

speaK ASIA

A Quarterly roundup of news and events by The London Speaker Bureau~SouthEast Asia & HongKong

Exploring digital trends and technology

HARPER REED

Chief Technology Officer,
"Obama for America 2012"
Crowd-sourcing and social media
pioneer



HARPER REED IS A US-BASED TECHNOLOGY engineer, innovator and entrepreneur. He has been called a "tech pioneer", a "digital wizard" and "hard to miss in a room". Fascinated by how technology continues to shape, transform and empower human behaviour, he is currently the CEO of a funded mobile commerce company in Chicago called Modest, Inc.

The CTO of Chicago-based clothing company Threadless, one of the first successful crowdsourcing companies, Harper has consulted for companies like Rackspace, an innovative cloud-based website host, and Sandbox Industries, a forward-thinking venture capital company which funds hundreds of tech projects in their early stages and then launches the best few.

In 2012 Harper was responsible for delivering Barack Obama's online campaign and get-out-the-vote programme. As Chief Technology Officer at Obama's Campaign HQ in Chicago, Harper was the man responsible for engineering perhaps the most sophisticated political campaign of all time.

Harper is a brilliant speaker on how technology can enhance business performance, foster organisational creativity and build strong teams. He speaks eloquently on the state of data security on the internet, and on the demographics and constituencies of US politics.

MADS FAURHOLT-JØRGENSEN

Global Managing Director of Groupon
Founder of Lazada & Zalora

THERE IS PLENTY THAT CAN BE SAID AND WRITTEN OF a man who has built over 30 leading Internet ventures all over the world in just five years. Amongst these ventures were giant enterprises such as Zalora, Lazada, Compare Asia Group and The Iconic, all of which are leading online stores and platforms in the Asia Pacific region.

In 2010, Groupon, listed by Forbes as the fastest growing company in the world, announced its continued expansion in Asia. At the helm of this monstrous endeavour was the iconic Mads Faurholt-Jørgensen.

Success has come in leaps and bounds for Mads, and the trend doesn't show any signs of slowing down. But how did all this come to pass at such a breakneck pace?

Once out of the college blocks, standing out became a philosophy that was ingrained in his mindset as a venture capitalist and entrepreneur. Mads made a name for himself in sales, analysis and private equity before grasping the reins of founding and leading companies. The driving force behind this, was having the courage to stand out and do things differently – thinking big.



Translated into operational philosophy at Nova Founders Capital, which he founded, Mads maintains that "When building companies, we try to think 'How big will this be?' as opposed to 'Will this work out?' We remove all shadow of a doubt by making something that's so good, people can't say no to it."

Naturally, this magnitude of success can never come without an immense work ethic and a burning passion for what you do. "Just like the saying that entrepreneurs will work 80 hours a week to avoid working 40, I believe that if you do what you truly love, it never really feels like work," remarks Mads.

JONAS KJELLBERG

Co-Creator of Skype

JONAS KJELLBERG, ONE OF THE CREATORS of Skype™, is a much appreciated lecturer at Stanford University and Stockholm School of Economics where he lectures on entrepreneurship and how to create a winning sales culture. He is also one of the authors of the book, Gear Up, alongside professors from Harvard and Stanford.

Jonas focuses on the question: "How to delight the user?" and even more fundamentally: How can sales be built into the product, so that your customers will be part of your sales force by sharing their stories of delight. How can you, as an organization, increase the frequency of that message, to create that friction free story?



Jonas Kjellberg is specialized in developing a fundamental understanding for how product, sales and profitability must interact in order to create successful business.

He supports management teams in developing their overall sales strategy and a winning sales culture.

