



THE ASIAN BANKER SUMMIT 2004

Asia's foremost event on transformational issues in the financial services industry

"ESTABLISHING THE PILLARS OF SUSTAINABLE GROWTH"

Hong Kong Convention & Exhibition Centre

5-7 May, 2004

THE SUMMIT

The Asian Banker Summit, held annually, is the financial-services industry's pre-eminent gathering of decision-makers in this region.

This year's theme, "Establishing the Pillars of Sustainable Growth" focuses on banks building sustainable franchises for the long-term. Establishing sustainability is a multi-faceted issue for financial institutions against many current challenges, such as the threat of terrorism, fraud, regulatory requirements and/or increased access to the local marketplace and the competition for capital as well as new opportunities in payments and even in the traditional lending business.

The Asian Banker Summit 2004 will provide considerable and in-depth dialogue for the benefit of professionals in each of the three key areas identified for focus this year:

- Risk Management – A core competency for excellence
- Payments – The new profit proposition
- Lending – Strengthening the basic business

MAIN SESSIONS

The main sessions will feature extensive presentations and dialogues to benefit executives in each of the key areas listed below:

Risk Management – A core competency for excellence

The risk management track will explore risk from various angles and in different areas that are critical to a bank's success:

- The Regulator's Forum – how Hong Kong, Singapore, China, Malaysia and India are interpreting Basel II and responding to new issues?
- Dissenting views on Basel II – what are Basel II's weaknesses and some alternative ways of approaching risk management?
- How can banks improve shareholder value through risk management?
- Inculcating a risk culture in the business decision making processes of the bank.
- Taking a risk based approach to capital management.

Payments – The new profit proposition

Payments is a core business in any bank and is in a phase of renewal today. The Summit's track on payments will explore various issues:

- Potentially profitable payments propositions such as remittance services.
- The cost of preventing fraud and decreasing fraud costs through managing risk
- Technological, collaborative and other pressing issues facing the payments industry today, such as new roles for the ACH and cheque truncation
- The effect of the Patriot Act and other anti-terrorism and anti-money-laundering regulations on Asia's banks.

Lending – Strengthening the basic business

Asian banks are aggressively building their loan books once more. What can they do to ensure that their lending activities can grow sturdily in the long term? The Lending track will feature discussions on:

- Successful cases of turning around non-performing assets and debt restructuring
- Credit derivatives as means of hedging risk
- The evolution of internal credit risk models
- Building a successful small- business loan portfolio
- Innovation in the way banks have been working with their corporate customers.

FORUMS

In addition, the Summit will feature the following short workshops to keep CEO level delegates and their key executives on track of current issues:

The CEO Advisory Forum - The Importance of Corporate Governance

The legendary Sir Brian Pitman, former Chairman of Lloyds TSB and current Senior Advisor to Morgan Stanley, will lead a panel of CEOs from a few of Asia's forward-looking banks in what promises to be a stimulating discussion on the role of corporate governance in today's banking environment. Indeed, increasingly demanding shareholders, the rise of public interest in such issues as corporate accountability and transparency, and the recent misdemeanours at major US firms like Enron and the NYSE has re-coloured the meaning of "corporate governance". In his keynote address to the CEO Advisory Forum, Sir Brian will speak about corporate governance from the practitioner's point of view.

The Regional Outlook Forum – From Crisis to Building Sustainable Growth

Asia's economies are on the mend once more and the region is replete with opportunities for the FSIs. The Regional Outlook Forum is designed to give Summit delegates a clearer perspective of what lies ahead. Speakers and panelists at the forum will explore some possible developments and a few areas to be caution of:

- **Regional Banking Analysis:** Are Asia's banks repeating mistakes that could lead to another crisis?
- **Findings of Survey on Customer Service Levels of Banks in the Region:** Based on startling survey results recently released, this session examines the importance of customer relationship in long-term growth.
- **Capital Management after Basel II:** How can Asia's banks allocate capital more efficiently by capitalizing on Basel II requirements?
- **Country Focus-China:** Gain perspective on recent developments in one of the world's largest financial services markets.

The Annual Technology Evaluation Panel Forum

This year's Summit will feature a panel of distinguished heads of technology of leading banks who will both provide their own perspectives on trends in the industry as well as respond to presentations make by various service providers on new offerings in the marketplace.

