

The 11th HKIB Outstanding

Financial Management Planners

AWARDS

AWARDS PRESENTATION & GALA DINNER

2 February 2018

Jointly organised by:







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About the Awards

Now in its eleventh year, the annual **Hong Kong Institute of Bankers** (HKIB) Outstanding Financial Management Planner (OFMP) Awards is an award that aims to drive best practice standards for financial planning and wealth management practitioners in the banking and financial services industry. To achieve the purpose of best operational practices and attitudes aligned with clients' interests, a stringent judging methodology and criteria are used in order to accomplish the following objectives:

- To increase public awareness of the importance of financial planning and wealth management
- To enhance the competitive edge of practitioners in the banking and financial services sectors
- To emphasise the importance of ethical selling and product suitability for customers
- To recognise individuals who excel in the financial planning and wealth management profession

Categories & Eligibility

According to years of experience as a financial management planner and the customer segment, participants shall compete in **one** of the three categories (A, B or C) shown below:

- Group A General Wealth Management Customer, Financial Management Planners with up to 3 years of experience
- **Group B** General Wealth Management Customer, Financial Management Planners with **over 3 years of experience**
- Group C High Net Worth Customer, Financial Management Planners with customers' investable assets over US\$ 1 million (excluding primary residence)

Past events photos





















James H. Lau Jr. JP

Secretary for Financial Services and the Treasury HKSAR Government



Congratulations to the winners of the 11th Hong Kong Institute of Bankers (HKIB) Outstanding Financial Management Planner Awards. Since 2006, the Awards have recognized wealth management practitioners with exceptional knowledge and skills in the profession as well as commitment to excellent service and the adoption of best practices. The Awards have also helped to raise public awareness of the importance of financial planning.

The wealth management industry is an increasingly important part of Hong Kong as an international financial centre. Congratulations once again to the winners and I wish you every success in the future.

James H. Lau Jr. JP

Secretary for Financial Services and the Treasury

HKSAR Government

Dr. Chan Sau San, Ph.D.

Chairman of the Board of Directors Monetary Authority of Macao



Along with consistent economic development and growing affluence, residents in the region have been accumulating wealth. This phenomenon leads to strong demand for the high-quality services in financial management and planning. It also creates tremendous business opportunities for the financial services industry, while highlighting the rising needs for financial planning and wealth management specialists.

The OFMP Awards programme provides a unique platform for sharing of working experiences and knowledge for financial planning practitioners, through cooperation and competition. The Awards, in particular, represent recognition of outstanding performance in the profession.

I would like to extend my hearty congratulations to the 11th Award winners and best wishes for their future career developments

Chan Sau San, Ph.D.

Chairman of the Board of Directors Monetary Authority of Macao

Mr. Peter Wong, JP FHKIB

President, The Hong Kong Institute of Bankers



In an increasingly complex global economic environment and shifting investment landscape, financial planning can help individuals and their families build a secure future.

To help people achieve their goals, the role of a financial planner has become more important than ever.

We need professionals who can help customers understand the opportunities – and risks - from volatile markets, fast-changing regulations and the impact of digital technology. We need people

who are focused on fair outcomes and their clients' long term success – knowing that each customer has unique needs and goals. Trust is the most valuable badge that a financial planner can wear today.

The HKIB Outstanding Financial Management Planner Awards is not just a competition. It is a chance for the best of our practitioners to share insights and best practices on financial planning and wealth management. And it is a chance to renew our commitment to do the right thing for our clients to ensure sustainable prosperity for the community.

Congratulations to the winners and thank you to all our participants for your innovative ideas and contributions. With your talent and dedication, the future of Hong Kong as one of the world's leading international wealth management centres is bright.

Peter Wong, JP FHKIB

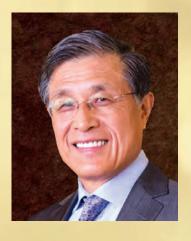
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President

The Hong Kong Institute of Bankers

Dr. Patrick Fung, JP FHKIB

Chairman, Executive Committee The Hong Kong Institute of Bankers



Since its inauguration in 2006, the HKIB Outstanding Financial Management Planner Awards have been an opportunity for talented wealth management professionals to receive well-deserved recognition from an independent industry body. As we celebrate the 10th HKIB Outstanding Financial Management Planner Awards today, I would like to extend my sincere congratulations to all the winners and acknowledge the dedication and efforts of all participants in making this annual event a

resounding success. Your hard work is commendable.

