

The 4th Annual Conference

FAMILY BUSINESS & FAMILY OFFICE FOR LATIN AMERICAN FAMILIES

A long Term Approach to Family Strategy and Wealth

October 1 & 2, 2008 - Alvear Palace Hotel - Buenos Aires

SIMULTANEOUS TRANSLATION
ENGLISH/SPANISH



First Day

Chairman

Santiago Doder

Executive Director

Family Business Institute

ADEN BUSINESS SCHOOL, Argentina

With the exceptional participation

Heinrich Liechtenstein

IESE business school

UNIVERSITY OF NAVARRA, Barcelona

Jorge Hembra

Post-graduate Professor in Psychology

Buenos Aires University

Executive Director Club Argentino de

Negocios de Familia

Ernesto Niethardt

Lawyer & Mediator

NIETHARDT & ASSOCIATES,

Buenos Aires

Gerardo Ingaramo

Attorney at Law

AUSTRAL UNIVERSITY, Argentina

Gilberto Santamaria

Attorney at Law

MENDOZA UNIVERSITY, Argentina

Roberto Farruggia

Director of Tax Department & Director

of the Master in Tax Advising

ADEN BUSINESS SCHOOL, Argentina

Osvaldo Balan

Public Accountant & Tax Specialist

UNIVERSITY OF BUENOS AIRES,

Argentina

Martin Litwak

Senior Associate

Head of BVI Latin America Practice

OGIER, Montevideo

Ignacio JM Saenz Valiente

Partner

SAENZ VALIENTE & ASOCIADOS,

Buenos Aires

Alejandro Taussig

President

QUOIN M & A Co, Buenos Aires

Second Day

Chairman Second Day Morning

Santiago Ulloa

Chief Executive Officer

GENSPRING, Miami

Randall Krebs

Head of Trusts - Bermuda

APPLEBY BARRISTERS & SOLICITORS,

Hamilton

Geoffrey Cone

Principal

CONE MARSHALL, New Zealand

Ken Tidwell

Managing Director

THE CARLYLE GROUP, USA

Eduardo Machado

Managing Director

Co-head Latin America Real Estate Fund

THE CARLYLE GROUP, Sao Paulo

Fernando Pinto

Vice-President South America Buyout

Fund

THE CARLYLE GROUP, Sao Paulo

Enrique Fynn

Independent Hedge Fund Advisor

Finance Professor University of

Montevideo

Sean Dennison

President

LANDWIN, USA

Second Day Afternoon

INTERACTIVE FAMILY BUSINESS SESSION

Moderator:

Santiago Doder

Executive Director

Family Business Institute

ADEN BUSINESS SCHOOL, Argentina

Panellists:

Carol Pepper

Founder & CEO

PEPPER INTERNATIONAL, New York

Jaime Carvallo

Co-Founder

PARK SUTTON ADVISORS, New York

Marc Silverman

Founding Partner

Family Business Institute

STRATEGIC INITIATIVES INC, Miami

Beach

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FAMILY BUSINESS & FAMILY OFFICE
FOR LATIN AMERICAN FAMILIES



Dear Executive,

The 4th Annual Latin American Family Business and Family Office Conference will take place this year in Buenos Aires and will address the challenges faced by Latin American Families to manage the transition amongst generations while preserving family cohesion, family wealth and avoiding disruption from growing fragmentation in shareholder ownership.

We have selected and retained the most relevant topics and experts for what promises to be an outstanding educational opportunity to learn and exchange ideas in a highly professional and friendly environment.

I look forward to meeting you in Buenos Aires next October.

