



**Massimo Zannella**

**Managing Director  
SS&C Private Equity and Real Estate Services**

Massimo is a Managing Director and has been with SS&C Private Equity and Real Estate Services since 2007. Massimo is responsible for the Investor product solution and new product development. Prior to his current position, Massimo was the North America Product Head for the Electronic Markets Group. The Electronic Markets Group is responsible for providing connectivity, workflow, and data management solutions for the Securities and Fund Services products.

Massimo was recruited from Thomson Financial/OMGEO, where he was Executive Director of Product Management. Massimo spent 12 years at Thomson Financial/OMGEO serving in various product and business management roles where he developed and brought to market middle and back office product solutions for the Investment Management, Broker/Dealer, and Bank Global communities. During the merger of Thomson Financial's Electronic Settlements Group and The Depository and Trust Clearing Corporation's TradeSuite, he was instrumental in leading the merger and joint synergy activities. These synergy initiatives created the products that support the U.S. domestic market.

Massimo received his B.S. in finance from Bentley College.



**Lorna Chen**

**Head of Greater China and Partner  
Shearman & Sterling LLP**

Lorna Chen is head of Greater China of Shearman & Sterling LLP, and also leads our asset management and investment funds practice in Asia. Lorna's combined experience working in New York and Asia has proven to be invaluable in advising clients in cross border transactions.

She is one of the most senior international lawyers in Asia who serves clients in the fund formation area, focusing on the structuring, restructuring, formation and operation of alternative investment products, including private equity funds, venture capital funds, real estate funds, hedge funds and funds of funds. Lorna has extensive experience in representing investors in making investments in private funds and co-investment projects around the globe. Lorna is also respected by clients as an expert on regulatory and compliance matters related to investment funds and their managers. Lorna's clients include major financial institutions such as sovereign wealth funds, banks, development financing institutions, wealth management firms, as well as family offices and startups.

Lorna is a frequent speaker at major Asian private fund conferences and is also frequently quoted in the financial media in Asia. She has been rated by various independent industry agencies including *Chambers Asia*, *IFLR1000*, *Asia Pacific Legal 500* and *Asialaw Leading Lawyers* as leading attorney.