I must also thank everyone who has contributed to the success of this 9th HKIB Outstanding Financial Management Planner Awards. The staunch support from all member banks and financial institutions, the regulators and professional bodies; the Organising Committee and the Panel of Judges. And, finally, the marvelous presentations by all contestants.

Dr. Patrick Fung, JP FHKIB

Chairman, Executive Committee
The Hong Kong Institute of Bankers

Prof. Kalok Chan

Chairman, Organising Committee
The 11th HKIB Outstanding Financial Management Planner Awards



The winners of the 10th HKIB Outstanding Financial Management Planner Awards have once again demonstrated the excellence and professionalism of Hong Kong talent within the Financial Management sector. My heartfelt congratulations to all practitioners receiving their Awards today.

Competition in this year's Award has been intense as always. I am delighted to see high quality presentations made, for this reflects the practitioners' dedication to continuous enhancement, and their awareness of an

increasingly complex economic environment in Hong Kong.

In this year's competition, our contestants have shown their commitment to high standards in competence and ethics. Importantly there has also been a concerted effort to ensuring a relentless focus on the customers. We are confident that they will continue to uphold these important values, and maintain Hong Kong's position as a regional wealth management hub.

I would also like to thank everyone on the Panel of Judges, including representatives from the regulators, and academic, banking and financial institutions. Their contribution is highly appreciated.

I look forward to hearing the success stories of our wealth management professionals and the contribution they will bring to our society. Congratulations!

Prof. Kalok Chan

Chairman, Organising Committee

Edila

The 11th HKIB Outstanding Financial Management Planner Awards

Advisory Board



Raymond Chan

Executive Director
Banking Supervision
Hong Kong Monetary Authority



Derek Wong
Vice Chairman
Dah Sing Bank, Limited

Final Round: Best of the Best



Cliff Chan
General Manager,
Head of Wealth Management
Dah Sing Bank, Limited



Prof Chan Kalok
Dean, CUHK Business School
The Chinese University of Hong Kong



Venus Chiu
Executive General Manager,
Private Banking & Wealth Management
China CITIC Bank International Limited



David S C Kwok

Managing Director & Chief Executive
Shanghai Commercial Bank Limited



Lawrence Lam

Head of Retail Banking
Citibank (Hong Kong) Limited



Flora Leung
Head of Personal Banking
Industrial and Commercial Bank
of China (Asia) Limited



Mary Lo

Deputy General Manager,

Wealth Management

Bank of China (Hong Kong) Limited



Mui Yuet Sheung, Wendy
Deputy Chief Executive
Nanyang Commercial Bank, Limited



Sin Ho Ling, Carol Senior District Manager The Bank of East Asia, Limited

Final Round: Best of the Best



Peggy Tam
Head of Retail Distribution
Hang Seng Bank Limited



Wan Yuen Yung, Eleanor
Chief Executive Officer
BEA Union Investment
Management Limited



Carol Wong

Head of RM

The Hongkong and Shanghai
Banking Corporation Limited



Arthur Yuen
Deputy Chief Executive
Hong Kong Monetary Authority

Round 2: Closed Door Oral Presentation



Alan Chan
Senior Vice President,
Head of Portfolio Advisory
China Construction Bank (Asia)
Corporation Limited



Florence Cheung
Head of Segment & Product
Management
Dah Sing Bank, Limited



Lupina Cheung
Section Head of Product Strategy &
Business Account Development
The Bank of East Asia, Limited



Hui Wai Hing, Peter
Assistant Chief Executive
Nanyang Commercial Bank, Limited



Ko Yiu Ho, Neville
Assistant General Manager
Head of Investment Product
Specialists & Investment Strategies
Bank of China (Hong Kong) Limited



