4th Annual Congress

Family Offices Attend for FREE!
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Family Office & Family Wealth Management

The Family's Perspective on Issues Affecting Family Offices, Family Wealth, Family Businesses and Family Risk

Register by 15th July 2011 & SAVE up to £300

KEYNOTE ADDRESSES

Fred Fruitman
LOEB PARTNERS CORPORATION

Dominic Gibbs
THE CAYZER TRUST COMPANY

Roger Weatherby
WEATHERBYS BANK

FAMILY CASE STUDIES

- **Roger Weatherby** on: Adding a New Dimension to the Family Business
- **Alexander Scott** on: How the Landscape is Changing for Multi Family Offices
- **Jonathan Fry** on: Structured Approach to Family Wealth
- **Andrew Nolan** on: Dealing With Families & Their Business on an International Basis
- **Jonathan Guest** on: Managing Family Risk
- **Chris Wyllie** on: Practical Approaches to the Diversification of Family Wealth

…plus many more see inside for more details

PLUS

NEW Interactive Sessions

1. Family Office Clinic: Real Life Conflicts & Concerns

Moderated by:

- **William Drake**
- **Pierre Condamin Gerbier**
- **Sandy Loder**
- **Hakan Hillerstrom**
- **Ken McCracken**

This peer-to peer-Q&A session will afford family offices the opportunity to discuss common controversial issues in an informal but results focused environment. Issues covered will range from:

- **Family conflict**
- **Business diversification**
- **Family leadership**
- **Generational change**
- **Divorce**
- **Finding a trusted advisor**
- **What private banks should be doing for you**

2. How to Achieve Your Family Entrepreneurship Aims

Find solutions to your individual challenges by working through case studies and applying these scenarios to your own situation.

- Identifying what type of family enterprise you are
- Drawing strength from a clear shared purpose
- Mission + values + vision + life aspirations
- Understanding what you are capable of becoming
- Introductions to corporate, family and ownership governance

Workshop

International Residence & Citizenship Planning for UHNW Clients

Monday 26th September 2011

Tuesday 27th & Wednesday 28th September 2011, Zurich Marriott Hotel, Switzerland

MORE FAMILY OFFICES

Chris Wyllie
IVEAGH

Jonathan Fry
JONATHAN FRY FAMILY OFFICE

Alexander Scott
SAND AIRE

Sandy Loder
FLEMING FAMILY

Dr Rico Baumgartner
BAUMGARTNER FREY FAMILY OFFICE

Carol Pepper
PEPPER INTERNATIONAL

Nabil Hamadeh
CAPITAL GRWOTH MANAGEMENT

Pierre Condamin-Gerbier
INTUITAE

Jonathan Bell
STANHOPE CAPITAL

Jonathan Guest
APOLLO & PARTNERS

William Drake
LORD NORTH STREET

Andrew Nolan
STONEHAGE

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Family Office & Fa

Conference Day One • 27th September 2011

0830 Registration & Refreshments

0900 Chair's opening remarks

Håkan Hillerström, *Principal*
HAKAN HILLERSTROM FAMILY BUSINESS ADVISORY SERVICE
Born into a family shipping business in the south of Sweden, Mr. Hillerstrom bears with him unique knowledge and insights into family business issues. Known to be both delicate and pragmatic in his approach, he is strongly oriented towards practical solutions.

0910 Designing the Family Office around the Needs of the Family

- Specifying the collective activities and common objectives
- Delivering a truly integrated approach across the entire asset base
- Developing a fair and rational framework for making key decisions

Michael Maslinski, Founder
MASLINSKI & CO
He has advised a wide variety of institutions on the development of their private client business, ranging from large retail and investment banks to wealth management boutiques and family offices. He was formerly Head of Marketing and Business Development at Coutts & Co.

