

PRIVATE BANKING

Australasia 2006

6-8 March 2006, Rydges Jamison Hotel, Sydney, Australia

International speakers include:



Dr. Eduardo Schindler
Founder and CEO
2the Point AG, Zurich,
Switzerland



Sharad Nair
*Unit Head – Wealth
Management
Division*
Mashreqbank,
Dubai, UAE



David Wong
*Head of Private
Banking for Asia
Pacific*
**American Express
Private Bank,**
Hong Kong



Carol Pepper
President
**Pepper
International
Family Office,**
USA

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**High Net Wealth
Management**

Meet the industry leaders:



Vivienne James
Director
Investec Private Advisors,
Australia



Kelley McLendon
*Manager – Corporate
Community Investment*
National Australia Bank,
Australia



Graham Reeve
Managing Director
Myer Family Office,
Australia



David Lam
Managing Director
GAM, Hong Kong



Anthony Starkins
CEO
First Samuel, Australia



Scott Riedel
Head of Private Clients
Perpetual, Australia



Julien Martel
Head of Private Banking
Butterfield Bank,
Guernsey, U.K



Guy Hedley
*Head of Macquarie
Private Bank*
Macquarie Bank,
Australia



Carl Harman
Head of Private Banking
**National Australia
Private Bank, Australia**

- Featuring wealth management experts from the US, UK, Europe, Dubai, Asia Pacific and Australia
- A chance to explore differentiation strategies being adopted by international private banks
- The fundamentals to manage the future growth of your private clients' business
- Knowledge on how to increase your client retention and profitability
- Information on how to exceed your clients' expectations AND meet the goals of your business

Researched and produced by:



Early bird discount

**Book by the
19th December 2005 and
save up to AU\$400!**

Plus! Don't miss the separately bookable pre-conference workshops on:

"Balancing the goals of your business with the requirements of the HNW client" And "Philanthropy for your HNW client – methods for increasing the wealth"

High net wealth management

Tap into the vast riches of high net wealth management



Wealthy Australians are becoming wealthier. After a 14.8 per cent increase in the number of high net worth individuals, Australia now has 134,000 people who meet the classification of high net worth. That's twice the amount of high net worth individuals in Hong Kong.

However, as individual wealth continues to increase, so do client demands.

There are many challenges now facing the wealth management industry associated with meeting the increasingly sophisticated requirements of the high net worth client. How do you go about not only meeting but exceeding your clients' wealth management objectives? What is the best way for weighing up investment options? How can you provide a premium service and continually improve operational efficiency? And how, in an increasingly competitive market, do you gain and retain the clients you want?

Private Banking Australasia 2006 will explore and discuss challenges such as these and more by exploring the size and scope of opportunities in the high net wealth market. Featuring an unrivalled line up of speakers from across the international wealth management industry, nowhere else in Australia will you be able to learn from and make contacts with the best in the business, taking home ideas that will make you millions!

Early bird discount – Book now and save up to AU\$400!
Call +61 2 9005 0777 or email gillian.harrison@terrapiinn.com

Private Banking Australasia 2006 will provide you with:

- An information packed event featuring experts from the U.S, U.K, Europe, Dubai, Asia Pacific and Australia
- An opportunity to make great business contacts by networking with international wealth management professionals
- An environment dedicated to learning about successful business models
- Knowledge on how to increase your client retention and profitability
- Information on how to meet the goals of your business AND exceed your client's expectations
- A chance to explore differentiation strategies being adopted by international private banks
- The fundamentals to manage the future growth of your private clients business

Who Should Attend?

Private Banking Australasia is a must attend for

- Heads of Private Banks
- Presidents of Family Offices
- Private Banking Managers
- Heads of Private Clients Division
- Financial Directors
- Heads of Compliance at Private Banks
- CEO's
- Managing Directors
- Accountants
- Consultants
- Wealth Management Advisors
- Financial Planning Advisors
- Marketing Directors of Private Banks
- Sales and Marketing Managers
- Business Development Managers
- Consultants
- Lawyers

Early bird discount – Book now and save up to AU\$400!
Call +61 2 9005 0777 or email gillian.harrison@terrapiinn.com

The Terrapiinn difference – creating a buzz



Private Banking Australasia 2006 will truly be a global event held in Sydney – the big wealth management event for the big picture.