Karen Lam
EVP Head of Relationship
Management
Hang Seng Bank Limited



Wallace Lam

Head of Wealth Sales Distribution
Hang Seng Bank Limited



Alfred Lau

Deputy General Manager &

Head of Investment Advisory

China CITIC Bank International Limited



Josephine Lee
Director of Wealth Management
Citibank (Hong Kong) Limited

Round 2: Closed Door Oral Presentation



Lok Ho Cheong, Eric Head of Wealth Management Advisory Industrial and Commercial Bank of China (Asia) Limited



Puk Wing Ting
Executive Deputy General Manager &
Head of Relationship Management
China CITIC Bank International Limited



Kelvin Tang
Chief Manager, Investment Services
Bank of Communications
(Hong Kong) Limited





Wan Ho Fung, Jonathan
Deputy Head
Personal Banking Department
Industrial and Commercial Bank of
China (Asia) Limited



Michelle Yam
Deputy Head of Private Banking &
Senior Managing Director
EFG Bank AG



Vicky Yau

Head of Wealth Insurance Sales
The Hongkong and Shanghai
Banking Corporation Limited



Stephen Yeung
General Manager, Retail Business
Management Department
Bank of Communications
(Hong Kong) Limited



Wendy Yeung
Division Director Central Division
The Hongkong and Shanghai
Banking Corporation Limited

Organising Committee

Chairman

Prof. Kalok Chan

Dean, CUHK Business School The Chinese University of Hong Kong

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Vivian Chan

Senior Manager, Investment Product Dah Sing Bank, Limited

Erwin Choi

Assistant Vice President, PBG Training China CITIC Bank International Limited

Stella Chow

Assistant General Manager and Head of People Engagement & Competency Development China CITIC Bank International Limited

Ada Kung

Portfolio Strategist The Hongkong and Shanghai Banking Corporation Limited

Kwan Siu Ki Michael

Senior Investment Product Specialist Bank of China (Hong Kong) Limited

Kwok Yuk Tak Betty

Senior Training Manager Citibank (Hong Kong) Limited

Kenny Kwong

Senior Branch Academy Manager The Hongkong and Shanghai Banking Corporation Limited

Lam Kin Ho, Kenneth

Head of Treasury and Personal Banking Products Division Nanyang Commercial Bank, Limited

Lam Sui Mei

Vice President and Area Insurance Manager of Kowloon East Area Branch Network and Direct Banking Hang Seng Bank Limited

Olive Lam

Deputy Head of Private Banking and Wealth Management Wing Lung Bank Limited

Law Wai Hung, Matthew

Senior Vice President, Head Investment Products Department Shanghai Commercial Bank Limited

Organising Committee

Members

Leung Hoi Ting, Iris

Investment Consultant The Bank of East Asia, Limited

Eric Lok

Head of Wealth Management Advisory Industrial and Commercial Bank of China (Asia) Limited

Mareus Mak

Wealth Portfolio Management Team Head The Hongkong and Shanghai Banking Corporation Limited

