

## FSDC holds forum on asset and wealth management

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The Financial Services Development Council (FSDC) and Hang Seng Management College today (April 9) jointly hosted a forum on career opportunities in asset and wealth management.

Entitled "Latest Trends and Career Opportunities in Asset Management and Wealth Management", today's forum was the 28th event in the FSDC's Practitioner Speaker Series. The forum featured the Chief Executive Officer of CSOP Asset Management Limited, Ms Ding Chen, who also serves as a member of the FSDC New Business Committee.

Ms Ding said, "The pace of the asset and wealth management industry is accelerating, and following a path of creative destruction. The environment and game changes are evolving. In the face of changing demands of customers and the rise of agile FinTech competitors, firms are under pressure to reinvent their business models and invest in development of new propositions.

"The wealth management business has traditionally been based on the personal trust and goodwill between the client and the wealth manager. FinTech is making inroads along the entire expanse of the wealth management lifecycle, innovating in standard wealth management functions ranging from client acquisition to advice to compliance." Ms Ding added that firms will increasingly need to leverage their analytics solutions to increase client stickiness and gain market share as the client demand for self-service and personalisation will fuel the growth of using artificial intelligence and analytics.

The FSDC's Practitioner Speaker Series is a project developed between the FSDC and local tertiary institutions, with speakers from the financial services industry giving talks to students about important industry facts and the skill sets required in developing a career in financial services.

### About the FSDC

The Hong Kong Special Administrative Region Government established the FSDC in 2013 as a high-level, cross-sectoral advisory body to engage the industry in formulating proposals to promote the further development of Hong Kong's financial

services industry and to map out the strategic direction for development.

The FSDC set up five committees, namely the Policy Research Committee, the Mainland Opportunities Committee, the New Business Committee, the Market Development Committee and the Human Capital Committee, as the five streams of its work.

Ends/Monday, April 9, 2018