Yours Sincerely

François Golbery
CEO
MGI SWITZERLAND SA

&

Santiago Doderó
Executive Director
Family Business Institute
ADEN BUSINESS SCHOOL,
Argentina

What Delegates say about Previous MGI Family Office Conferences

An excellent event.
Generally the presentations hit spot.
Excellent presenters and participants.
Everything very well detailed.
Really interesting.
Very good.
It was –as always –very well organized with some very good presentations. It was my pleasure to have been here.
Very well organized. Great group of presenters. Perfect location.
The speakers were very good. The conference had a great variety of attendances
International client base
Very interesting, good speakers, good location
Very open, constituency, interesting topics, high variety
Very well organised, Chairman sovereign
The conference was very well organised and well structured.
The quality of the speakers was good to excellent.
Very well organised, run and managed by organiser. Good attendees base
Very good, useful platform, perfect organisation, good location
It was a nice private atmosphere, really appreciable
All session + presentations were good/ very good
World Gold Council Speech was very interesting
"Congratulations on organizing such a successful event. I was impressed by the diversity and interest of the people who attended the conference.
I think that this conference will consolidate into a must-attend event for anyone who is seriously involved with a Family Office, be it as a family member or as a service provider. I really enjoyed speaking at the conference.
It allowed me to share some of my experiences, and it also allowed me to do a great deal of networking. Thank you for giving me the opportunity".
Paulo Melo, CEO, Tavares de Melo Family Office

Conference - First Day

October 1, 2008

8.30am Welcome Coffee and Registration

9.00am Opening Remarks by François Golbery and the Chairman

Santiago Doderó
Executive Director
Family Business Institute
ADEN BUSINESS SCHOOL, Argentina

PRIVATE WEALTH MANAGEMENT IN
ENTREPRENEURIAL FAMILIES

9.15am The Key Findings of the Worldwide Single Family Offices Survey

Heinrich Liechtenstein
IESE business school
UNIVERSITY OF NAVARRA, Barcelona

The survey has been conducted by four leading business schools under the auspices of the Wharton Global Family Alliance & forms the basis of one of the first comprehensive global academic studies of Single Family Offices.

MANAGING A FAMILY BUSINESS

10.15am Best Practices and Myths challenged by those who Succeeded in Family Businesses

Jorge Hembra
Post-grade Professor in Psychology Buenos Aires University
Executive Director Club Argentino de Negocios de Familia

Jorge has developped an internacional carrer in Argentina, Switzerland, Uruguay, Bolivia, El Salvador, Costa Rica, Colombia, Ecuador, Paraguay, USA & Chile.

11.00am Coffee Break

MANAGING THE BOUNDARIES AMONGST
FAMILY BUSINESS AND FAMILY ASSETS

11.30am Family Governance Structures in Family Business
• Family counsel & family office: object, functions & responsibilities
• Family office and multi-family office

Ernesto Niethardt
Lawyer & Mediator
NIETHARDT & ASSOCIATES, Buenos Aires

Ernesto is advising family businesses and is the author of "Family Businesses and their Main Roles" published in 2007 in Buenos Aires.

12.15pm Family Protocol: Latin American Experiences

Santiago Doderó
Executive Director
Family Business Institute
ADEN BUSINESS SCHOOL, Argentina

12.45pm Lunch hosted by

LEGAL & TAX ISSUES

2.15pm Trusts within the Frame of the Family Business Protocol

Gerardo Ingaramo

Attorney at Law

AUSTRAL UNIVERSITY, Argentina

&

Gilberto Santamaria

Attorney at Law

MENDOZA UNIVERSITY, Argentina

Gerardo and Gilberto are Executive Directors of the Enterprise Law Institute of the Aden Business School.

3.00pm Tax Succession Planning in Argentina –Trust as an Option

- Tax advantages of the trust within the tax system in Argentina

Roberto Farruggia

Director of Tax Department & Director of the Master in Tax Advising

ADEN BUSINESS SCHOOL, Argentina

&

Osvaldo Balán

Public Accountant & Tax Specialist

UNIVERSITY OF BUENOS AIRES, Argentina

3.45pm The Use of Offshore Vehicles for Estate Planning Purposes

Martin Litwak

Senior Associate

Head of BVI Latin America Practice

OGIER, Montevideo

4.15pm Coffee -break

FAMILY BUSINESS PLANNING OPTIONS

4.45pm Planning for succession - Exit strategies: Key legal consideration for the business entrepreneur