Kenneth Poon

Vice President and Investment Services Manager Hang Seng Bank Limited

Franklin Shiu

Principal Investment Consultant China CITIC Bank International Limited

Tam Ka Wai Matthew

Senior Investment Product Specialist Bank of China (Hong Kong) Limited

Kelvin Tang

Chief Manager, Investment Services Bank of Communications (Hong Kong) Limited

Andy Tiu

Chief Manager, Investment Services
Bank of Communications (Hong Kong) Limited

Tong Yiu Kai, Calvin

Investment Consultant
The Bank of East Asia, Limited

Wong Pik Kee Peggy

Training Manager
Bank of China (Hong Kong) Limited

Anthony Wong

Senior Vice President Citibank (Hong Kong) Limited

Wong Ching Wa Eva

Senior Training Manager The Bank of East Asia, Limited

Angus Yip

Head of Agency Talent Development AIA International Limited



Group A



Leung Kam Ho



Sham Douglas

Group B



Yiu Siu Chung, Billy

Group C



Yu Yuguangnian, Max

● BEA東亞銀行

Group A



Lee Chau-yee, Samantha

Group C



Cheng Tsz-wai, Dicky

登富CHIEF 證券 | 期貨 | 理財

Group A



Lam Sze King, Jonathan

Group C



Chan Wing Tai, Jack



Group A



Leung Chung Shaun

Group B



Pang Wai Lok, Simon



Yu Wing Sze, Michelle



Group B



Ngan Kai Kong, Ivan

cîtî

Group A



Leung Ho Ming, Vincent



Ng Cheuk Yin, Tony



Wong Ho Fung, Axel

Group B



Lam Hung Keung, Tommy

cîti

Group B



Lee Kam Tai, Tyson



Or Ka Shing, Alex



Tam Chi Sum, Isabel



Wong Cheuk Yin, Leo

Group C



He Zhaowei, Patrick

convoy 🔻 康宏

Group A



Mak Pui Lam, Lum

Group B



Ng Kam Kwan KK



Group A



Tsang Ho Ting, Gavin

Group B



Chan Ching Lung, Jason



Group A



Chan Kwun Nin



Cheung Shiu Wang, Wayne



Lau Ka Ming, Janet



Leung Chun Him, Jacky

Group B



Cho Sze Ngai, Sarah



Group A



Yieldway Chan



Geoffrey Lam



Lee Siu Ping JP



Tifa Luk



Ma Tsz Yin



Yu Tse Kan

Group B



Chan Kam Leung, Kurt



Raymond Chung



Iris Leung



Tsang Chun Yin, Jean-Yves

Group C



Li Yik Ting, Sabrina



Mak Fong Ki, Janice



Group A



Law Hoi Yee, Natalie

Group B



Chan Wai Yin, Ryan



Group A



Chong Ting, Sherrie



Group A



Yam King Lung, Matthew



Group C



Lai Man Chu, Cathy



Group A



Lau Chi Yan

Winners of Bronze Award



Bank of Communications (Hong Kong) Limited

Group A



Leung Yiu Fai, Gordon

♥ BEA東亞銀行 The Bank of East Asia, Limited

Group A



Chan Hung-kei, Ben



China CITIC Bank International Limited

Group C



Wu Hoi Ying, Pinky

Winners of Bronze Award



Citi Citibank (Hong Kong) Limited

Group B



Ko Kai To, Eric

Group A



Kwan Tsz Yin, Natural

大新銀行 Dah Sing Bank, Limited

Group A



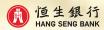
Choi Chun Pong, Mike

Group C



Che Shun Lok

Winners of Bronze Award



Hang Seng Bank Limited

Group B



Tang Chun Lun, Eddie

Group C



Chan Chi Chun, Ringo



HSBC The Hongkong and Shanghai Banking Corporation Limited

Group C



Cherry Chan



ICBC 囯 工银亚洲 Industrial and Commercial Bank of China (Asia) Limited

Group B



Ko Yuen Yan, Jenis



Low Yin Man, Franco

Winners of Silver Award



Bank of China (HK) Limited

Group C



Cheung Ka Ho, Keith

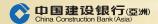


China CITIC Bank International Limited

Group B



Tang Kin Pong Desmond



China Construction Bank (Asia) Corporation Limited

Group C



Ho Kit Fung, Penda

Winners of Silver Award

Citi[®] Citibank (Hong Kong) Limited

Group A



Lo Yu Kiu, Johnathan

Group C



Sit Cheuk Ling, Charles



Hang Seng Bank Limited

Group A



Tam Tsz Hin, Jeff



HSBC The Hongkong and Shanghai Banking Corporation Limited

Group B



Yvonne Leung

Winners of Silver Award



NCB A洋南菜銀行 Nanyang Commercial Bank, Limited

Group B



Ho Yuk Lin, Candice

Winners of Grand/Gold Award

Group A



Bank of China (Hong Kong) Limited



Cheng Chui Yin, Elsa

I am honored and excited to represent the Bank of China (Hong Kong) to participate in the 11th HKIB Outstanding Financial Management Award and become one of the finalists. The time passed by so quickly. From drafting business proposal to give presentation, this journey is unforgettable and treasured.

With the support from my colleagues and the facilitation of HKIB, I am able to unleash and enhance my financial planning skills in helping customers to create a comprehensive solution to meet their financial goals. I believe this invaluable experience will help me significantly in developing my wealth management career in the future.

I would like to take this opportunity to express my deepest gratitude to my company, Bank of China (Hong Kong), for giving me the chance to learn and broaden my horizon. Most importantly, without the wholehearted support from my teammates, I will not have the courage to proudly present my solutions. Thank You.



