

# The 2nd Annual Conference

# Family Business & Family Office in Continental Europe

*France – Benelux – Germany - Italy*

**March 17 & 18 2004**  
**Le Méridien Hotel – Brussels**

Organised by :

In Partnership with :



## With the exceptional participation of: Day One

**Chairman :**

**Jean-Pierre de Bandt**

Partner, LINKLATERS DE BANDT, Belgium

**Henny Westland**

Shareholder & Member of the Foundation Board,  
WESTLAND KAASSPECIALITEITEN B.V.  
Netherlands

**Drs .M.L. Alewijnse**

President, FAMILY BUSINESS NETWORK  
Netherlands

**Peter Wisher**

CEO, BG CONSULTING GROUP Ltd, London

**Pascal Minne**

Administrateur Délégué, PETERCAM S.A. Brussels

**Bernard Camblain**

Chairman of AFFO, French Family Office  
Association, Paris

**Paul Knox**

Director of Operations - Global Private Wealth  
Group, ERNST & YOUNG, London

**Rémi Dhoneur**

Partner, BAKER & MCKENZIE, Paris

**Laurent Chambaz**

Partner, UGCC & PARTNERS, Paris

**Paolo Ludovici**

Partner, MAISTO & ASSOCIATI, Milan

**Dr. Elisabeth Strobl-Haarmann**

Managing Partner ESTHA GmbH, Kronberg (Germany)

**Marco Visser**

Tax Advisor, STRIK & DUNNEWIJK, Amsterdam

**Joseph A. Field**

Principal, WITHERS, London

**Jef Buelens**

Partner, ERNST & YOUNG TAX CONSULTANTS  
s.c. Brussels

**Jacques Manardo**

CEO, GEM, Paris

## Day Two

**Chairman :**

**Alain de Foucaud**

Membre du Conseil de l'Ordre Managing Partner  
LEBOEUF, LAMB, GREENE & MacRae, L.L.P, Paris

**Philippe de Bonhome**

Managing Director, MEESPIERSON, Brussels

**Stan Peel**

Director Wealth Management, MEESPIERSON,  
Brussels

**Carol Pepper**

President PEPPER INTERNATIONAL, New York City

**Michael Maslinski**

Director, MASLINSKI & CO LTD

**Alon Kasha**

Senior Resident Officer, BESSEMER TRUST  
London

**François Mollat du Jourdin**

Managing Director  
FINANCIERE MJ FAMILY OFFICE, Paris

**Francesco Aletti Montano**

President, ALETTI MONTANO FAMILY  
OFFICE, Milan

**Christian Sulger Buel**

Managing Director, SULGER BUEL & Co, London

**Christophe Baurand**

Structured Alternative Investments Head of Sales  
Europe, SG CORPORATE & INVESTMENT  
BANKING, Paris

**Bernardino Branca**

INTERMARKET srl, Milan  
The Fernet - Branca Family Office

**Georges Halvick**

Managing Director, TRANSFINET S.A., Geneva

**Fernando de Escoriza**

UNITED FAMILY OFFICE, Geneva



Dear Executive,

Since 1999, MGI has been at the forefront of disseminating the concept of Family Office in Continental Europe. This commitment reflects the credo that family wealth management is an iterative sequence as well as a managed process. Addressing family wealth issues includes not only financial assets but also the family business and family relationship.

Cher Participant,

Quelles sont les structures les mieux appropriées pour gérer l'ensemble des avoirs de la famille, du business et des relations familiales ? Poser cette question et y apporter des solutions sur mesure c'est à coût sûr se donner les moyens de prendre en compte les besoins évolutifs de ses clients et de leur apporter les réponses qu'ils attendent à la spécificité de leur situation familiale.

This unique second annual conference will help you assess the new direction of family wealth management and review best practices in managing the wealth management process through case-studies as well as detailed and focussed presentations.

Families are more than ever looking for timeliness and accuracy in the management of their affairs. They want objectivity and transparency in an ongoing thoughtful process conducted on a stable platform through a close and trusted relationship.