0950 How the Landscape is Changing: The Perspective of a Multi Family Office

- Setting up a family office:
  - The experiences of 15 years as executive chairman
- Model choices
- How business has evolved
- Case studies: How other family offices are evolving
- Family offices within financial institutions

Alex Scott, *Executive Chairman*
SAND AIRE
Alex founded Sand Aire in 1996, having led the sale of Provincial Insurance and Exeter Bank in 1994. He leads the client relationship team and is responsible for setting the strategic direction of the business. Alex is a non-executive director of his family's investment holding company and several private companies. He is also the Founder Chairman of Directors of the Institute for Family Business (UK) and former director of the Family Firm Institute Inc.

1030 Family Governance as the Base for Wealth Generation & Protection

- Establish and maintain Family values
- Family Business: Diverging interest of different family members
- Distribution policy
- Communication
- Conflict Management
- Risk and Control mechanisms

Dr Rico Baumgartner, *Partner*
BAUMGARTNER FREY FAMILY OFFICE
Dr. Rico Baumgartner is the co-owner and CEO of the Baumgartner Frey Family Office. The Bamgartner Frey Family Office enjoys a truly independent, unbiased and unconflicted position. It was established as a single family office to assist Dr. Markus A. Frey and well as his father, Dr. Hugo A. Frey with the management of a variety of business operations and private matters. Over time friends of the family as well as individuals and families outside the Frey Family wished to access the unique platform and know-how which had been built over the years.

1110 Coffee Break

KEYNOTE ADDRESS

1125 Adding a New Dimension to the Family Business

Roger Weatherby, *CEO*
WEATHERBYS
Roger Weatherby, M.Sc. FSI, Chief Executive, joined Weatherbys as a non-executive Director in 1993. He joined the group board as an Executive Director in 1998 and became Chief Executive of Weatherbys Bank in 2000. Prior to joining Weatherbys, he worked for Cazenove & Co. He is Chairman of Racing Welfare and a Member of the Jockey Club.

1210 The Next Generation: Managing the Cultural Transition

- Needs and issues of the young inheritor in the Social Media Age
- Educating the children on the subject of Wealth Management
- Creating a strategic plan for each child to help them become a responsible and well adjusted inheritor.
- Grooming family leaders

Carol Pepper, *Founder & CEO*
PEPPER INTERNATIONAL
Carol Pepper is President of Pepper International, a family office located in New York City. She has over 25 years of experience in the wealth management industry. Pepper International was nominated for a Best Family Office award in 2010 by Private Asset Management Magazine. The company was named a top family office in 2009 by Barron's. Carol comments regularly on Forbes.com on video and in print articles on investment and investment industry issues.

1250 Key Challenges in Financial Reporting

- Consolidating across complex ownership structures
- Managing heterogeneous data sources
- Reconciling performance measurement methodologies

Ian Ledzion, *Managing Partner*
AXIDIA

1330 Lunch

1440 Managing Family Risk

- The issue
  - Families are exposed to so many more risks than merely wealth erosion yet often neglect these other risks.
- The challenges
  - The risks to wealth preservation and the continued success of the family
  - Risk modelling has its limitations: there are fat tails, Black Swan events, and unknown unknowns.
  - Avoiding all risk is not possible, but having a coherent plan to do with them is essential.

Jonathan Guest, *Principal*
APOLLO & PARTNERS
Apollo & Partners is an independent family office and advisory boutique specialising in providing impartial advice and implementing practical solutions for the long term success of substantial families. Jonathan has over 10 years' experience in wealth management, commodity and fixed income trading and running businesses. Prior to founding ApolloPartners, Jonathan was a senior executive at Marcuard Family Office and UBS.

1525 Structured Approach to Family Wealth

Jonathan Fry, *Private Wealth Director*
JONATHAN FRY FAMILY OFFICE - jonathanfry plc
Jonathan Fry is a regular contributor to the financial press including the Sunday Times, Financial Times & The Daily Telegraph and has been a regular commentator on the financial channel CNBC.