- **Core Banking and IT architecture:** Resolving key issues of the day, such as the cost of building and maintaining an efficient IT infrastructure, return on investment into technology, integration and other concerns?
- **The Cost of Management Agenda – Outsourcing and Business Continuity:** What are the long-term strategy issues and cost-benefit of outsourcing IT-related and business processes versus managing them in-house?
- **Business Agility and the Move Towards Customer Centricity:** The advent of new technologies is enabling banks to reach and service customers at new levels. But how do banks benchmark their own commercially viable service levels.
- **Risk Management:** As the cost of compliance increases, banks have many new onerous responsibilities that have to be administered to in a cost-efficient and business friendly manner.
- **The Revenue Enhancement Agenda:** How can banks be involved in participating in the business goals of their organizations.S

WHO SHOULD ATTEND

The agenda for the Asian Banker Summit is designed for the different layers of professionals in the financial services industry and in related industry:

- Chief executives and senior management of financial institutions in the region
- Senior executives in corporate and strategic planning
- Senior executives in risk management
- Senior executives in corporate lending and asset securitisation
- Senior executives responsible for payment products and services
- Senior executives in operations and technology
- Investors and analysts with an interest in financial institutions
- Regulators, policy-making and government officials

THE AGENDA

Day One: Wednesday, 5 May	
08.00 – 09.00 Hrs	Registration
09.00 – 09.15 Hrs	Welcome Note
THE ANNUAL TECHNOLOGY EVALUATION PANEL FORUM	REGIONAL OUTLOOK FORUM
<p>This year's forum will be anchored by two sets of panelists sitting in the morning and afternoon sessions.</p> <p>Moderator: Snr Rep, HP Financial</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr Steve Ingram, MD & Grp Chief Information Officer, DBS Bank • Ms Chanda Kochhar, Head and Exec Director, ICICI Bank • Mr YB Yeung, Head of IT, HSBC • Mr John Palmiero, General Manager, North Asia, Misys Wholesale Banking System <p>The morning session will focus on the following areas:</p> <p>Core Banking and IT Architecture Resolving key issues of the day, such as the cost of building and maintaining an efficient IT infrastructure, return on investment into technology, integration and other concerns?</p> <p>The Cost Management Agenda – Outsourcing and Business Continuity What are the long-term strategy issues and cost-benefit of outsourcing IT-related and business processes versus managing them in-house?</p>	<p>Opening Address Mr. Jonathan L. Fiechter Deputy Director, Monetary and Financial Systems Department International Monetary Fund</p> <p>Regional Banking Analysis Asia's banks and banking system appear to have recovered from the Asian crisis of 1997. But there are cracks underneath the gloss. Are the region's banks repeating the same mistakes, although in different areas? Where are the danger zones?</p> <p>Panelists Mr. Jonathan Fiechter International Monetary Fund</p> <p>Dr. Wei S. Yen Vice President and Senior Credit Officer Moody's Investors Service</p> <p>Mr. Paul Sheehan Managing Director ING Financial Markets</p> <p>Mr. Emmanuel Daniel Managing Director and Editor-in-Chief The Asian Banker</p> <p>Moderator Mr. Darren McDermott Assistant Managing Editor <i>The Asian Wall Street Journal</i></p> <p>Country Focus: China</p> <p>An update on developments in one of the world's hottest banking markets.</p> <p>Speakers and Panelist</p> <ul style="list-style-type: none"> • Mr Zhang Enzhao, President and CEO, China Construction Bank (Invited) • Mr John Thornton, Director, Global Leadership Program, Tsinghua University (Invited) • Mr Richard Leung, China Head, DBS Bank • Dr Wei S. Yen, Vice President and Senior Credit Officer, Moody's Investors Service • Mr Paul Sheehan, Managing Director, ING Financial Markets <p>Moderator</p> <ul style="list-style-type: none"> • Mr. Darren McDermott, Assistant Managing Editor, <i>The Asian Wall Street Journal</i>
12.30 – 14.00	Networking Lunch