The conference is brought to you in partnership with SG Corporate & Investment Banking, LeBœuf, Lamb, Green & MacRae, ESAFON, the European Strategic Advisors and Family Office Network Association and AFFO, the French Family Office Association.

We look forward to meeting you in Brussels.

Yours Faithfully,

François Golbery  
**Chief Executive Officer**  
MGI SWITZERLAND SA

#### Comments from the 4th Annual Family Office Conference - Chateau de Coppet - October 2003

Very good diversity of topics and speakers  
Excellent mix of top professionals and speakers  
Very positive, perfect networking  
Excellent, I will come back again  
Good level of presentation  
Excellent networking opportunity  
Good speakers and good networking opportunities for this truly international event  
Piano Concert was great  
Good Quality of speakers  
Excellent organisation  
Interesting talks

1<sup>st</sup> Day

March 17, 2004

08.30 **Welcome Coffee and Registration**

09.00 **Opening Remarks by the Chairman**

**Jean-Pierre de Bandt**

Partner, LINKLATERS DE BANDT, Belgium

#### KEY ISSUES IN OPERATING FAMILY BUSINESSES

09.15 **Case – Study: The Organisation of A Family - owned Company in Benelux**

**Henny Westland**

Shareholder & Member of the Foundation Board  
WESTLAND KAASSPECIALITEITEN B.V.  
Netherlands

10.00 **Good Governance in Family Businesses**

**Drs .M.L. Alewijnse**

President  
FAMILY BUSINESS NETWORK, Netherlands

10.45 **Coffee Break**

11.15 **IPO Opportunities for Family Businesses**

- Liquidity for family shareholders and Incentives for working family and non family directors
- Financing for growth
- Risks and Regulations

**Peter Wisher**

CEO, BG CONSULTING GROUP Ltd, London

#### THE ATTRACTION OF BELGIUM

12.00 **Why Do UHNWI Choose Belgium As A Jurisdiction of Choice?**

**Pascal Minne**

Administrateur Délégué, PETERCAM S.A., Brussels

12.45 **Lunch**

14.00 **Opening Remarks by the Chairman**

**Bernard Camblain**

Chairman of AFFO  
French Family Office Association, Paris

#### STRUCTURING FAMILY WEALTH IN EUROPE

14.15 **Round –table : Structuring Family Wealth in Europe**

- **Belgium:** Opportunities to Structure Family Wealth in Belgium

**Jean-Pierre de Bandt**

Partner  
LINKLATERS DE BANDT, Belgium

- **United Kingdom:** Tax Advantages of Belgium for UK Families Leaving The UK

- Difficulties for UK individuals in escaping the UK tax net
- Structuring your assets whilst in Belgium

**Paul Knox**

Director of Operations - Global Private Wealth Group  
ERNST & YOUNG, London

- **France:** French Tax Planning for European Families

**Rémi Dhoneur**

Partner, BAKER & MCKENZIE, Paris

**Laurent Chambaz**

Partner, UGCC & PARTNERS, Paris

- **Italy:** A Tax Heaven for European HNWI

**Paolo Ludovici**

Partner, MAISTO & ASSOCIATI, Milan

- **Germany:** What Are The Solutions for German Families

**Dr. Elisabeth Strobl-Haarmann**

Managing Partner, ESTHA GmbH, Kronberg (Germany)

- **Netherlands:** The Use of A Dutch Foundation To Structure Family Wealth

**Marco Visser**

Tax Advisor, STRIK & DUNNEWIJK, Amsterdam

Moderator: **Joseph A. Field**, Principal, WITHERS, London

16.00 **Coffee break**

16.30 **The Belgium Tax Amnesty Initiative**

- Anticipating on the EU Tax Savings Directive
- Repatriating or regularising “grey” or “black” moneys
- Pro’s and con’s of “onshore banking”