1600 Coffee Break

1615 **The Next Generation & Family Business**

Sandy Loder, *Co-founder & Chief Executive*
AH LODER ADVISERS

With nineteen years of experience in mentoring and managing highnet- worth families, Sandy Loder continues to demonstrate the trust and discretion that he is known for. Sandy is a fifth generation member of the Fleming family, dedicating his career and experience to helping other families establish secure structures for their future generations. Formerly, he worked for both Robert Fleming and Fleming Family Partners, assisting in establishing one of Europe's largest multi-family offices. During his tenure he was also responsible for creating one of the leading next generation education programmes. With his long experience in the family business arena and having attended Harvard Business School, he has a wealth of knowledge and experience in mentoring and managing family businesses. Over the past 6 years, he has assisted over 300 Next Generation members of families from many different backgrounds and countries.

FAMILY OFFICE CLINIC

1650 **Evaluating Real Life Conflicts & Concerns: Learning from Other Families**

This session will be based on Q&A and it will provide family offices with the opportunity to interact with the panel, discuss the issues that concern them the most and ask our panel how to best approach these issues. Topics covered include:

- Generational changes: Interacting with the next generation
- Family conflicts
- Business diversification
- Diverse interest in culture of family leadership
- Can you afford to divorce?
- Finding a trusted advisor
- What should private banks be doing? What is wrong with the model?

Moderator:

Håkan Hillerström
Principal
HAKAN HILLERSTROM FAMILY BUSINESS ADVISORY SERVICE

Panel to include:

Pierre Condamin Gerbier, *Family Office Manager*
INTUITAE

Pierre joined Intuitae in 2010. Intuitae is one of the preeminent family office firms in Europe. Since 2001, we have been advising fortunate families whose goals are to preserve their wealth and pass it on to future generations.

Sandy Loder, *Co-founder & Chief Executive*
AH LODER ADVISERS

Ken McCracken, *Managing Director*
THE FAMILY BUSINESS SOLUTIONS

I am a founding director and consultant with Family Business Solutions Limited (FBS). FBS was founded in 2000 and is the largest independent consulting and teaching organisation in the United Kingdom that focuses exclusively on working with enterprising families, family businesses and family offices.

William Drake, *Co-founder*
LORD NORTH STREET

Co-founder of Lord North Street, William is involved in all areas of the business including direct responsibility for clients. Amongst other roles he has advised public and private companies and the entrepreneurs behind them on business strategy, board structure and remuneration. He has extensive experience as a non-executive director and chairman.

1715 Chair's Closing Remarks & End of Conference

1730 Drinks Reception

Conference Day Two • 28th September 2011

0830 Registration & Refreshments

0900 Chair's opening remarks

Michael Maslinski, *Founder*
MASLINSKI & CO

KEYNOTE ADDRESS

0910 **Family Investment Strategies**

- Hedge Funds
- Private Equity
- Managing risk

Fred Fruitman, *Managing Director*
LOEB PARTNERS CORPORATION, USA

Mr. Fred Fruitman is a managing director of Loeb Partners Corporation, the investment firm of the Loeb family of New York, which controlled the investment banking firm of Loeb Rhoades until its sale to Shearson Hayden Stone in 1979. Mr. Fruitman began his career as a lawyer in Toronto, Canada with the law firm of Davies, Ward & Beck. He has also worked in corporate finance at Merrill Lynch, consulting at Bain & Company and venture capital at 3i and Warburg, Pincus. He has been with Loeb Partners since 1990.

Mr. Fruitman was born in Toronto, Canada and received a Bachelor of Science degree in economics from the Massachusetts Institute of Technology, an MA in Jurisprudence from Oxford University, an LLB from the University of Toronto and an MBA from the Harvard Business School.

KEYNOTE ADDRESS

0940 **Maintaining the Entrepreneurial Culture of Business Family**

Dominic Gibbs, *Chief Executive*
THE CAYZER TRUST COMPANY

Dominic Gibbs is Chief Executive of The Cayzer Trust Company Ltd, a private investment company representing the bulk of the commercial interests of the Cayzer Family. After reading Law at Jesus college, Cambridge, he qualified as a chartered accountant in 1992 and joined Caledonia Investments plc in 1993. He qualified as a member of the Chartered Institute of Taxation in 1994 and was admitted as a solicitor in 2000 after a secondment to Ashurst Morris Crisp. As Group Taxation Manager he was primarily responsible for Caledonia's UK tax planning. Having worked closely on Caledonia's successful conversion to investment trust status in 2003, he took up his current position at Caledonia's principal shareholder where his responsibilities include the management of the Cayzer Family Office, with a client base of some ninety Cayzer Family members and some fifty Family settlements.