Ignacio JM Saenz Valiente

Partner

SAENZ VALIENTE & ASOCIADOS, Buenos Aires

5.15pm Mergers & Acquisitions in Family Business

- Making strategic decisions of buying, selling and associating with other family business
- M & A process –Business and family stress – Main problems and obstacles to overcome
- Experiences and opportunities in the actual context

Alejandro Taussig

President

QUOIN M & A Co, Buenos Aires

5.45pm Closing Remarks by the Chairman

6.00pm Cocktail hosted by

Conference - Second Day

October 2, 2008

8.30am Coffee and Registration

9.00am Opening Remarks by the Chairman
"What are the Advantages of having a Family Office?"

Santiago Ulloa

Chief Executive Officer

GENSPRING, Miami

KEEPING CONTROL OVER THE ASSETS

9.30am Characteristics and Key Objective to the Set-up of a Private Trust Company –Family Investment Structure

Randall Krebs

Head of Trusts –Bermuda

APPLEBY BARRISTERS & SOLICITORS Hamilton

10.00am Offshore Wealth Planning through New Zealand: 4 case-studies from Argentina, Brazil, Ecuador & Peru

Geoffrey Cone

Principal

CONE MARSHALL, New Zealand

10.30am Coffee-break

PRIVATE EQUITY OPPORTUNITIES IN LATAM

11.00am Opportunities for Private Equity Investment in Latin America

Ken Tidwell

Managing Director

THE CARLYLE GROUP, USA

Eduardo Machado

Managing Director

Co-head Latin America Real Estate Fund

THE CARLYLE GROUP, Sao Paulo

REAL ESTATE

LEVERAGED BUY-OUT

Fernando Pinto

Vice-President South America Buyout Fund

THE CARLYLE GROUP, Sao Paulo

CAPITAL PRESERVATION THROUGH HEDGE FUND

12.00pm How to Invest in Latin America Hedge Funds ?

- Definition of hedge fund
- Types
- Review of the market - situation in Latin America
- Jurisdictions utilised by Latin American managers
- A more in depth analysis of BVI & perhaps Cayman
- A common structure used by family offices in the region

Inter-action between Hedge Funds and Family Offices: How and Why both of them Generate Fantastic Externalities with Each Other ?

Martin Litwak

Senior Associate

Head of BVI Latin America Practice

OGIER, Montevideo

&

Enrique Fynn

Independant Hedge Fund Advisor

Finance Professor University of Montevideo

CROSS -BORDER CAPITAL EXPANSION INTO REAL ESTATE

12.30pm Real Estate Investments as an Integral Part of the Investment Portfolio: From capital growth to income

- Commercial real estate: the best of both worlds: capital appreciation and income producing investment
- The importance of asset type and geographical distribution
- Creating a long term investment strategy with real estate

Sean Dennison

President

LANDWIN USA

01.00pm Buffet Lunch hosted by

INTERACTIVE FAMILY BUSINESS SESSION

Panel Session

2.30pm Are the Latin American Family Business ready for Family Office ?

- What keep Latin American Family Businesses awake at night ?
- Pro's and con's to structure Family wealth in a Family Office
- Alternative structures to the set-up of a Family Office
- Current markets for Family Office structures and trends in key Latin American jurisdictions
- Where to set-up your office to avoid painful procedures ?

With the participation of key Family Office experts and local Family Businesses from Argentina, Chile, Peru, Brasil and Mexico.

&

Carol Pepper

Founder & CEO

PEPPER INTERNATIONAL, New York

Carol Pepper is President of Pepper International, a significant virtual family office located in New York City. Pepper International also provides consulting services to family offices and money management firms globally. Prior to forming Pepper International, Carol's corporate career included positions as a Principal at Morgan Stanley in the Private Wealth Management division, a Senior Financial Advisor and Portfolio Manager at Rockefeller and Company, and a Member of Senior Management at Credit Suisse Private bank. Carol received an MBA from Colombia University in 1989 and a BA in Philosophy from Bryn Mawr College in 1984.