HSBC

The Hongkong and Shanghai Banking Corporation Limited



Cherry Mo

It is my honor to represent HSBC to join 11th HKIB Outstanding Financial Management Planner Awards. I am grateful to be one of the three finalists. In this amazing journey, not only did I learn a lot of practical finance knowledge, but also sharpen my communication and presentation skills. This once in a lifetime experience is definitely an important milestone of my career. The recognition received from the banking industry encourages me to strive for greater achievements in the coming future.

I would like to express my deepest gratitude to our senior management and buddies. Thanks for all the trainings and precious advices. Without their support and encouragement, I would not have gone through all the challenges that smoothly. Let me share the glory to all my colleagues who helped and inspired me along the way.



HSBC

The Hongkong and Shanghai Banking Corporation Limited



Ivan Yeung

First of all, I would like to thank HKIB. It doesn't matter what award that I am given, but the experiences that I have earned throughout the competition that matter to me.

Moreover, I would like to thank HSBC for giving me chance to join this meaningful programme. It gave me a valuable learning opportunity. All the senior managements were so supportive and inspired us a lot during the learning journey. It really helps me in seeing the job of financial planning from a higher level.

I would also like to take this opportunity to thank my family, my parents and my wife, thanks all for the supports during the competitions.

I am so glad to be one of the contestants of the 11th OFMP at 2018. Although it is just a small step in my career journey, it is a big step in my life.

Winners of Grand/Gold Award

Group B



Bank of China (Hong Kong) Limited



Lai Wing Hong, Ivan

"The experiences of participating in the competition in the past few months will be remembered and shared for so many years to come. It is my distinct honour to be one of the finalists in the 11th HKIB Outstanding Financial Management Planner Awards. I am very grateful to HKIB for hosting this competition. This is a very good opportunity to compete with different elites in the financial industry. Throughout this competition, from written plan to oral presentation, it requires a wide range of professional skills to customize a financial plan for every single customer. During the preparation of the financial plan, it has also given me the opportunity to strengthen my capabilities as outstanding financial planner, enabling me to bring the quality services to my clients.

Last but not least, my sincere gratitude goes to my company, Bank of China (Hong Kong), and my support team for giving me tremendous support and encouragement during the competition



Bank of China (Hong Kong) Limited



Yip Wai Chung, Paul

It is my great honour to be selected as one of the 3 finalists in the 11th HKIB Outstanding Financial Management Planner Awards. The past few months will be remembered for long time. This Competition requires a wide range of professional skills and knowledge to customize a comprehensive financial plan for the specific case clients - To help them fulfil their dreams by real life planning and give a presentation to judge's panel. My sincere thank goes to HKIB as it provides us this opportunity to not only enrich my knowledge and experiences against the best in the industry, but also to learn and grow further. I believe my financial knowledge and presentation skills have been enhanced and it contributes to my future career development significantly.

Finally, I would like to express my deepest gratitude to my company, Bank of China (Hong Kong), our management, and the team for the wholehearted trust and tremendous support. Thank you.



The Hongkong and Shanghai Banking Corporation Limited



Benjamin Ting

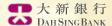
I would like to take this opportunity to gives thanks to HSBC's top management team (Mr. Andy Hon, Ms. Carol Wong, Mr. Kenny Kwong). Thanks for your warm encouragement and guidance along the journey. Thanks for providing different kinds of training. I appreciated and learned a lot from them.

Additionally, I would like to say thanks to the bosses from Wealth Management team (Mr. Jim Costello, Mr. Dennis Chan, Mr. Keith Kan, Mr. Kenneth On, Mr. Raymond Wong). Thanks for the teaching and support along this journey. It is my honor to represent IC team to participate the competition.

Last but not the least, I want to give thanks to my buddy Mr. Dennis Cheung and all internal task force for contributing their time and giving valuable advices. It is my pleasure to work with experts from different teams. Thanks again for accompanying me along the journey. It has been a challenging but unforgettable trip in my life.