1020 **Independence & Transparency of Alignment of Interest & Impact on Performance**

- Where the investment advisor's primary loyalty lies
  - Lack of full alignment of interest and full transparency
- Misalignment of interest:
  - The integrity of investment advice
- Impact of complexity of investment products on transparency:
  - Hiding fees
  - Distorted asset allocation process
- The inherent misalignment of interest between the (traditional) investment advisor and the client

Nabil Hamadeh, *Managing Partner*
CAPITAL GROWTH MANAGEMENT

Mr. Hamadeh moved to Bahrain in 2005 with the clear mission of setting up a multi family office based on the fundamental belief in TRANSPARENCY and ALIGNMENT OF INTEREST, which he felt were often lacking in large and conventional investment institutions.

1100 Coffee break

ngress Zurich 2011

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1115 **Safeguarding Your Wealth for Future Generations**

- Should asset allocation differ for a portfolio managed for many generations compared to a portfolio managed with a 10 year time horizon?
- Is tactical allocation irrelevant when investing for truly long term investors?
- How risk differs for the very long term investor

Jonathan Bell, *Chief Investment Officer*
STANHOPE CAPITAL
Jonathan has over 22 years' experience in fund management, asset allocation and manager selection. Jonathan was formerly Chief Investment Officer of Newton Private Investment Management and a member of Newton's Executive Management committee, overall investment committee and strategy group responsible for the $37 billion under management.

1155 **Practical Approach to the Diversification of Family Wealth**

- Getting pretty disparate - granularity in asset allocation, and what it is for
- The limits of diversification – who's fooling who?
- From creation to lamentation: defining practicality in the context of the multi-generational wealth life cycle
- Risk and diversification: playing 3D chess
- Asset allocation: what everyone wants

Chris Wyllie, *Chief Investment Officer*
IVEAGH
Chris has 20 years of experience in finance, most of it gained in senior positions in the fund management industry. In 1997, he joined Schroder Investment Management, and became a director of the UK team, managing funds totaling £2.1bn. He was also head of the UK Equity Strategy team. He took a similar role at Merrill Lynch Investment Management before entering wealth management via JP Morgan Private Bank, as chief investorfor UK private clients. Chris joined Iveagh as a partner and CIO of the Wealth Management division in 2006.

1235 **Dealing With Families & Their Businesses on an International Basis**

Andrew Nolan, *Executive Director*
STONEHAGE
Andrew is an Executive Director of the Stonehage Group. He is Head of the Private Client Division and acts as lead adviser to a number of wealthy international families.

1315 Lunch

Philanthropic & Ethical Investment

1445 **Sustainable & Responsible Investments**

- Responsible investment
- Combining investors' financial objectives with their concerns about social, environmental, ethical (SEE) and corporate governance issues
- SEE risks and ESG issues (Environmental, Social, Governance)
- Is SRI really profitable?

Etienne Lombard, *Head of business development for Foundations and Endowments*
AMUNDI
Etienne has 18 years experience in international business for the asset management industry. Amundi is a leading European asset manager with Euro 690.billion in assets management. Amundi is France's largest asset manager in open-ended SRI Funds with SRI assets under management of Euro 11.9 billion.

1515 **The New Era for Philanthropy: A "How To" Guide**

- The expectations of today's philanthropists
- Key principles for effective giving
- Practical and fiscal aspects of engaging in cross-border philanthropy
- Recent trends:
  - venture philanthropy
  - social entrepreneurship
  - impact financing
- Concrete illustrations of foundation projects

Tonika Hirdman, *Director General*
FONDATION DE LUXEMBOURG
The Fondation de Luxembourg is an independent center of expertise and advisory in the field of philanthropy. The Foundation assists European donors in the structuring, development and monitoring of philanthropic projects in Europe and worldwide. Created by the State of Luxembourg and the Oeuvre Nationale de Secours Grande-Duchesse Charlotte the Fondation de Luxembourg's mission is to promote and facilitate private philanthropic engagement.