The conference is creating an industry buzz with two full days of, innovative networking opportunities, international experts and interactive panel discussions debating some of the hottest issues impacting your business today.

Don't miss this opportunity to meet the international experts of the industry.

The private banking market is changing. The needs of private banking clients are becoming more unique as traditional private banking moves towards wealth management. In order to survive, wealth management businesses must keep up with and respond to changes in the industry.

Private Banking Australasia 2006 will be your chance to explore these changes in an international forum. A truly global event held in Sydney - the big wealth management event for the big picture.

contact Our unique Contact system enables you to set up meetings before, during and after the event. You can search attendees and then email them directly without ever seeing their email address. We facilitate first contact and you take it from there.

SPEED NETWORKING Speed Networking is a unique feature of a Terrapiinn event and guarantees heightened networking for all participants.

interactive panel SESSIONS High-level interactive panel discussions. The "Letterman style" sessions offer you the chance to ask the questions you want answers for!

INTERACTIVE Round Table Discussions Interactive Round Table discussion is a time set aside for delegates to meet and discuss issues with relevance to their job functions.

exchangeIdeas The perfect platform for the exchange of knowledge and ideas.

Networking activities Network, relax and do business – fantastic opportunities that seldom come by to network with industry peers and experts.

Showcase area See the most advanced products, understand and engage in face-to-face meetings with the commercial sector.

Hear & Learn more You come to a Terrapiinn conference to learn and do business. We will do everything in our power to assist you in meeting your objectives

Book your place now!

Register to attend **Private Banking Australasia 2006**
by calling +61 2 9005 0777 or register on-line at
www.terrapiinn.com/2006/pb_au today!

High net wealth management

8:30 Registration and welcome coffee

8:50 Opening remarks and welcome address from chair
Kerrie Kelly, CEO, Financial Planning Association, Australia

HIGH NET WEALTH MANAGEMENT – A GLOBAL PERSPECTIVE

International keynote address

9:00 Overview of the international wealth management industry

- Examine the current international markets, market players and challenges
- Major drivers for change and their implications for the industry as a whole
- Identify the global leaders and their growth strategies
- Investigating business models from international markets

Roland Staub, President, TS Trustee Suisse AG, Switzerland

Keynote address

9:30 Global economic future: the 21st century HNW market

- Predicting the economic expectations of the future HNW market
- Identifying the economic opportunities of the Australian market
- The emerging economic industry structure
- Future international hot spots, developments and trends
- Economic growth in the Asia-Pacific market

Brian Parker, Senior Economist, Citigroup, Australia

Panel discussion

10:00 Bringing it home: the Australian wealth management market

- Challenges and trends unique to the Australian HNW market
- Reviewing the offshore trend and its impact on the Australian HNW market
- Developments within the role of the family office in Australia
- Identifying Australia's position in an international wealth management market
- The effect of the thriving Asian market on Australia

Stephen Holden, Head of Asia and Head of Private Banking, Commonwealth Bank of Australia
Nick Kalikajaros, Head of Private Banking, St. George Bank, Australia
Vivienne James, Director, Investec Private Advisors, Australia
Stuart Cain, Strategic Wealth Management, Goldman Sachs JB Were Private Clients, Australia
James Duivenbode, Manager, Deutsche Bank PWM, Investment Research, Australia

10:40 Morning coffee break

ASIA PACIFIC – THE BOOMING MARKET

International keynote address

11:10 Profiling the Asian HNW market

- The appetite and investment attitudes of the Asian HNW Individual
- The latest developments across diverse Asian markets
- What business models are working in Asia?
- Asian investments in Australia - how can Australia benefit?