**Jef Buelens**

Partner, ERNST & YOUNG TAX CONSULTANTS s.c. Brussels

17.15 **Tax Amnesties in Europe: The Pro’s and Con’s for The Wealthy**

**Joseph A. Field**, Principal, WITHERS, London

18.00 **Close of Day One**

18.30 **Russian Piano Recital:** Julia Belova, Pianist

19.30 **Cocktail**

20.00 **Dinner offered by**



Keynote Dinner Speaker: **Jacques Manardo**

**“The Role of The Family in Family Business Corporate Governance”**

*Jacques Manardo is the CEO of GEM, a company focusing on services to HNWI that he founded in 2001.*

*Prior to this, since 1980 Jacques was CEO of Deloitte in France & Spain, Europe (1990-1997).*

*He was Chairman of the Big Six (the Big 5) firms professional initiatives for Europe (1993-1999) then on a worldwide basis (1997-2000): the main focus of the group was governance issues.*

*Jacques is a Chartered Accountant and holds a Master of Law. He is Chevalier de la Legion d’Honneur and member of Le Siecle (Paris).*

**2<sup>nd</sup> Day March 18, 2004**

8.15 **Welcome Coffee and Registration**

8.30 **Opening Remarks by the Chairman**

**“What Do Families Want Structures Their Assets”**

**Alain de Foucaud**

Membre du Conseil de l’Ordre, Managing Partner, LEBOEUF, LAMB, GREENE & MacRae, L.L.P, Paris

9.00 **Meeting Families Needs in Belgium**

- Analysis of clients needs and ways to respond to them
- Some examples of structures / solutions available in Belgium for Families

**Philippe de Bonhome**

Managing Director, MEESPIERSON, Brussels

**Stan Peel**

Director Wealth Management, MEESPIERSON, Brussels

## US FAMILY WEALTH MANAGEMENT: A NEW DIRECTION FOR CONTINENTAL EUROPE?

9.45 **The State of The Family Office Market in The US**

**Carol Pepper**

President, PEPPER INTERNATIONAL, New York City

10.30 **Coffee Break**

11.00 **The Changing Role of The Family Office**

- The evolutionary development of family offices
- The drivers of change – specialisation and accountability
- The investment management revolution

**Michael Maslinski**

Director, MASLINSKI & CO LTD

## THE MULTI - FAMILY OFFICE APPROACH: MYTH OR REALITY?

11.45 **A Long Term View of Managing Family Wealth**

**Alon Kasha**

Senior Resident Officer, BESSEMER TRUST, London

12.30 **The Multi Family Office: A New Opportunity To Meet Sophisticated Client Needs**

**François Mollat du Jourdin**

Managing Director  
FINANCIERE MJ FAMILY OFFICE, Paris

**France**

**Francesco Aletti Montano**

President, ALETTI MONTANO FAMILY OFFICE  
Milan

**Italy**

13.15 **Lunch offered by**



14.30 **Recruitment Requirements for A Single and A Multi Family Office**

**Christian Sulger Buel**

Managing Director, SULGER BUEL & Co, London

## PRESERVATION OF FAMILY WEALTH

15.15 **Case-study: Designing Tailor-made Structured Products Solutions for Family Offices**

**Christophe Baurand**

Structured Alternative Investments  
Head of Sales Europe, SG CORPORATE  
& INVESTMENT BANKING, Paris

16.00 **Coffee Break**

16.15 **A Small Family Office Choice To Invest in Hedge Funds**

**Bernardino Branca**

INTERMARKET srl, Milan, The Fernet - Branca  
Family Office

17.00 **Reporting Consolidated Data and Controlling Risk: A Key Family Office Concern**

**Georges Halvick**

Managing Director, TRANSFINET S.A., Geneva

**Fernando de Escoriaza**

UNITED FAMILY OFFICE, Geneva

17.45 **Closing Remarks by the Chairman**

18.00 **Close of The Conference**

## How to register

- ☐ By Phone : 41 22 319 69 00  
☐ By Fax to : 41 22 319 69 01  
☐ By Mail : MGI (SUISSE) SA  
 56, rue du Stand - CH-1204 Genève - Suisse  
☐ By Internet : www.mgi-direct.ch  
☐ By E-mail : customer.service@mgi-direct.ch

## Date and venue

**Conference - March 17 & 18 2004 (C0405)**  
 Le Méridien Hotel - Carrefour de l'Europe 3 - Brussels 1000 - Belgium

## Accommodation

MGI has negotiated preferential rates with a number of hotels close to the conference. Please call our Registration Desk on 41 22 319 69 00 for further details.