LONDON SPEAKER BUREAU

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A selection of our speakers recently in the region



Justin Lin

Former Chief Economist and Senior Vice President, Development Economics at the World Bank



R. Gopalakrishnan

Renowned Indian business leader and former Executive Director, Tata



Paul Craven

Globally renowned Behavioural Economist and former Head of European Institutional Business at Goldman Sachs Asset Management



Susilo Bambang Yudhoyono

6th President of Indonesia and the first directly elected President in the current democratic era who delivered what the World Economic Forum called "Indonesia's golden decade"



Christian Gansch

Grammy award winning conductor and producer, and an inspiring, innovative management consultant.



Tan Sri Rafidah Aziz

Malaysia's longest serving Minister of International Trade and Industry



Red Hong Yi

Malaysian artist-architect who "likes to paint, but not with paint brushes."



Dr. Jian Gao

Former Vice Governor at Vice Ministerial level at the China Development Bank

Michael Jordaan

The innovative business leader with a passion for disruptive tech

MICHAEL JORDAAN IS KNOWN THROUGHOUT South Africa for being at the forefront of technology, innovative thinking and leadership. The venture capitalist stood down as CEO of First National Bank (FNB), one of South Africa's largest banks, after nine years at the helm in December 2013. In 2014, he founded MonteGray Capital, a private investment vehicle investing in disruptive technologies and disruptive business models.



Hailed as one of South Africa's most visionary and progressive business leaders, Jordaan is the recipient of the CNBC 'Africa Business Leader of the Year for Southern Africa' award. During his tenure at the helm of FNB, the bank received the coveted 'Most Innovative Bank in the World' award. His entrepreneurial strengths, strong customer focus and imaginative use of technology acted as a catalyst for other bankers to update their traditional business models. At FNB, Jordaan created an innovative culture with discipline, focus, endurance and an open mind to change.

His motivation behind founding MonteGray Capital was his 'passion for the disruptive in business'. He argues that it is generally underestimated how, in the next

decade, existing large organisations will be disrupted by small, focused, entrepreneurial teams who use technology to create new business models. Jordaan hopes over time to create a number of home-grown South African success stories where lean start-ups take on big competitors and succeed, giving more value to customers and disrupting the old ways of doing things.

“In the next decade, existing large organisations will be disrupted by small, focused, entrepreneurial teams”

The shortage of investment capital in South Africa was also one of the catalysts for his new venture. He believes that it is essential for the South African economy to have a vibrant start-up sector. “After all entrepreneurs are the only ones who can create real jobs”, he says.

Jordaan is funding the business himself, but says the amounts involved are modest, even by venture capital standards. He believes that frugal start-ups, with just a few very smart and creative people can grow into large companies, but without consuming too much capital. “Being less reliant on capital and making costs variable has the beneficial impact of reducing start-up risk. Capital can of course be provided incrementally as the business hits milestones,” he says.

His forward-thinking approach to all ventures he gets involved in has secured him a reputation of the highest calibre throughout business circles worldwide. Jordaan also lends a strategic hand to various established business, including Mxit, Wines of South Africa, JSE Limited and AngelHub Ventures.

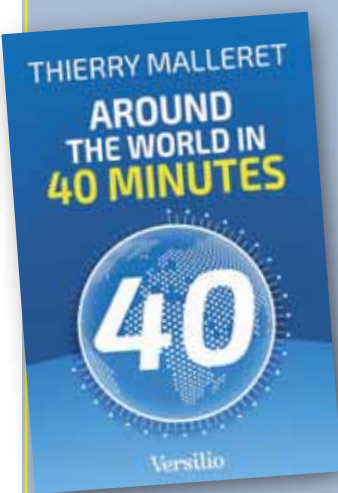
FEATURED BOOK

Around the World in 40 Minutes by Thierry Malleret, co-founder and main author of the Monthly Barometer, a succinct predictive analysis exclusively provided to private investors and some of today's most influential opinion and decision-makers.

Until 2011 Malleret was a senior partner at IJ (Informed Judgment) Partners, an investment boutique for ultra-high-net-worth individuals based in Geneva, and prior to that managing partner at Rainbow Insight, an advisory boutique that he founded, providing tailor-made intelligence to investors.