David Wong, Head of Private Banking for Asia Pacific, American Express Private Bank, Hong Kong

Keynote panel discussion

11:40 The Asia Pacific: studying the diverse markets

- Comparing the unique and common challenges across global markets
- Philanthropic developments
- Identify winning international strategies and the pitfalls to avoid
- The role of the family office

David Wong, Head of Private Banking for Asia Pacific, American Express Private Bank, Hong Kong
Sharad Nair, Unit Head of Wealth Management Division, Mashreqbank, Dubai
David Lam, Managing Director, GAM, Hong Kong

12:30 Networking lunch

STANDING OUT IN A COMPETITIVE CROWD

International presentation

14:00 Positioning yourself in the international market

- Approaches and ingenuity being adopted by private banks around the world

- Identifying weaknesses and building on your strengths
- Differentiation strategies - distinguishing yourself from your competitors
- Understanding changing needs and their impact on your products and services
- Sharing information - client to advisor access
- Marketing to the HNW client and establishing unique selling points

Sharad Nair, Unit Head of Wealth Management Division, Mashreqbank, Dubai

Case study

14:30 Winning more clients – investigating differentiation strategies

- Profiling the HNW client
- Attracting and keeping your business
- Marketing strategies for differentiation: unique selling points
- Delivery of service to high net clients
- Retaining the business: keeping the clients you've won

Jim Clegg, Director, Berkley Group, Australia

Panel discussion

15:00 Methods and mistakes – debating the success behind CRM solutions

- Administration versus client relationships – how to achieve the right balance?
- Monitoring the market – systems that simplify administrative function
- Time management: strategies to reduce your administration time?
- Do CRM solutions really work?
- Why do you need to have CRM solutions and what do you want from them?

Anthony Starkins, CEO, First Samuel, Australia
Nick Kalikajaros, Head of Private Banking, St. George Bank, Australia
Carl Harman, Head of Private Banking, National Australia Private Bank, Australia
David Hewett, Director of Private Banking, ANZ NSW, Australia

15:40 Speed networking



16:10 Afternoon coffee break

REACHING AND RETAINING THE BUSINESS

Presentation

16:40 Understanding the HNW client and the mass affluent

- Marketing strategies for growth: finding richer clients
- Wealth management clients of the future: predicting the evolving profile of your clients
- Interpreting and meeting the changing client requirements
- The HNW client and non-financial assets: advice on wine and art

Anthony Starkins, CEO, First Samuel, Australia

Presentation

17:10 Client retention and profitability: the benchmarks for success

- Assessing why clients leave: the power of feedback
- Researching your strengths and weaknesses: are you already attracting new clients?
- Building and nurturing client loyalty as a growth strategy
- Managing client expectations and relationships

Stuart Cain, Strategic Wealth Management, Goldman Sachs JB Were Private Clients, Australia

17:40 Chairman's closing remarks



17:50 Close of day one
Networking drinks with interactive roundtable discussions
 Informal round table focus groups covering the key aspects of portfolio construction



- Asset allocation for HNW individuals
- Alternative investments
- Philanthropy: where does it fit?
- Overlooked investment opportunities

High net wealth management

8:30 Registration and welcome coffee

9:00 Opening remarks and welcome address from chair
Nick Kalikajaros, *Head of Private Banking, St. George Bank, Australia*

LATEST DEVELOPMENTS IN PRIVATE BANKING – REACTING TO CHANGES AND TRENDS

International Presentation

9:10 The neglect of the family's industrial portfolio – or the biggest blunder of the wealth management industry

- The importance of industrial assets on the family wealth
- The challenges and opportunities of managing the industrial assets
- The costs of a “me too” neglect strategy for banks and wealth managers
- How to win a larger “share of wallet” from the very wealthy families

Dr. Eduardo Schindler, *Founder and CEO, 2the Point AG, Zurich, Switzerland*

Presentation

9:40 The evolution of wealth management – consolidation, competition and convergence

- Consolidation and its affect on the growth and profitability of your business
- Achieving the right mix – domestic and international alliances
- The role of cultural integration
- Identify the niche players and markets
- Preparing for increased client base and growth

Guy Hedley, *Head of Macquarie Private Bank, Macquarie Bank, Australia*

Panel discussion

10:10 Compliance and regulation: how risky is the business?

- Are we overly concerned with security and risk?
- Are we over regulated – delivering information to the clients
- Off-shore regulation and risk
- Money laundering and terrorist financing: The real risks in Australia
- What strategies should we adopt to neutralise risk?
- Are Australian Private Banks ready to control and face security challenges?