## Fee

The fee for the conference includes luncheon, piano recital, cocktail and dinner, and a CD-ROM of the presentations.  
 Euros: 2'490 – CHF: 3'490

**A 20% discount (not cumulative with other discounts) is granted for any early Registration and payment before December 31 2003**

**A 30 % discount is granted for the second and additional delegates from the same company at the same address**

**A 50 % discount is granted for the ESAFON and AFFO associations members**

## ESAFON

*The European Strategic Advisors & Family Offices Network*  
 Join the Association of the Family Offices and their Best European Strategic Wealth Management Advisors.

- Develop Key Professional Contacts
- Network with Major International Leaders
- Be part of the ESAFON Directory
- Receive the ESAFON Review
- Benefit from a 50% Discount on your MGI Conference Fees

To receive full details, please send an email to Anne Golbery at [agolbery@mgi-direct.ch](mailto:agolbery@mgi-direct.ch) or visit our web site : [www.esafon.com](http://www.esafon.com)

## Payment

- ☐ **By bank transfer :**  
 to MGI Management Global Information SA  
Switzerland : BCV CP270, 1001 - Lausanne,  
 CHF Account : n° 5001-73-01  
 Euro Account : n° 5004-32-71  
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Luxembourg : Banque de Luxembourg  
 55 rue des Scillas - 12529 Howald  
 SWIFT BLUXLULL - Account n° 0945277001.003  
Belgium : Fortis Bank  
 Montagne du Parc 3, 100 Bruxelles  
 SWIFT GEBABEBB - Account n° 210-0777557-57  
 Please quote the conference "The 2nd Annual Continental Europe Family Office Conference" code **C0405**
- ☐ **By cheque :**  
 payable to MGI Management Global Information SA.  
 Please quote the conference code **C0405** on the back of the cheque

## Cancellation policy

Cancellation up to one month by writing before the conference will support an administrative charge of 10% of the fee. Prior to the one month the full fee is due but a substitute delegate may attend in your place if required.

## MGI Commitment

This programme has been specially designed in compliance with the quality criteria set by MGI. The topics covered are issued from our research and the panel of speakers has been carefully selected on the basis of their credentials and relevant experience. Therefore, this programme is the sole property of MGI SA and cannot be copied under any circumstances.

PLEASE DO NOT DELETE THE ADDRESS UNDERNEATH

## HOW TO REGISTER

**FAX**



**MAIL**



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 from the USA : **011 41 22 319 69 01**

By Phone : Registration Service **41 22 319 69 00**

MGI (SUISSE)SA 56, rue du Stand  
 CH-1204 Genève Suisse

By Internet : [www.mgi-direct.ch](http://www.mgi-direct.ch)  
 By E-mail : [customer.service@mgi-direct.ch](mailto:customer.service@mgi-direct.ch)

- ☐ **YES, I wish to attend the above MGI conference (code C0405)**
- ☐ **YES, I want to receive the program of The New York Family Office Conference 2004**
- ☐ **YES, I want to attend :** ☐ the Russian Piano Recital  
☐ the Dinner

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MGI cannot be held responsible for any alteration to the program but will take all necessary measures to ensure the highest quality content.



**"Your Continental Financial Information Partner"**  
 MGI SA with more than 8000 loyal customers organises highly focus and in-depth conferences addressing emerging trends and burning issues to the Wealth Management Community within a Continental European perspective.