Previously, Malleret founded and headed the Global Risk Network at the World Economic Forum, a network that brings together top opinion and policy-makers, CEOs and academics to look at how global issues will affect business and society in the short and long term.

Malleret's most recent book *Around the World in 40 Minutes* predicts how radically transformed our world will look in 10 years' time with over half of the world's employees replaced by machines. He explains how we can best approach these unprecedented changes, so as to come out better prepared.





Lewis Pugh Achieving the impossible

Lewis is the only person to have completed a long distance swim in every ocean of the world. To date he has pioneered more swims around famous landmarks than any other swimmer in history.

Each of these seemingly impossible feats was done to raise awareness about the vulnerability of our oceans and their importance to humanity.

Lewis goes to extremes. He's been to the world's most inaccessible places. He's put his body through unimaginably difficult conditions. He's learned how to harness the energy that comes from overcoming extraordinary odds. And he knows how to inspire audiences to rise to their own internal challenges.

Marc Faber Congenital contrarian and shrewd Swiss investment advisor

Marc is the publisher of The Gloom, Boom & Doom Report, an in depth economic and financial publication, which highlights unusual investment opportunities around the world.



Kiran Bedi Social Activist and the first and highest ranking woman officer in the Indian Police Service

India's first woman police officer, she was known for being tough on criminals and traffic violators, and was awarded the President's Police Medal for Gallantry.

Reports that she used a crane to tow away a car that belonged to then prime minister Indira Gandhi "for wrong parking" turned her into a legend of sorts.

Her project to reform hardened prisoners as head of Delhi's notorious Tihar jail brought her global acclaim and won her the prestigious Ramon Magsaysay Award.



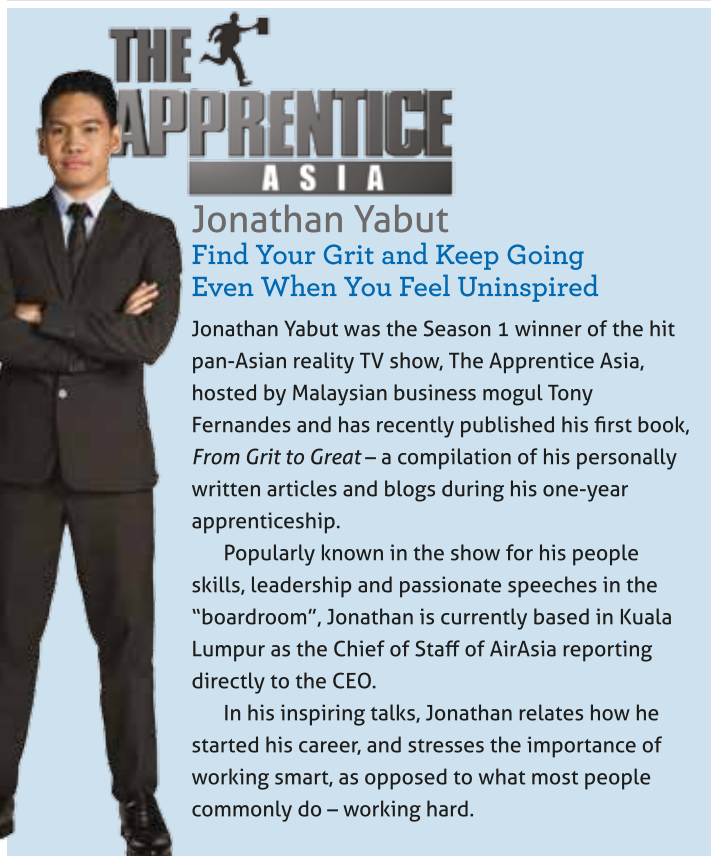
Gordon Hewitt "Best Global Educator", one of the world's leading authorities on business strategy

Gordon's interests cover the fields of global competition, corporate strategy and innovation, and the value added of executive leadership.