<p>Moderator: Snr Rep, HP Financial</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr Peter Robertson Group Head, Strategic Sourcing and Vendor Management, Standard Chartered Bank. • Mrs Preeprame Seriwongse, EVP, IT Division, Bank of Ayudhya • Senior Rep., HP Financial Services <p>The afternoon session will focus on the following areas: Business Agility and the Move Towards Customer Centricity</p> <p>The advent of new technologies is enabling banks to reach and service customers at new levels. But how do banks benchmark their own commercially viable service levels?</p> <p>Risk Management and the cost of Compliance</p> <p>As the cost of compliance increases, banks have many new onerous responsibilities that have to be administered to in a cost efficient and business friendly manner?</p> <p>The Revenue Enhancement Agenda</p> <p>How can banks be involved in participating in the business goals of their business divisions.</p>	<p>Findings of Survey on Customer Service Levels of Banks in the Region</p> <p>In the age of mergers and acquisitions, something as fundamental as customer relationships is often overlooked in the race to grow bigger and stronger. This panel explores some customer-focused areas that can be improved, based on startling research results recently released.</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr Dan Bognar, Asia Pacific Director, Customer Strategy, Siebel Systems • Mr Richard Campione, Groups VP & GM, Financial Services and Public Sector, Siebel Systems <p style="text-align: center;">INAUGURATION OF THE RISK ADVISORY FORUM</p> <p>The Asian Banker will be introducing the inaugural members of The Risk Advisory Forum.</p> <p>Inaugural Forum: Capital Management After Basel II</p> <p>The way Asian banks use capital will evolve as they adopt Basel II requirements. Will the result be more efficient capital allocation?</p> <p>Speakers and Panelists</p> <ul style="list-style-type: none"> • Mr Simon Topping, Executive Director, Hong Kong Monetary Authority • Dr Michael Ong, Professor of Finance, Exec Director of the Center for Financial Markets Stuart Graduate School of Business Illinois Institute of Technology • Mr David Belmont, Director, Group Risk Control, Nexgen Holdings • Mr. H.S. Rajashekhar Principal Consultant, Risk Management, i-Flex Solutions
---	---

Day Two: Thursday, 6 May	
08.00 – 09.00 Hrs	Registration
09.00 – 10.30	<p>WELCOME NOTE Mr Emmanuel Daniel, Managing Director & Editor-in-Chief, The Asian Banker</p> <p>OPENING KEYNOTE ADDRESSES</p> <p>Mr Frederick Ma, Secretary for Financial Services and the Treasury, Hong Kong, SAR.</p> <p>Mr. Yoon Byung-Chul, Former Chairman, Woori Financial Holdings /Director, Seoul Financial Forum/ CEO, Financial Planner Standards Board, Korea.</p> <p>Mr Rupert Keeley, President, Asia Pacific, Visa</p>
10.15 -12.30	<p>KEYNOTE ADDRESS AND THE CEO ADVISORY FORUM "Corporate Governance – The Practitioner's View" Sir Brian Pitman, Senior Advisor, Morgan Stanley and former Chairman of Lloyds TSB</p> <p>CEO's Panel Discussion</p> <ul style="list-style-type: none"> • Mr. Yoon Byung-Chul, Former Chairman, Woori Financial Holdings, Korea • Dr. Placidao L. Mapa, Jr. Vice Chairman, Metropolitan Bank and Trust Co, Philippines • Ms Chanda Kocchar, Member of the board of Directors and Executive Director, ICICI Bank, India • Mr Zhang Enzhao, President & CEO, China Construction Bank, China (Invited)
12.30 – 14.00	Networking Luncheon at the Exhibition Foyer