Dr. Eduardo Schindler, *Founder and CEO, 2the Point AG, Zurich, Switzerland*

Steve York, *General Manager of Security and Financial Crime, Commonwealth Bank of Australia, Australia*

David Bannatyne, *General Manager of Group Security, National Australia Bank, Australia*

10:50 Morning tea break

ALTERNATIVE INVESTMENT OPPORTUNITIES FOR THE HNW CLIENT

Presentation

11:20 Alternative investment strategies for the HNW portfolio

- What opportunities are proving most attractive to the HNW client?
- Where to invest: the domestic and international hot spots
- Comparing the strengths and weaknesses of alternative investments and traditional investments
- Is investing in the Australian market enough?

Kurt Jeston, *Division Director Equity Markets Group, Macquarie Bank, Australia*

Panel Discussion

11:50 Non-financial investment opportunities – where and why to invest?

- The role of non-financial investments in the HNW portfolio
- Wine investments – a global perspective
- Investing in art – the Australian art market
- The future of non-financial investments

Jack Pearce, *Chief Operating Officer, Palandri Capital, Australia*

Michael Reid, *Art Market Analyst, The Australian, Australia*

Andrew Caillard, *Executive partner, Langton's Wine Auctions, Australia*

12:30 Networking lunch

PRESERVING THE FAMILY WEALTH – THE ROLE OF THE FAMILY OFFICE

International Presentation

14:00 The family office: an international perspective

- Issues to consider when setting up a family office
- Manager selection: selecting the right staff
- Transferring the wealth – succession planning
- Educating the youth in the family assets
- Challenges when converting to a multi family office
- Are multi-family offices here to stay?

Carol Pepper, *President, Pepper International Family Office, USA*

Keynote presentation

14:30 Keeping it in the family: the future of the family office in Australia

- The evolving role of the family office
- Comparing the Australian family office with international family offices
- Emerging trends: keeping investing families together
- The transfer of leadership and management issues
- Philanthropic aspirations in the family office
- Alternative Investments for the family office

Graham Reeve, *Managing Director, Myer Family Office, Australia*

15:00 Afternoon coffee break

BROADENING YOUR HORIZONS – THE DIVERSE PORTFOLIO

International case study

15:30 Effective portfolio management

- Different portfolio management formats
- Analysing, selecting and monitoring the right investments
- Asset allocation for the HNW individual
- Effective tax planning
- Maintaining advisor knowledge and confidence

Julien Martel, *Head of Private Banking, Butterfield Bank Guernsey, UK*

Presentation

16:00 Risk and return in the high net worth portfolio

- The main risks facing HNW portfolio managers
- Balancing the risk and return trade off in the HNW portfolio
- Communicating risk management procedures to the client
- Ensuring you don't offer the wrong investments
- Risks associated with alternative investments in the HNW portfolio

Scott Riedel, *Head of Private Clients, Perpetual, Australia*

Panel Discussion

16:30 A Philanthropic perspective – why have philanthropy?

- Defining modern Philanthropy
- An overview of emerging philanthropic trends in the HNW portfolio
- The benefits of Philanthropy: what difference does it make?
- Where is Philanthropy moving locally and internationally?
- The pros and cons of meeting philanthropic goals

Kelley McLendon, *Group Senior Advisor of Corporate Community Investment, National Australia Private Bank, Australia*

Christopher Thorn, *Principal of Philanthropic Division, Goldman Sachs JB Were, Australia*

Graham Reeve, *Managing Director, Myer Family Office, Australia*

17:10 Close of conference

Don't miss out, book today! This is a chance you cannot afford to miss! Call +61 2 9005 0777 to ensure your attendance at Australia's largest private banking conference

Separately Bookable Post-conference Workshops

Workshop 1

"Wealth managers are set for a competitive few years in their quest to gain market share. Not all private banks can outperform the market, or gain and retain their clients".

Successful customer relationship management – Strategies for balancing the goals of your business with the requirements of the HNW client

With the growth of international wealth, business opportunities for wealth management are also growing. But even with the increase in the market, wealth management businesses are facing more and more challenges. Increased competition and more complex client requirements mean that now more than ever must your business adopt strategies to successfully balance meeting the goals of their company with their HNW client satisfaction.

