

ISSUE 10

DECEMBER 2017

# PORTFOLIO



MPAS AWARDS  
—  
LUXURY MEDIA  
OF THE YEAR  
—  
2017

## FORESIGHT 2018

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PREDICTIONS FROM 50+ THOUGHT LEADERS  
LIFE AND LABOR IN 2018 AND BEYOND

MPAS AWARDS  
—  
CONSUMER  
WEBSITE OF THE  
YEAR  
—  
2017

# SPECIAL REPORT FEARLESS

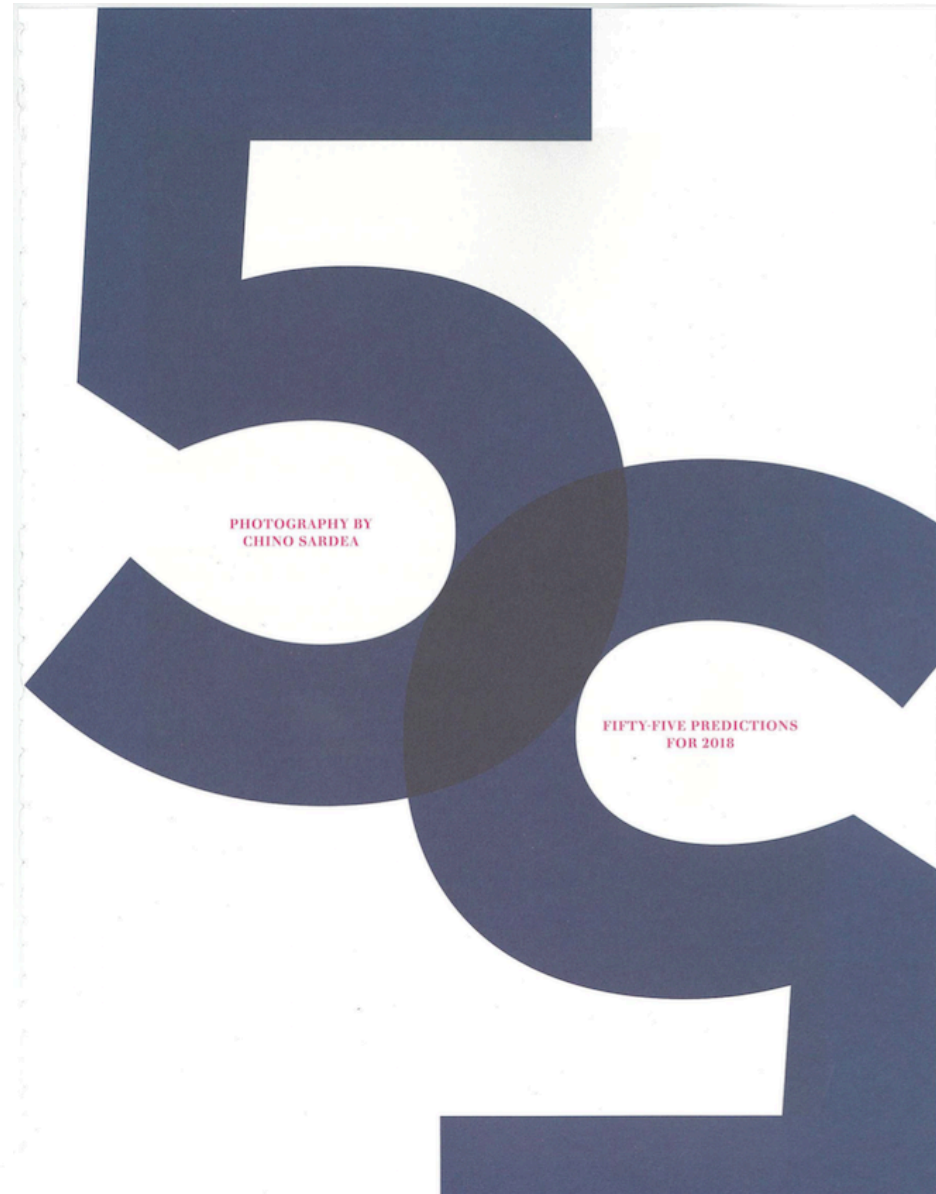
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**40**  
**James Kane**

MANAGING DIRECTOR FOR ASIA  
iGo - SDP Asia

E-payments technology will connect the lifestyle events industry, specifically to APAC in 2018 and beyond. Smart apps and e-payments will connect a fragmented industry, and it's the consumer who will win in the end.