His work over the last two decades has been at the leading edge of thinking about corporate competitiveness and corporate governance.



The Gloom Boom & Doom report aims, based on economic, social and historical trends, to warn investors when investment themes have become widely accepted and are, therefore, highly priced and risky, while it continuously searches for opportunities in unloved and depressed markets.



Jonathan Yabut Find Your Grit and Keep Going Even When You Feel Uninspired

Jonathan Yabut was the Season 1 winner of the hit pan-Asian reality TV show, The Apprentice Asia, hosted by Malaysian business mogul Tony Fernandes and has recently published his first book, *From Grit to Great* – a compilation of his personally written articles and blogs during his one-year apprenticeship.

Popularly known in the show for his people skills, leadership and passionate speeches in the "boardroom", Jonathan is currently based in Kuala Lumpur as the Chief of Staff of AirAsia reporting directly to the CEO.

In his inspiring talks, Jonathan relates how he started his career, and stresses the importance of working smart, as opposed to what most people commonly do – working hard.

Lord Paddy Ashdown
Former member of the British Parliament and a diplomat with a lifelong commitment to international cooperation.

Throughout his career, Paddy Ashdown has moved across the international stage. Born in New Delhi, Paddy saw active service as a Royal Marine in Borneo and the Persian Gulf. He served as an intelligence officer in MI6, the Secret Intelligence Service of the United Kingdom, before becoming a member of Parliament.

In 1988 he became the first leader of the newly formed Liberal Democrat party. After leaving Parliament he served as the High Representative of the International Community and EU Special Representative in Bosnia and Herzegovina - a role for which he remains widely praised.



Kevin Gaskell
Leadership Speaker, Entrepreneur, Adventurer.

Kevin had two exceptional stints heading auto marques Porsche GB and BMW GB before becoming a successful dotcom entrepreneur with CarsDirect.com.

Few people have led three of the world's iconic brands to new levels of success and managed successful turnarounds of failing international companies. Even fewer have created a market leading business from nothing.

Include experience of playing international sport and walking to both the North and South poles and you have someone with a unique set of skills.

Kevin draws upon these experiences to share practical lessons of how people can be motivated to form teams that achieve extraordinary results.



Ben Saunders
Polar Explorer and Endurance Athlete

Ben Saunders is one of the world's leading polar explorers, and a record-breaking long-distance skier who has covered more than 6,000km on foot in the Polar Regions.

His accomplishments include leading The Scott Expedition, the longest human-powered polar journey in history, and the first completion of the expedition that defeated Captain Scott and Sir Ernest Shackleton, a 105-day round-trip from Ross Island on the coast of Antarctica to the South Pole and back again.

"The Scott Expedition validated my belief that with enough grit and persistence, you can start with almost nothing – empty pockets and a napkin sketch of an imagined journey – and end up bending the world to your will.

"Yet perhaps the biggest lesson this giant challenge has taught me is that fulfilment and success and self-acceptance aren't finish lines that you too might cross one day if you push (or indeed pull) hard enough. They are moment-to-moment decisions. You won't read much about mindfulness or presence in Scott or Shackleton's diaries, but after joining up the 1,800-mile broken loop of their ski tracks for the first time, I suspect that they too would have argued that the most rewarding exploration is of the plains and valleys of the self."



Mark Gallagher
The Business of Winning

Having worked at the forefront of the Formula One motor racing industry for 30 years, holding executive roles at Jordan Grand Prix, Red Bull Racing and Cosworth, Mark Gallagher delivers inspirational speeches and business insights for companies eager to learn from this fascinating sport.

Formula One is a unique mix of business, innovation and sport, where strong leadership, efficient team work, split second decision making and a clear focus on delivery are required to compete at the highest levels. Mark's forte is to marry insights from Formula One with the realities of business for companies large and small.