And as high net worth individuals demand more and more competitive products and services, private bankers are forced to continually find new ways to gain the business of the high net worth individuals.

HNW individuals do not all think the same about wealth. Needs and requirements are unique to the individual as are long term and short term goals of the wealthy.

Learning to respond to your clients' individual needs can help you find your place in the wealth management market, one of the main challenges currently affecting the private banking industry.

Questions private bankers MUST ask themselves are

- Who do you target?
- How do you target?
- How do you keep the business you've already got?

This master class workshop will provide a chance to discuss the challenges facing Australian private banks and help you find your place within a wealth of opportunity.

- Understanding the business: profiling the HNW market
- Increasing your business and profitability
- Meeting client requirements
- The strategies for success

About your workshop leader

Stephen Holden is the Head of Commonwealth Private Bank. In this role he has responsibility for the Commonwealth Bank's private banking operations in Australia and in overseas offices located in Hong Kong, Singapore and London. Prior to that role Stephen was based in Hong Kong for eleven years and in that time was the Head of CBA's banking business in Asia for seven years. The geographic area of responsibility included branches in Hong Kong, Tokyo and Singapore and Representative Offices in Beijing, Shanghai and Hanoi. Stephen was responsible for all aspects of the business of these offices the prime focus of which is global markets and private banking activities. Prior to joining CBA, Stephen spent 14 years with the Barclays/BZW group.

Stephen has a BSc (Hons) from the London School of Economics and is an Associate of the Institute of Financial Services.

These Master classes will sell out and places are limited. Register for these specially designed workshops now to secure your space! Call +61 2 9005 0777 or register on-line at www.terrapinn.com/2006/pb_au today!

Workshop 2

Philanthropy for your HNW client – Methods for increasing the wealth

There are more high net worth individuals in Australia than ever before. This group of wealthy people is expected to continue to grow. International trends have shown that wealthy clients are increasingly likely to expect more comprehensive assistance with their financial needs.

Within the "culture of the elite" the capacity of high net worth individuals to seek philanthropic advice is on the rise. But the information and services financial advisors can offer on the subject are not.

Wealth advisors can add value to the services they offer and to further develop client relationships and benefit their business through a more intensive understanding of philanthropy's role in the high net wealth market.

We have only to look to the international wealth management market to see that more and more HNW clients are seeking independent financial and legal advice in order to meet their philanthropic goals.

Are Australian financial advisors currently equipped to meet HNWT's needs in the area of philanthropy?

This one-day interactive workshop is a hands on chance to learn how to offer a more comprehensive service, improve client relationships and discuss how to offer guidance to meet you HNW clients' financial goals.

- What is Philanthropy?
- How does Philanthropy fit into your wealth management business?
- Meeting the needs of the HNWI
- Business opportunities – the benefits of providing philanthropic services to HNW clients

Workshop times and documentation

Registration for workshops starts at 8:30am. The courses will commence at 9:00am and finish at 4:00pm. Morning and afternoon tea will be provided. Participants will receive comprehensive documentation including all presentation material.

About your workshop leaders



Kelley McLendon is Manager for Corporate Community Investment for the National Australia Bank. She provides advice and support to each of the regional banks owned by National in the development and implementation of meaningful strategies for corporate giving, employee volunteering and non-profit sponsorship. Kelley has been with National and living in Sydney for a year. Before relocating to Australia, Kelley spent 15 years in Boston, Massachusetts employed with Bank of America.

Kelley is a licensed Certified Financial Planner (US).



Christopher Thom manages Philanthropic Services at Goldman Sachs JBWere. His primary responsibilities include raising awareness of philanthropic issues; providing advice on investment and capital management to individuals and organisations wishing to implement a philanthropic strategy; and fostering relationships between interested parties in order to facilitate the giving process. He is a member of the Philanthropy Australia Council.