1545 Coffee Break

INTERACTIVE WORKSHOP

1600 **Enterprising Families: How to Identify & Achieve Your Family Entrepreneurship Aims**

- Why do we want to be a family in business together? (the family and its enterprise)
  - drawing strength from a clear shared purpose
  - mission + values + vision + life aspirations
- Identifying what type of family enterprise you are
- Understanding what you are capable of becoming
- Knowing all your options
- We and Me: How age drives transitions
- How do we get organised?
  - The 3 dimensional reality of family enterprise governance
  - Overcoming natural conflict
- Introductions to corporate, family and ownership governance

Workshop Leaders

Ken McCracken, *Managing Director*
THE FAMILY BUSINESS SOLUTIONS

Håkan Hillerström, *Principal*
HAKAN HILLERSTROM FAMILY BUSINESS ADVISORY SERVICE

1645 Chair's Closing Remarks & End of Conference

1700 Drinks Reception

"The selection and breadth of ideas was excellent"
Craig McMillanTweed, Casterock Consultancy

"Excellent quality of speakers"
Michael Hollybone, Platt Rushton

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Pre-conference Workshop • 26th September 2011, Zurich

Workshop led by ***Henley & Partners***

International Residence & Citizenship Planning for UHNW Clients

An expert line up of speakers from **Henley & Partners** will be speaking at this highly valuable half day workshop, offering advice and best practice for private clients who are looking to relocate for either business or personal reasons.

Through a series of presentations and interactive discussions, this always topical and well attended workshop is designed to help you advise and keep abreast of the key issues on an international scale involved in residence & citizenship planning for your UHNW clients.

Speakers will further provide guidance on residence and citizenship planning for the global citizen who may be taking their assets and activities worldwide.

Key points to be discussed during the workshop include:

• The New UK rules for Investor Immigration

Presented by: **Micha-Rose Emmett, Henley & Partners** Jersey

• The Canadian Investor Immigration Reform: What's new?

Presented by: **Dr. Hynek Zikovsky, Henley & Partners** Canada

• Residence & Citizenship in Belgium and Austria

Presented by: **Leon Van Der Heiden, Henley & Partners** Belgium & **Christian H. Kälin, Henley & Partners** Switzerland

• Residence, Tax and Real-Estate Acquisition in Switzerland

Presented by: **Dr. Peter Krummenacher, Henley & Partners** Switzerland

• Caribbean Real-Estate and Citizenship

Leveraging the St. Kitts and Nevis Citizenship-by-Investment Program

Presented by: **Andrew Taylor, Henley Estates** Jersey

• International Health Insurance

Presented by: **Melanie Lioi, Swiss Insurance Partners,** Zurich

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Axidia is a Swiss company which offers solutions and consulting services to companies active in wealth and portfolio management.

Founded by Ian Ledzion, the company was born out of the demanding world of a large Single Family Office. Since 1994 the product has fulfilled its mission precisely, rapidly and efficiently. New and complex financial instruments have been systematically integrated into solutions which have guaranteed satisfaction to all of Axidia's clients.

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Family Office & Family Wealth Management

Tuesday 27th & Wednesday 28th September 2011, Zurich

International Residence & Citizenship Planning Workshop Monday 26th September 2011, Zurich

VIP CODE:

Please quote the above VIP code when registering

WHEN AND WHERE

Conference
FKW52248
27th & 28th September 2011

Workshop
FKW52248
26th September 2011

Venue:
Zurich Marriott Hotel
Neumuehlequai 42
Zurich 8001
Switzerland

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Select package	Registration received By 15 July 2011	Registration received By 26 August 2011	Registration received After 26 August 2011
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