In 2014 Mark published *The Business of Winning*, a book drawing on the business lessons to be learned from the high finance, high octane world of Formula One. His expertise has also been called upon by Disney Pixar for whom he acted as a industry consultant on the animated films *Cars:The Movie* and *Cars2*.

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Adrian Furnham is Professor of Psychology at University College London. He is a renowned business speaker at corporates conferences - approachable, well-informed, and entertaining.



Philip Hesketh is a humorous and inspiring sales motivational speaker who commands the attention of an audience and captures its imagination. Adrian and Philip are scheduled for Webinars in Asia this quarter.

ROBIN CHASE

Transportation entrepreneur,
founder of Zipcar

ROBIN CHASE IS A TRANSPORTATION entrepreneur, internet start-up trailblazer and keynote speaker. A decade before AirBnB and Uber, Chase helped kickstart the 'collaborative economy' by co-founding Zipcar, which became the world's largest carsharing service. The big idea was to enable convenient access to a valuable good - in this case, a vehicle - without requiring ownership.

Later in 2011, Chase founded Buzzcar, a peer-to-peer carsharing service in France, now merged with Drivy.



More recently, Chase and others have founded Veniam. Their technology powers mesh networks which provide a new way for people, devices and appliances to connect to each other and to the internet. The holy grail is ubiquitous no-cost wireless internet access that isn't controlled by the telecom giants.

Chase lectures widely, features regularly in the major media, and has received many awards in the areas of innovation, design, and environment, including Time 100 Most Influential People, Fast Company Fast 50 Innovators, and BusinessWeek Top 10 Designers. Robin graduated from Wellesley College and MIT's Sloan School of Management, was a Harvard University Loeb Fellow, and received an honorary Doctorate of Design from the Illinois Institute of Technology. She takes a keen interest in many topical issues including global warming.



ROBERT MAZUR IS ONE OF THE WORLD'S leading experts on the financial escapades of the underworld. There is no one with more first-hand knowledge about how international banks assist those who own the nearly US\$2trillion in criminal proceeds laundered annually.

Bob is the author of "The Infiltrator", a memoir about his undercover life as a money launderer, much of which was spent acting as a conduit between ruthless drug barons and corrupt legitimate appearing senior executives that cleaned billions in blood-stained money through otherwise respectable international banks and businesses.

Bob has transformed his underworld experience and current day involvement in the money laundering field into a

remarkable lesson for today's business sector.

After completing a highly decorated 27 year career as a federal agent in 3 U.S. agencies, Robert is now the President of KYC Solutions, a consultancy that provides expert witness and consulting services to companies world-wide.

Bob is certified in both U.S. and Canadian courts as an expert in money laundering. His articles have been published by many journals and media outlets, including the NYTimes. He has contributed to money laundering related programming that has aired on PBS, ABC, CNN, Univision, BBC and other networks. A movie based on his book is scheduled for international release during the second quarter of 2016.

SNAPSHOT

ZEV SIEGL

Co-Founder of Starbucks

ZEV SIEGL'S PRESENTATION "RIGHT FROM Start" explores the strong bond between Starbucks and its target audiences around the world; how it began with a sense of purpose in the '70s, the turning point in the early '80s, and why Starbucks' evolved purpose continues to be so powerful.

Zev is a Co-Founder of Starbucks, a serial entrepreneur and a global presenter. His insider's view of Starbucks' original concept of purpose, in combination with a talent for observation and analysis of brand-savvy companies, illuminate of the great stories of purpose-driven brand development.



Former Indonesian President Susilo Bambang Yudhoyono with Harrieth Pillay of The London Speaker Bureau Asia





NADJA SWAROVSKI

Member of the Executive Board
& global patron of design for Swarovski

NADJA SWAROVSKI IS A MEMBER OF THE SWAROVSKI EXECUTIVE Board, the world's leading crystal manufacturer founded by her great-great-grandfather Daniel Swarovski in 1895 in Austria. As a global patron of design for the company, Nadja is committed to building ongoing relationships in the fashion, jewellery, architecture, design, film and art industries and commissioning innovative products celebrating crystal, while continually positioning Swarovski at the forefront of design and consumer trends.

