

2024 Licensee Summit

Agenda

Tuesday, June 18

8:30am - 10:15am **Coach transfer from Sydney Domestic Airport to Hydro Majestic**

9:45am - 10:30am **Morning tea on arrival and registration**

10:30am - 10:40am **Welcome and introduction**



Aleks Vickovich

Editor-in-Chief,
Conexus Financial

CHAIR

10:40am - 11:40am **Panel: The big picture for financial advice licensing**

How the licensee industry has responded to the competitive and regulatory challenges of the past 12 months. What have been the big wins for the industry, and where has it fallen short? What impact has the changing focus of the regulator had on what licensees and advisers do, and how they do it?

Includes: Table discussion



Andrew Alcock

Managing director
and chief executive,
HUB24



Eric Blewitt

Chief executive,
Investment Trends



Daniel Shrimski

Managing director,
Vanguard Australia



Neil Younger
Chief executive,
Fortnum Financial
Group



Aleks Vickovich
Editor-in-Chief,
Conexus Financial

CHAIR

11:40am - 12:25pm Case study: Collaboration and competition in an open architecture world

The once dominant model of vertical integration has given way to a new landscape of open architecture, in which licensees, advice firms, platforms, researchers and asset managers are willing to share revenue and collaborate to achieve better client outcomes. This session examines how the global wealth management trends of personalisation and 'portfolio over product' are playing out in the context of Australian managed accounts and goes behind the scenes of a historic commercial deal.



Chantal Giles
Managing director,
head of wealth
Australasia,
BlackRock



Matt Lawler
Group executive,
advice, AMP



Michael Wright
Chief executive
officer, Lonsec
Holdings



Aleks Vickovich
Editor-in-Chief,
Conexus Financial

CHAIR

12:25pm - 1:25pm Lunch | The Wintergarden

1:25pm - 2:10pm Fireside chat: Meet the new ASIC Commissioner

In one of his first public appearances, newly appointed Commissioner of the Australian Securities and Investments Commission and former Choice CEO Alan Kirkland outlines the priorities in his new role and how he plans to draw on experience from his previous position as a consumer advocate to the task of regulating the financial advice industry.



Alan Kirkland
Commissioner, ASIC



Simon Hoyle
Editor at large,
Conexus Financial

CHAIR

2:10pm - 2:50pm Panel: Crime and punishment under the new CSLR

regime

A deep dive into the work and objectives of the Australian Financial Complaints Authority and the Compensation Scheme of Last Resort, the latter having just commenced operations. AFCA will discuss its approach to external dispute resolutions, including its latest Dixon Advisory test case and the CSLR will go in depth about how its levy is forecasted.



David Berry
Chief executive,
CSLR



Shail Singh
Lead ombudsman -
investments and
advice, AFCA



Chris Dastoor
Editor, Professional
Planner

CHAIR

2:50pm - 3:15pm

Afternoon tea

3:15pm - 4:00pm

Panel: Efficiencies and best practice in tech and cyber

As technology continues to play a pivotal role in the industry, it's essential to leverage it effectively while preserving the human touch where it matters most. This session will discuss strategies for augmenting technology to enhance accessibility and efficiency, while ensuring that human expertise remains central to the client-adviser relationship. Additionally, we'll examine AI use-cases in financial advisory, highlighting how machine learning algorithms can optimise client interactions and decision-making processes. Furthermore, we'll highlight the importance of cybersecurity even in small advice practices, and ensuring licensees adopt robust measures to safeguard sensitive client data and maintain trust in digital transactions.



Jason Brown
Head of distribution,
BT



**Nathan
Jacobsen**
Chief executive,
Vital Business
Partners; former
Diverger CEO



Indi Siriniwasa
Chief executive,
Alchemy
Cyberdefence



Chris Dastoor
Editor, Professional
Planner

CHAIR

4:00pm - 5:00pm

Panel: Winning in the Retirement Income Covenant era

Australia is on the precipice of a demographic wave, as advisers, licensees and super funds assist millions of Australians transition to retirement. Looking across

comprehensive advice as well intra-fund and the emerging models enabled by the Quality of Advice Review, this session will explore how advisers, super funds, platforms and other retirement providers are competing and collaborating to take advantage of new innovations in the age of the Retirement Income Covenant and meet regulatory and community expectations.

