Lynette Lim CEO, Phillip Capital, Inc. Trading Asia Speech, Blackstone Hotel, Chicago October 19th, 2016

(1st slide)

Phillip Capital was started in 2010 here in the US. We are part of the Phillip Capital group of companies, and we have offices in 16 countries. We are a clearing FCM and also recently became a clearing broker dealer, which means that we are able to offer both securities and futures in the United States. Our extensive network of companies allows us to offer a comprehensive solution for customers wanting to trade in Asia.

(2nd slide)

When the classic book "Around the world in 80 days" was published in 1873, world travel was not just a dream, but an actual possibility because technology had shrunk the distances between countries. The French had opened the Suez Canal so that ships from Europe no longer had to sail around Africa to reach Asia. The United States had completed their transcontinental railroad linking the east coast to the west coast and two Indian railways systems were supposed to have joined. In the same year, the world's fair was held in Vienna with 53,000 exhibiters from 35 countries. This era was the start of globalization of the world.

(3rd slide)

In this delightful story, Mr. Phineas Fogg, a wealthy English gentleman, takes on a bet to travel around the world in eighty days for 20,000 pounds (equivalent of 2 million). Fogg and his newly appointed servant set off immediately from London by rail. They go to France, Austria, Italy, Saudi Arabia, India, Singapore, Hong Kong, Japan, and ultimately the United States by train, ship and even an elephant.

(4th slide)

In 1873, the world was facing hard times and it was known as the Long Depression. London and United States were the hardest hit. In the US, from 1873–1879, 18,000 businesses went bankrupt, including 89 railroads, ten states and hundreds of banks.

(5th slide)

Much of Asia was still under the British colony and rule including Singapore, Hong Kong and India.

So what if Mr. Fogg and his faithful servant could come back to life and travel around the world to those same places in 2016? What would they see and experience? Here is a 2016 edition of "Around the World in 80 Seconds."

(6th slide)

They will see that the British Empire of the 19th and 20th Century, the empire where the sun never sets, is shining less brightly. Instead of expanding its territories, Britain is retreating by evidence of Brexit and facing the worst drop in their pound currency in seven years. In 1873, America was depicted as the wild wild West with the native Americans chasing Fogg across the wilderness. America has become the world's most powerful nation on earth whether it is by measurement of economy, nuclear weapons, culture by way of Hollywood, technology, and most importantly I would argue her ideals and what she stands for: democratic liberalism of the modern world.

(7th slide)

Meanwhile another dragon is rising from the east: China. Apart from being the second largest economy in the world, the growth and demand of China is undeniable and they remain the largest banker of the United States, owning 1/3 of US debt. Hong Kong, which literally means "smelly harbor" in Chinese, does not have the funky smell anymore, and is now independent from the British and belongs to China. Singapore, once an immigrant colony, is now considered the most expensive city in the world! China and the rest of Asia is growing! Since 1873 there have been two world wars, but today the world is threatened by civil wars, terrorism and local violence. People around the world have replaced opium as their addiction with iPhones.

Yes, Mr. Fogg will see the world is definitely more global and connected in every way. Technology has certainly paved the way and equalized access to information. But the side effects of globalization and connectivity also means greater vulnerability to being affected when another nation or person is in trouble. It also creates a wider gap of inequality as companies and nations compete on a global level. This is the paradox of globalization.

(8th slide)

In the most recent economist, President Obama writes an unapologetic open letter to the next president. This is what he said. It's true that a certain anxiety over the forces of globalization, immigration, technology, even change itself, has taken hold in America. It's not new, nor is it dissimilar to a discontent spreading throughout the world, often manifested in skepticism towards international institutions, trade agreements and immigration.

He goes on to say this:

This is the paradox that defines our world today. The world is more prosperous than ever before and yet our societies are marked by uncertainty and unease. So we have a choice—retreat into old, closed-off economies or press forward, acknowledging the inequality that can come with globalization while committing ourselves to making the global economy work better for all people, not just those at the top."

(9th slide)

So if I were to ask you: what stops you from trading Asia today? The evidence of Asia growing is undisputable - by the end of today all the leaders of the exchanges will echo and confirm that. There is also a 0.3 correlation between Asian markets to china. So if you are not able to trade in china directly, trade in Asia and you will reap the benefits.

So what is stopping you from trading Asia today?

When I was sixteen and living in Singapore, my mom dragged me to a charity dinner event as my Dad at the last minute couldn't go. It was one of those posh sit down dinner events where people pay money for a night to dress nicely, have a nice dinner and are entertained. I don't even remember the nature of the charity, but I remember that the entertainment was a talent show. But there was a problem. There were only two contestants for the talent show. So my mom asked me to go up and volunteer myself. Seeing how pathetic the situation was and also being the dutiful daughter I was, I said yes. I didn't have any music with me. And at that time, there was no internet to google, so I sang the only song I knew which was 'You got a friend'. And the audience snapped their fingers while I sang. I got third prize. There were only three contestants.

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So what's my point of the story? Sometimes, you just need to go for it. Whether you are doing it out of a dare like Mr. Fogg or out of curiosity, just go for it. In the story, Mr. Fogg initially mistook the time change and thought he lost his bet, but he didn't. However his greatest prize was that he found his true love, a girl from India he rescued.

And so let the adventure begin. And you might just win a bride or a little trophy like me.

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