Jaime Carvallo

Co-Founder

PARK SUTTON ADVISORS, New York

Jaime has an impressive background developing Latin American family relationships and brings a unique perspective to the market.

Jaime co-founder Park Sutton Advisors and leads the firm's wealth management initiative. Prior to Park Sutton, Jaime spent 8 years advising Latin American high-net-worth individuals representing over \$500 million in assets. Most recently, he has a Private Banker with Deutsche Bank, actively involved in developing the Andean Region client base for the bank's New York office. Jaime is a dual Peruvian-Italian citizen and holds a BA in Business Administration from the University of Lima, Peru. He also holds an MBA in Finance, Marketing, and Strategic Management from The Wharton School of the University of Pennsylvania. He is both Series 7 and 63 certified.

Carlos Felipe de Habsburgo (asked)

Archduke of Austria, Prince of Hungary

HABSBURGO & ASOCIADOS, Mexico

Carlos Felipe von Habsburg Lothringer, Archduke of Austria and Prince of Hungary, grandson of the last emperor of Austria, founded the company Habsburg & Asociados 6 years ago. He is the President & Chief Executive Officer. He has been in the financial world for over 20 years, working as a consultant to both public and private companies as well as individuals. He manages one of the few family offices there are in Mexico City. His previous job (1990 - 2000) was as Trade & Finance Commissioner of Mexico working for Banco Nacional de Comercio Exterior. He was posted in Moscow, Vienna, Bonn and Montreal. Prior to that he worked for the Austrian bank Creditanstalt Bv in Vienna, at the trade-finance department. He also worked as CFO of Kronos S.A. in Mexico for 5 years. Mr. Habsburg has a Bachelors degree in International Relations from El Colegio de Mexico, a bachelor's degree in Business administration from the Instituto Tecnologico de Monterrey and a Masters degree from ESADE, Barcelona.

Paulo Tavares de Melo (asked)

CEO

TAVARES DE MELO FAMILY OFFICE, Recife, Brasil

Paulo Tavares de Melo is currently the CEO of the Tavares de Melo Family Office. His responsibilities include asset allocation, investment selection, performance monitoring, risk management, searching for private equity opportunities, real estate management. He worked at Merrill Lynch for 2 years as a financial consultant. He holds a Bachelor degree in BA from Nicholls State University (Louisiana) and a MBA from the University of Miami.

Moderator:

Santiago Doderó

Executive Director

Family Business Institute

ADEN BUSINESS SCHOOL, Argentina

4.00pm Resolving Conflicts in Family Business

Marc Silverman

Founding Partner

Family Business Institute

STRATEGIC INITIATIVES INC, Miami Beach

4.45pm Closing Remarks by the chairman

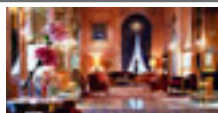
5.00pm Close of the Conference

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 By Internet : www.mgi-direct.com
 By E-mail : customer.service@mgi-direct.ch

Date and venue

Conference : October 1 & 2, 2008 (C0820)
 Alvear Palace Hotel, Buenos Aires
 Address: Av Alvear 1891 C1129AAA
 Buenos Aires, Argentina



Accommodation

MGI has negotiated preferential rates with Alvear Palace Hotel. Please call our Registration Desk on 00 41 22 319 69 00 for further details to benefit from early booking rates.

Fee

- The fee for the conference including refreshments, luncheon, cocktail, and a CD-ROM of the presentations is: US\$ 3'350; Euros 2'050; CHF 3'190.
- A 15% discount (not cumulative with other discounts) is granted for any early registration and payment before September 10, 2008
- A 25% discount "MGI Club Member" (not cumulative with other discounts) is granted for the participants of our Family Office for Latin American Families conference in 2007.
- A US\$ 1'000 discount is granted for any additional registration from the same institution.
- A special fee is granted to the Family Members, Family Businesses Private Investors and Single Family Offices: US\$ 1'650 ; Euros 990; CHF 1'550.

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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.

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Carol Pepper

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