Since 2012 Nadja has overseen Swarovski's Global Corporate Responsibility efforts. Consolidating Swarovski's long-term commitment to philanthropy, the Swarovski Foundation was introduced in 2013. Its mission is to support charitable initiatives and organizations working in three areas. Fostering Creativity and Culture supporting the arts, education, cultural institutions and innovative projects; Promoting Wellbeing and Human Rights, championing women empowerment initiatives, health and education and the advancement and development of young people and communities; and Conserving Natural Resources through environmental projects for the conservation, protection and improvement of the physical and natural environment.



Baroness Shields
UK's new
internet security
minister

BARONESS SHIELDS IS TO BECOME THE UK'S MINISTER FOR INTERNET safety and security in the new Conservative government. She has been the Prime Minister's adviser on the digital economy since July last year, and chairs Tech City UK, which promotes the country's technology industry.

Baroness Shields has more than 25 years experience in the technology industry, and has had a number of roles, including vice president and managing director of Facebook in Europe, Middle East and Africa from 2009 to 2012, as well as running social network Bebo from late 2006 until its sale to AOL in 2008.

Her role will be to lead the government's effort to improve online safety she will be involved in the UK's war on cybercrime and hacking, including the vital area of cybersecurity, with the priority of keeping the general public safe online.

LUCA CORDERO DI MONTEZEMOLO

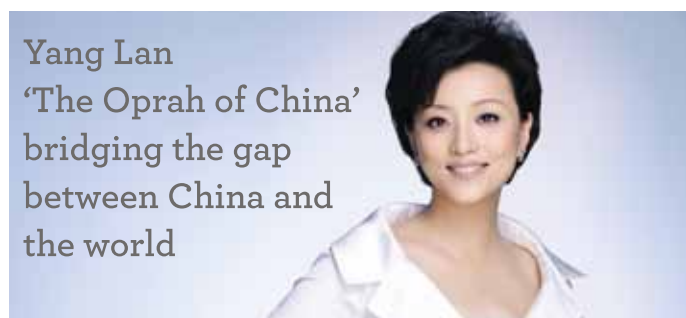
Chairman of Alitalia, Former Chairman of Ferrari and Fiat, Former President of Confindustria and FIEG

One of the founders of NTV – Europe's first private open access operator of 300 km/h high-speed trains

THE NAME FERRARI EVOKES EMOTION LIKE FEW BRANDS, EVEN among non-automobile enthusiasts. In recent years, one name has been synonymous with the luxury sports cars brand: Luca Cordero di Montezemolo.

Luca Cordero di Montezemolo was chairman of Ferrari S.p.A. from 1991 until 2014. He joined Ferrari in 1973 as assistant to Enzo Ferrari, and was the company's sporting director from 1974 to 1975. His involvement with the team continued through to 1977, during which time Ferrari won two Formula 1 Drivers' World Championships with Niki Lauda, in 1975 and 1977. He was subsequently appointed director of external relations for the Fiat Group.

Following his appointment as chairman of Ferrari in 1991, Mr. Montezemolo has held a number of other distinguished positions. Between 1997 and March 2005, he was also chairman of Maserati SpA. From 2001 to 2004, he chaired the Italian Federation of Newspaper Publishers (FIEG). Between 2004 and 2008, Mr. Montezemolo held the post of president of Confindustria, the Italian employers' federation. From 2004 to 2010, he was chairman of the Fiat Group.



Yang Lan
'The Oprah of China'
bridging the gap
between China and
the world

YANG LAN IS ONE OF THE MOST POWERFUL WOMEN IN CHINESE media, often called 'China's Oprah'. A leading Chinese broadcast journalist, she is renowned for her focus on social and cultural issues. Yang has continuously broken the mould and the glass ceiling in China for more than 25 years.