Winners of Grand/Gold Award

Group C



Dah Sing Bank, Limited



Wong Ho Kwan, Bob

It is my greatest honor to represent Dah Sing Bank to participate in the 11th HKIB Outstanding Financial Management Planner Awards and I am very thankful to be one of the winners. I would like to express my deepest gratitude to Dah Sing Bank for the immeasurable amount of support and guidance provided to me throughout my career journey.

Participating in this competition has been a major milestone in my banking career. I am confident that this valuable experience has led me a step closer in becoming a successful financial planner. Finally, I would like to say a big thank you to my company, Dah Sing Bank, including senior management and colleagues, for the whole-hearted support and assistance I received at every stage.



The Hongkong and Shanghai Banking Corporation Limited



Chan Siu Kei, Jimmy

It is my greatest honour to participate in the 11th HKIB Outstanding Financial Management Planner Awards. I am grateful for the support from the bank's management to join this meaningful programme.

I would like to share this award with our whole team which has strong support to me throughout the whole campaign. Special thank for my family's understanding and supporting throughout the competition.

I would like to encourage all wealth managers to consider participating in th HKIB Awards competition. During the process, I not only understand myself more, but also learnt a lot of things from my team and gain valuable friendship.



HSBC

The Hongkong and Shanghai Banking Corporation Limited



Maria Kwan

It is my distinct honour and pleasure to represent HSBC as one of the finalists in the 11th HKIB Outstanding Financial Management Planner Awards. I would like to express my sincere gratitude to HSBC, our senior management and colleagues for all the encouragement and support throughout this journey. This award should be shared among us.

Participating in this competition has been a major milestone in my banking career and is definitely the most memorable one. It has enhanced my professionalism and competency, also given me the opportunity to reflect on the attributes of an outstanding financial planner. I am proud to serve Hong Kong and this financial industry.

A sincere thanks to HKIB for organizing such an excellent platform for us to exchange best practice and ideas. And I was impressed and inspired by all the inputs and comments given by panel judges.

A special appreciation and love goes to my mother, for her kind understanding and emotional support. Her encouragement has been my spiritual food during this competition and in my career. She means a lot to me and I wish her healthy always.

Acknowledgement

The Hong Kong Institute of Bankers wishes to thank our lead sponsor, supporting organisations, judges, moderators and contestants for their genuine efforts and hard work in making the 11th HKIB Outstanding Financial Management Planner Awards a success.

Supporting Organisations





FUTURES COMMISSION 證券及期貨事務監察委員會





















Participating Organisations















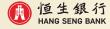
























Organisation listed in alphabetical order

Jointly organised by:





About the Organisers

The Hong Kong Institute of Bankers

The Hong Kong Institute of Bankers (The HKIB) has been serving the local banking community in the provision of education and training since 1963. In 1995, with the encouragement and support of the local banking community, the Institute declared its independence from its parent institute in UK. With an independent status, the Institute is able to better serve the training needs of the bankers in the region and to reflect the importance of Hong Kong as an international financial center.

The continuous professional development program, which comprises of professional examinations and training courses, has helped bank employees to make advancements in their banking career, and is valued by most of them who are determined to strengthen their knowledge base.

In view of the changing landscape of the banking industry in Hong Kong, the importance of continuous professional development and education in this competitive financial market has gained increasing attention. The professional examinations and training programs are offered for members or bank staffs to equip with the essential skills and knowledge to help them "fast-track" their management career.

CTgoodjobs

CTgoodjobs, a unique brand extension launched in 2011, carries through Career Times Online Limited's commitment to quality and integrity in recruitment advertising.

CTgoodjobs has long pledged to protect job seekers from employment frauds with a designated team to verify job advertisements. To further honour its commitment, CTgoodjobs took the lead as the first local recruitment portal to refuse blind advertisements as of July 2014. CTgoodjobs also breathed new life into the job advertising industry with its pioneering job categorisation model and optimised job search engine.

With an active member population of 600,000 and 1,000,000 daily page views, CTgoodjobs launched a new mobile app in 2014. Innovative functions such as Mobile CV and CV import from Dropbox attract more than 100,000 daily screen views, and provide users with a superior job-seeking experience.

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五十五戰至善典節五十五載建樹



香港銀行學會 The Hong Kong Institute of Bankers



Awards Presentation & Gala Dinner 2 February 2018