RISK MANAGEMENT: A Core Competency for Excellence	PAYMENTS : The New Profit Proposition	LENDING : Strengthening the Basic Business
<p>Regulators' Forum Basel II's advent is imminent and banking regulators as well as banks throughout the world are making final preparations for the transition. However, the new capital-adequacy accord will not be adopted uniformly, and differences may vary widely from one market to another. This panel of banking regulators explores;</p> <ul style="list-style-type: none"> • How regulators from Asia's major banking markets interpret Basel II; • What aspects of Basel II will be adopted, which areas will be modified and which elements will be omitted to meet each market's needs? • The immediate and long-term implications of adopting Basel II; • The challenges of implementing Basel II and some solutions that are being explored. <p>Regulators' Forum – Hong Kong and Singapore Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr. Simon Topping, Executive Director, Hong Kong Monetary Authority (HKMA) • Mr Low Kok Mun, Executive Director, Prudential Policy Dept. The Monetary Authority of Singapore (MAS) • Dr Zhongyang Chen, Regional Director, Professional Risk Managers Association, Beijing Chapter, and Assoc. Professor at the School of Finance, Renmin University • Mr Wolfgang Porada, Head of Market Research, Risk Mgt Systems 	<p>Revolutionising the Automated Clearing House: New Roles For A New Era Operating in the midst of demands for greater speed in payments clearance, heightened security concerns, fragmented markets and other current pressures, the automated clearing house (ACH) industry is at an interesting crossroad. This session will explore some of the most pressing issues in the ACH industry today, such as technology cost-efficiency, building a truly national ACH, collaborations with partners and other critical concerns.</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr. Sayan Pariwat, Senior Director, Payments System, Bank of Thailand • Mr David J.Gibbs, Manager Information Security Services, BACS , UK • Mr David Cornelius, VP, Financial Services Sector, Filenet Corporation 	<p>Forum on Asset Securitisation and Debt Restructuring This two-part forum will examine cases of success in securitizing non-performing assets and restructuring bad loans. The speakers and panelists, who have gained a clear perspective from their extensive experience with NPLs and asset management corporations, will examine the factors that contribute to a healthy lending business and loan market.</p> <p>PART I: Asset Securitisation - A Study of Successful Cases This session presents a case study of successful asset securitization.</p> <p>Special Presentation</p> <ul style="list-style-type: none"> • Mr. Harjit Bhatia President, Asia Pacific GE Global Financial Restructuring <p>Panelists</p> <ul style="list-style-type: none"> • Mr. Harjit Bhatia President, Asia Pacific GE Global Financial Restructuring • Mr. Syafruddin Temenggung Chairman, Indonesian Bank Restructuring Agency • Mr. Beom Choi, Executive Director of International Business Group Korea Asset Management Co. • Dato' Zukri Samat, Managing Director, Pengurusan Danaharta Nasional Bhd. <p>Moderator Mr. Tom Holland Contributing Editor, <i>Far Eastern Economic Review</i></p>
<p>Anti-Money Laundering Initiatives & Asian Banks Financial institutions throughout the world are being pressured to comply with a growing number of legislations to prevent money laundering and fraud. Although some of these, like the Patriot Act, originate from distant jurisdictions such as the US and Australia, they have a significant effect on Asian banks. This session will update Asian bank CEOs, heads of fraud prevention and other senior executives on :</p> <ul style="list-style-type: none"> ▪ Global anti-money laundering (AML) initiatives and their impact on the future economic development of Asia; ▪ The status of Asia's compliance with AML legislation; ▪ Asia's exposure to the Patriot Act of the US; and ▪ Using technology as a means of delivering cost-effective best practice in "Know Your Customer" and transaction monitoring. <p>Presentation by Mr Rowan Bosworth-Davies, International Consultant on Anti-Money Laundering and Fraud Prevention.</p>	<p>Cheque Truncation : The Way Forward Cheque truncation has brought a new dimension to the payments industry, but there's much more to be done. This panel explores the challenges and possibilities for cheque truncation.</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr. Sayan Pariwat, Senior Director, Payments System, Bank of Thailand • Mr Jason Hunt, VP, Wachovia Bank 	<p>PART II: Debt Restructuring - A Study of Successful Cases Having restructured a myriad of soured corporate loans over the years, would asset management corporations have done things differently?</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr. Syafruddin Temenggung Chairman, Indonesian Bank Restructuring Agency • Mr. Tumnong Dasri, Director, Corporate Debt Restructuring Group, Bank of Thailand (BOT) • Dato' Zukri Samat, Managing Director, Pengurusan Danaharta Nasional Bhd. • Mr. Beom Choi, Executive Director of Intern'l Business Grp Korea Asset Management Co. <p>Moderator Mr. Tom Holland Contributing Editor, <i>Far Eastern Economic Review</i></p>