A pioneer in open communication, she is often credited with enriching Chinese culture, promoting social progress and bridging the gap between China and the rest of the world. Yang is also recognized for her significant role in influencing the social, economic and cultural transformation underway for the modern Chinese woman.

An iconic figure both in China and internationally, her social media platforms reach more than 50 million people a day and she personally has 25 million followers on Weibo.



Hear that?

That harmonious sound, wrapping you in blankets of emotion and passion. Taking you on a journey with the combined sounds of the strings, the drums, the horns and so many others. What could be more pleasant?

When one goes to the symphony one does not really think about the days, even months, of practice that go into creating those few minutes of perfection.

Christian Gansch

Award winning conductor, producer and management consultant

Christian Gansch, Grammy award winning conductor, producer and management consultant knows exactly what it takes. With his experience as a conductor and a manager, he has the ability to relate how his career in music can be applied to managing a work force. Christian has more than a decade of experience as a conductor with the Munich Philharmonic Orchestra and other orchestras; and has also produced over 190 CDs worldwide with various acclaimed artists. His experience as a manager and a musician has driven his unique coaching concept, which reveals how companies can learn a great deal from the complex structures in orchestras.

As a management consultant, Gansch shows how orchestras with their high potential for human conflicts, leadership issues and complex integrated communications, are a perfect example of how to bring a huge variety of specialists and instruments together, to form one integrated harmonious unit. He explores how people can maintain their individuality and work together to create "one sound" and achieve the corporate goal. He highlights why it is important for people to listen to, and co-operate with each other, to know when it is their time to lead and when they should follow.

Christian's main focus is anchoring the symphonic motto of "listen to each other – act together" in the awareness of companies. The development of interactive, cross-departmental communications processes creates new operational impulses in a company.

The Orchestra-Company Transfer : Leadership Workshop

A FUNCTIONING ORCHESTRA IS A PRIME EXAMPLE OF EFFICIENT MANAGEMENT, leadership and conflict-solving strategies. No other group has such highly qualified individuals working together on a daily basis for hours on end and in such close quarters. How does this lively interplay of forces function in terms of listening to each other and acting together? How many soloists can one team handle? What are each person's freedoms and areas of responsibility? What decisions are brought about and how does communication take place? What voice takes priority when? How are management and team ideas and visions developed, and how are they implemented in practice?

Both in orchestras and in companies, success is only possible when one decisive question is answered: how corporate identity and unity can be developed on the basis of individual abilities and diversity.

KEY FEATURES

- :: Motivational speech about the orchestra-company transfer by Christian Gansch with numerous musical examples from the fields of classical music, jazz, pop and soul
- :: Subsequent question and answer session
- :: Exploration of which structures and processes and what orchestral awareness on the part of its managers lead an orchestra to excellence
- :: Visual presentation of orchestral management processes using the live recording of a concert
- :: Interactive discussion:
- :: What factors which lead to excellence in a world class orchestra have the potential to be improved within the company?
- :: What metaphors from the orchestral world can the participants take home with them in practice as inspiration for the daily corporate life?

WORKSHOP THEMES

- :: How individual diversity can create corporate unity (from "I" to "we")
- :: The development of an open and non-judgmental communication structure
- :: Leadership skills: perception–decision–action
- :: Assertiveness: fear of objections
- :: Responsibility: thinking and negotiating in a corporate manner
- :: Cross-department awareness as the basis for common success
- :: The orchestrating of a team – clarifying individual perceptions of roles
- :: The strained ideal of the team – professional respect instead of forced harmony
- :: Clear notes – an open approach to conflicts
- :: Routine is a deadlock – only a readiness for change creates innovation
- :: The balance between emotionality and rationality
- :: Increase of perceptive competence
- :: Deciding means saying goodbye – decision-making in the team
- :: 360° perception – openness versus tunnel vision
- :: Thinking for yourself – ideologies restrict individuality
- :: Individual motivation requires information