Everyone loves a good concert, show, or brand activation. With technology it's all going digital with the ticketing and the cashless events. When the events are over, the balances disappear and the show ends.

With iGo, you don't lose out: you purchase tickets, have in-event F&B credits, then via the iGo app your balances can be spent at participating F&B and retail partners around Asia.

We also see iGo as an integrator, so companies like Grab Taxi can use iGo credits for transport to from events. Hence, we are able to engage and build a long-term relationship with the consumer offering them additional 'experiences' with brands, discounts, loyalty, F&B outlets, services and more.

While other RFID solution providers face barriers to enter the 'Events Market', we ensure higher adoption by building soft barriers to exit it with the 'iGo' ecosystem.

*Mr. Kane has created the iGo ecosystem for large events such as music, sports and food festivals, and allows locals and tourists merge with one platform to extend the relationship post event to the real world.*

PHOTO COURTESY OF JAMES KANE

**41**  
**Malcolm Tan**

CEO  
Gravitas Holdings

I have recently made a prediction that has come true, and exceeded my expectations: that bitcoin price will exceed 6,800 USD to 1 bitcoin. I also foresee that bitcoin prices will hit 10,000 USD to 1 bitcoin by 31st December 2017.

In 2018, I believe at least another 1,000 Initial Coin Offerings (ICO) will be launched worldwide, with at least 150 in Singapore. The Monetary Authority of Singapore will come out with consultation papers for ICO governance together with the rules and regulations for Cryptocurrency exchanges, especially for Know Your Customer (KYC), Anti-Money Laundering (AML), and Counter-Terrorist Financing (CTF) requirements for the Singapore market.

We should also see the first billion-dollar ICO sometime in 2018.

*Established in Singapore, fintech consultancy Gravitas Holdings (Pte) Limited is the marketer and distributor of a token that was designed to help entrepreneurs accelerate their businesses. Its advisory team consists of specialists in their respective fields - from legal counsel, marketing insights to operations - who are focused on making ICO launches a success.*



**42**  
**Vatsa Narasimha**

CEO  
OANDA

While the Monetary Authority of Singapore is looking to outline best practices that will help ensure brokers execute client orders on the best available terms next year, we believe the local industry will remain relatively stable. However, elsewhere in the region, we are likely to see much more dramatic changes. The Australian Government's decision to enforce the segregation of client funds among FX and CFD providers - effectively preventing them from using client money to cover their margin deposits - could change the face of the industry irrevocably.

Because they will no longer be able to use client funds for their own purposes, some of the smaller broker dealers operating in the margin FX and CFD space will struggle to meet the minimum capital requirements laid out by the Australian Securities and Investment Commission, effectively stripping them of their license. At present, any broker looking to enter the market must demonstrate a net capital of AUD1 million and 10 percent of revenue, which would likely disqualify the majority of small brokerages, forcing them to close their doors. In this event, we could also start to see consolidation within the industry, with many larger firms acquiring these smaller operations as they become available.

*Under Mr. Narasimha's leadership, multi-asset trading company OANDA has seen record revenue and record trading volume.*

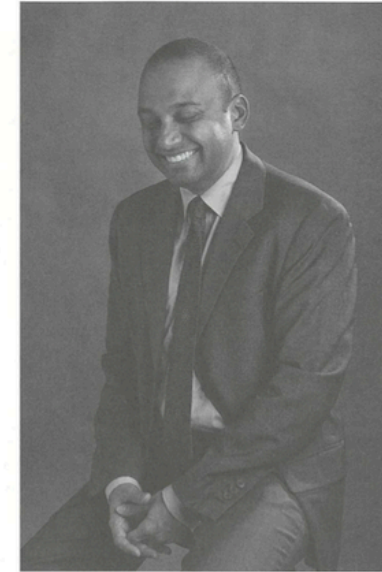


PHOTO COURTESY OF DAVID LYNDON SMITH



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**David Lyndon Smith**

CO-FOUNDER AND ARTISTIC DIRECTOR  
Singapore International Jazz Festival

The global live music scene is buoyant, and more and more big concerts are being presented in Singapore. The music market is likely to experience growth because of the increased interest of the younger population in music.

Concerts and live performances give individuals a chance to watch their favorite artists perform on stage. This creates high enthusiasm and interest among individuals to attend such events. At Sing Jazz we try to make the 'experience' of being at a large music festival a memorable one.

We expect the market to grow by 5-10 percent in 2018. We expect ticket sales at the festival to increase by 30 percent on previous years.

*Mr. Lyndon Smith has established a major music festival, now in its 5th year, and has created opportunities for local and regional talent.*