Includes: Table discussion



Anne Fuchs

Executive general manager - advice, guidance and education, Australian Retirement Trust



Adrian Gervasoni

Executive manager, advice solutions, Industry Fund Services



Andrew Gregory

Head of financial advice and education, UniSuper



Edwina Maloney

Group executive, platforms, AMP



Aleks Vickovich

Editor-in-Chief, Conexus Financial

CHAIR

5:00pm - 5:05pm

Day one close



Aleks Vickovich

Editor-in-Chief, Conexus Financial

CHAIR

5:10pm - 5:20pm

Bus to Lilianfels

6:15pm - 7:00pm

Pre-dinner drinks | Lilianfels Lounge

7:00pm - 10:00pm

Conference dinner | Darley's restaurant, Lilianfels

Wednesday, June 19

8:30am - 8:40am

Bus to Hydro Majestic

8:30am - 8:55am

Arrival refreshments

8:55am - 9:00am

Welcome back



Aleks Vickovich

Editor-in-Chief,
Conexus Financial

CHAIR

9:00am - 9:45am

Keynote: State of the Licensee Market

CoreData founder and global CEO Andrew Inwood presents industry-standard research, providing the most comprehensive and thought-provoking insights into the drivers of licensee growth, how the needs of advisers are evolving, and whether licensees are truly meeting them.



Andrew Inwood

Global chief
executive officer,
CoreData Group



Colin Tate AM

Founder and
managing director,
Conexus Financial

CHAIR

9:45am - 10:05am

International Keynote: Unlocking value in advice practices

Reflecting on his work with advice practices abroad, Franklin Templeton's Robert Crossley will unpack and analyse broader trends shaping the business of advice and how these follow through to transactions within M&A.



Robert Crossley

VP - EMEA/APAC
head of industry
advisor services,
Franklin Templeton

10:05am - 10:40am

Panel: Show me the money! Latest trends in advice M&A

The state of the advice practice market – a review of current valuations, multiples and profitability, and what this means for access to funding (both debt and equity) for M&A activity. This panel will hear from the providers of capital into firms and from the facilitators of those deals.



Paul Barrett
Group chief executive, AZ Next Generation Advisory



Robert Crossley
VP - EMEA/APAC head of industry advisor services, Franklin Templeton



David Haintz AM
Partner, Merchant Australia



Jaime Johns
Managing director, Avanzare Group



Simon Hoyle
Editor at large, Conexus Financial

CHAIR

10:40am - 11:10am **Morning tea**

11:10am - 11:45am **Fireside chat: Meet the new Insignia CEO**

In a fireside chat, new Insignia Financial CEO Scott Hartley discusses the challenges and opportunities facing the business in a fast-changing world, and how the strategy at Insignia will differ from his previous homes at AMP and Sunsuper.



Scott Hartley
Chief executive, Insignia Financial



Colin Tate AM
Founder and managing director, Conexus Financial

CHAIR

11:45am - 12:30pm **Panel: One industry, many models**

The competitive landscape of financial advice supports a multitude of different licensee business models. We hear from the leaders of a listed licensee group, an institutional licensee, a privately owned licensee in the midst of transition and an institutionally owned risk-focused licensee about the pros and cons of each model.



Keith Cullen
Founder and managing director, WT Financial Group Limited



Jasia Fabig
Chief executive, Fitzpatricks Private Wealth



Sandhya Maini
Head of Zurich Assure, Zurich



Darren Whereat
Chief advice officer, Rhombus Advisory (Insignia Financial)



Chris Dastoor
Editor, Professional Planner

CHAIR

12:30pm - 1:30pm

Lunch | The Wintergarden

1:30pm - 2:15pm

Panel: Maximising outsourcing and partnerships

As licensees transition to being providers of professional services to advice firms, they're finding they can't offer every service a practice needs. This session will dissect how licensees can partner with third parties to add services to their offering, and how these are structured and delivered to advisers. With offshoring services becoming a greater trend the panel will discuss which services are best suited to be situated overseas.



Mark Fisher

Chief executive,
Godfrey Pembroke



Lena Ridley

Chief executive,
Profile Financial
Services



Angus Woods

Managing director,
Adviser Ratings



Simon Hoyle

Editor at large,
Conexus Financial

CHAIR

2:15pm - 3:15pm

The future of advice and role for licensees

The key issues covered in the past two days, and how the licensee community will respond. An opportunity to consolidate the key points covered in the summit and form a consensus view on how to address these issues and opportunities.

Includes: Table discussion



Anne Fuchs

Executive general
manager - advice,
guidance and
education,
Australian
Retirement Trust



Matt Lawler

Group executive,
advice, AMP



Jacqui Lennon

Head of retail,
Zurich Life
Insurance



Geoff Lloyd

Chair, DASH
Technology Group



Colin Tate AM

Founder and
managing director,
Conexus Financial

CHAIR

3:15pm - 3:20pm

Summit close



Aleks Vickovich

Editor-in-Chief,
Conexus Financial

CHAIR

3:20pm - 5:30pm

Coach transfers to Sydney Domestic Airport