Day Three : Friday , 7 May

RISK MANAGEMENT : A Core Competency for Excellence	PAYMENTS : The New Profit Proposition	LENDING : Instrument to Strengthen the Basic Business
<p>Basel II's Dissenting Voices – Alternatives In the Global Marketplace Not everyone agrees that the new accord on capital adequacy, Basel II, is a workable solution. In this session, dissenters explore Basel II's weaknesses and present some alternative ways of approaching risk management.</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mrs. Sally Scutt, Deputy CEO, British Bankers Association • Mr David Belmont, Author of "Value Added Risk Management in Financial Institutions" • Dr Zhongyang Chen, Regional Director, Professional Risk Managers Association, Beijing Chapter, and Assoc. Professor at the School of Finance, Renmin University 	<p>Improving Profitability by Reducing Fraud Costs The incidence of fraud is rising worldwide and may affect financial institutions' margins and brand name, but there are ways to mitigate the risk of such an occurrence. This panel explores some issues and solutions for increasing security without compromising service levels.</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr Derren Jones, Head of Fraud Operations, National Australia Bank • Mr Don McLarty, VP & MD, AP, ACI Worldwide 	<p>Credit Derivatives – A Means of Managing Financial Institution's Portfolios This session explores the various credit derivatives that financial institutions have been using to reduce their credit exposure. How effective are these relatively new instruments?</p> <p>Presentation by</p> <ul style="list-style-type: none"> • Mr. Mahesh Bulchandani, Managing Director and Head of Strategic Solutions, JP Morgan
<p>Improving Shareholder Value Through Risk Management The savviest investors look for risk-adjusted performance because this gives an indication of whether an institution's growth is sustainable. How will Basel II change the way banks are valued on a risk-adjusted basis?</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr David Belmont, Director, Group Risk Control, Nexgen Holdings and Author of "Value Added Risk Management in Financial Institutions" • Mr Paul Sheehan, Managing Director, ING Financial Markets • Mr. Murray Sargant, Director, Sales, Financial Management Solutions (Japan & Asia Pacific), PeopleSoft Inc. 	<p>Profiting from Remittance As the world's workforce becomes increasingly mobile, the growing pool of expatriate communities presents a relatively untapped opportunity for banks – remittance services. This session explores the vast possibilities and some successful cases of building a remittance business.</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Dr Placido L Mapa Jr., Vice Chairman, Metropolitan Bank & Trust Co. • Mr Michael Tauber, Regional Vice President, Southeast Asia and Pacific, Western Union 	<p>The Evolution of Internal Credit Risk Models The way credit risk is measured internally will inevitably change as banks comply with Basel II requirements. This session examines how banks can use Basel II to improve the way they gauge credit risk and how this evolution in credit risk assessment can affect banks' growth in the medium and long terms.</p> <p>Presentation by</p> <ul style="list-style-type: none"> • Dr. Michael Ong, Professor and Director Finance Program, Stuart Graduate School of Business, Illinois Institute of Technology
<p>12.30 – 14.00 Hrs Networking Lunch</p>		
<p>Evaluating and Transferring Operational Risk In today's environment of increased focus on risk – from Basel II, terrorism, fraud and other exposures – it is crucial to have a proactive risk-management framework in place. This session explores and explains some effective ways of mitigating risks, such as critical evaluation and assessment of risk, and structuring appropriate insurance programmes.</p> <p>Speakers and Panelists</p> <ul style="list-style-type: none"> • Mr. Tony Mitchell, Managing Director, Jardine Lloyd Thompson • Mr. Steve Blasina, Senior Vice President, Chubb Asia Pacific Financial Institutions 	<p>"Know Your Customer" – Payments in the Age of Uncertainty In this era of terrorism and heightened security concerns, having the right information about clients is becoming increasingly important. The Patriot Act and other money-laundering regulations are placing new challenges on the payments business. How can Asia's banks address these?</p> <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr David Gibbs, Information Security Services, BACS • Mr Rowan Bosworth-Davies, International Consultant on Anti-Money Laundering and Fraud Prevention • A senior representative of Hewlett-Packard 	<p>SME Lending – Exploring New Ground Lending to small-and-medium-sized enterprises can be a rewarding endeavour with relatively few competitors. After all, it takes a different kind of expertise to handle their requirements. This discussion explores some cases of success in building an SME loan portfolio.</p> <p>Special Presentation</p> <ul style="list-style-type: none"> • Mr. Marc Bernstein, EVP, Wells Fargo <p>Speakers & Panelists</p> <ul style="list-style-type: none"> • Mr. Marc Bernstein, Executive Vice President, Wells Fargo • Mr. Adam Wong, General Manager, Business Financial Services, Standard Chartered Bank
<p>15.30 – 17.30 Hrs</p> <p align="center">Closing Keynote Address : Banking in the Age of Terrorism"</p> <p align="center">With terrorist activities rampant throughout the world, what disruptions are financial institutions likely to face this year? The Closing Keynote session will also present some ways for Asia's financial services industry to safeguard its own interests.</p> <p align="center">Dr. Rohan Gunaratna, Former Principal Investigator, Terrorism Prevention Branch, United Nations; Author of "Inside Al-Qaeda: Global Network of Terror" ; Head of Terrorism Research, Institute of Defence and Strategic Studies, Nanyang Technological University</p>		

