTURED PRODUCTS magazine  
Further panelists to be confirmed | **Masterclass:** Structured products for private individuals – how to choose the ideal product  
- How to assess the risk category for a product  
- Why a product with higher risk can decrease overall risk in a portfolio while maximizing returns  
- Mark-to-market – important to know the details  
- Asset allocation prevails also with investing in structured products  
Werner Schlossmacher, Director, Head Structured Products Asia-Pacific, CREDIT SUISSE |
| 11.30 | **Masterclass:** Multiple benefits of correlation products  
- What is correlation?  
- Correlation products in the context of different market parameters  
- Solutions to meet client needs for safe and performing investments  
- How to optimize tactical asset allocation through correlation products  
- How can we use correlation products as an alternative investment?  
Arnaud Sarfati, Head of Pricing and New Products, SG CORPORATE & INVESTMENT BANKING | **Masterclass:** Service and the super-rich. What one-to-one client advisory really means  
- What is client advisory?  
- Are you advising RMs or clients?  
- Is it about asset allocation or risk sharing?  
- Is there profit sharing as well?  
- How does it work out with an open platform vis-a-vis an in-house philosophy?  
Polly Lee, Investment Manager, LGT INVESTMENT MANAGEMENT (ASIA) |
| 12.10 | Lunch and an opportunity to visit the exhibition |  |
| 1.40  | **Roundtable:** Developments in Asia’s CDO market  
- Examining the risks in investing in CDOs  
- Are CDOs suitable for retail investors  
- Structural features  
- Regulatory updates – what changes will ensue?  
- Future issues and market developments  
Deon Joubert, Managing Director, ABSOLUTE CAPITAL  
Moderator: Nick Sawyer, Editor, RISK magazine  
Further panelists to be confirmed | **Roundtable:** Key issues in structuring hedge funds  
- Hedge funds are a rapidly growing form of alternative investment – but is low volatility in markets squeezing returns?  
- Investing in hedge funds and funds of funds  
- Screening a large universe  
- Due diligence processes  
- Avoiding major crises  
Marc Romano, Deputy Managing Director, CALYON/CAAM  
Moderator: Paul Lyon, Editor, STRUCTURED PRODUCTS magazine  
Further panelists to be confirmed |
| 2.20  | **Masterclass:** Marketing new products  
- Product information, communication and training  
- Innovation and design for marketing materials  
- Effective ways to communicate complex products  
- Examining the relative importance of distribution channels which are key?  
Speaker to be confirmed. Please refer to website for most up-to-date information | **Masterclass:** India – exploring opportunities  
- The India growth story  
- Investment habits of individuals  
- Investment options available  
- Structured products market  
Arpit Agarwal, Head of Private Banking, ICICI PRIVATE BANK |
| 3.00  | Afternoon break and an opportunity to visit the exhibition |  |
| 3.20  | **Masterclass:** How much is the expertise of an investment bank worth?  
- Clients must make money – structured notes designed to benefit the client not the issuer  
- Structures today – based on client misinformation?  
- Examples on how to modify risk / return profile based on different structures  
Leslie Phang, Head of Investments, COMMONWEALTH PRIVATE BANK | **Masterclass:** Development of REITs in Asia  
- Impact on credit ratings as a result of the higher leverage ceilings on Singapore and Hong Kong-based REITs  
- Credit implications of REITs owning China-based assets  
- Evaluating the payment ability of a REIT on its unsecured obligations  
Speaker to be confirmed. Please refer to website for most up-to-date information |
| 4.00  | **Champagne Roundtable:** Hedge funds and the quest for new alpha  
- Given the explosion in new Asian hedge funds, how does an investor differentiate between “winning” strategies and managers and those that are most likely to under perform?  
- In general, despite the surge in demand for Asian hedge funds, recent returns have been mediocre at best. What should investors be expecting in terms of returns and volatility from Asian hedge funds?  
Christophe Lee, Chief Executive Officer, SHK FUNDS  
Eugene Kim, Chief Investment Officer, TRIBRIDGE CAPITAL  
Michael Nock, Managing Director, DORIC CAPITAL |  |
| 4.50  | Chairman’s closing remarks |  |
| 5.00  | End of conference |  |
Dear Delegate,

As the Asian structured products market goes from strength to strength, and comes to grips with new regulations, it’s vital to keep up to date with new developments. It’s therefore my great pleasure to invite you to attend Structured Products’ inaugural Asian conference taking place at Hong Kong’s Conrad Hotel on November 23rd and 24th.

Structured Products Asia is a multi-stream two-day conference, bringing together the region’s leading experts on market regulation, alternative investments, REITs and CDOs to name just a few areas. Speakers will be drawn from private and investment banks, retail product distributors and Asia’s leading lawyers.

The programme will comprehensively cover retail and high net worth markets and examine key challenges facing all those companies who work with structured products. As a result I am certain that the conference will become the pre-eminent event for the Asian structured products and alternative investments industry.

Regards

Paul Lyon,
Editor, Structured Products

PS: Don’t forget to join us at the Happy Valley Race Night on the evening of November 23rd, for what promises to be a memorable event.

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November 23 & 24 2005, Hong Kong

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By tel: +852 2545 2710
By fax: +852 2545 7317
By e-mail: conf@incisivemedia.com

For further enquiries
Mr Sunny Singh
By tel: +852 2545 2710
By fax: +852 2545 7317
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Please check the relevant box

☐ My institution is a Private Bank/Asset Manager/Retail Market Distributor of Structured Products
2 day conference: US$499 or HK$3895
☐ Other institution – please note restrictions on permitted attendance*
2 day conference: US$1299 or HK$10135
☐ Yes, I will be attending the Race Night at Happy Valley on 23rd November

* These are restrictions on representatives of investment banks attending this conference. Only current named subscribers of Asia Risk and Structured Products magazine are permitted to attend. For clarification of your eligibility please phone Elina Watson, T: +852 2545 2710 or via email: elina.watson@incisivemedia.com. The organiser’s decision is final.

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Venue

Conrad Hong Kong
Pacific Place
88 Queensway
Hong Kong
Tel: +852 2521 3838

Accommodation

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