High net wealth management

The conference who's who



Carol Pepper is President of Pepper International, a virtual family office located in New York City. She also acts as a consultant to ultra wealthy global families who would like to create their own single family or multi-family office. She has over 20 years' experience

in the wealth management industry



Dr. Eduardo Schindler is the founder and CEO of 2thePoint AG, in Zurich, a firm providing strategy, finance and M&A services primarily to European entrepreneurs and families holding substantial equity interests in privately-held companies. Dr. Schindler is

also a co-founder of NewCenturyBank in the Principality of Liechtenstein, where he served as CEO and member of the Board of Directors



David Wong joined American Express in 1995 as Executive Director and Region Head for the Private Bank, North Asia. He is a veteran in the banking industry. Prior to joining American Express Bank, he had worked with Citibank for over 19 years, holding

different management positions in different locations.



Kurt Jeston is a Division Director within the Equity Markets Group at Macquarie Bank. Macquarie's Equity Markets Group comprises the Bank's principal equity trading, product origination, structuring, warrants and derivatives sales and distribution activities. Kurt has ten

years of equity derivatives and financial advisory experience. He has a Bachelor of Business (specialising in Finance and Law) and a Graduate Diploma in Applied Finance and Investment.



Sharad Nair is a Unit Head in the Wealth Management Division, the Private Banking Division of Mashreqbank in United Arab Emirates. Sharad joined Mashreqbank in early 2001 to establish the Investment Services business and later in 2003 also established Mass Affluent Banking service for Mashreqbank.



David Lam is Managing Director of Clients for Asia Pacific at GAM. Mr Lam also spent five years with Merrill Lynch (Asia Pacific) Ltd, Hong Kong, his last assignment being the Director of Private Wealth Services for the Asia Pacific region.



Graham Reeve is the Managing Director of The Myer Family Office. The Myer Family Office was created in 1986 to service the needs of the now 61 descendants of Sidney and Merlyn Myer. Since 1999, the Myer Family Office has been accepting high net worth clients.



Guy Hedley is Head of Private Banking at Macquarie Bank in Sydney, Australia. His previous roles include Managing Director at BNP Paribas Equities Private in Australia and Head of Private Stockbroking at Goldman Sachs JB Were in New Zealand. Guy holds a MBA (AGSM), a Diploma in Stockbroking and a Graduate Diploma in Management.



Scott Riedel, Head of Perpetual Private Clients, joined Perpetual Trustees in March 2005, with the key responsibility of profitably growing the advice and fiduciary services business arms of the 115 year old Private Client business. Scott has broad experience as a financial markets professional with extensive knowledge and experience in global markets, wealth

management and private banking.



Anthony Starkins is the Chief Executive of First Samuel Limited, a position he has held since founding the company in 1999. He has 27 years' experience in the investment and finance industry. He worked with J.P. Morgan Investment for nine years, most recently as Regional Head of Marketing Asia-Pacific, based in Singapore.



Carl Harman commenced his current role as Head of Private Banking at National Australia Private Bank in February 2005, following extensive experience in senior general management roles across a range of industries. Within the Private Bank, Carl is responsible for providing banker and financial planning services to the Bank's high net worth personal clients.



Stuart Cain works for Goldman Sachs JB Were in Australia and provides private client wealth management advice to high net worth clients and family groups. He has over 15 years experience having worked for a major chartered accounting firm and a number of international fund managers.



Vivienne James has worked in the finance industry since 1980. Vivienne is a Director of Investec Private Advisers, a boutique wealth advisory firm for high net worth individuals. The Investec Group has 11 offices around the world.



Jim Clegg commenced his financial planning career in 1983 with the establishment of a financial planning practice in Sydney, following a successful career in private enterprise. Jim Clegg founded Pembroke Financial Planners Limited in 1986 and was Managing Director until September 1992. In March 2000, Jim became a founding shareholder and director of Berkley

Group Ltd.



Brian Parker joined Citigroup in January 1997, where he is an economist and client portfolio manager. He provides economic and strategy research to the investment teams in Australia, Hong Kong, and Singapore. Before joining Citigroup, Brian was a Senior Economist and Portfolio Manager with Rothschild

Australia in Sydney for four years, and prior to that, was with the Reserve Bank of Australia as a Senior Analyst in their International Department.

Why you should sponsor *Private Banking Australasia 2006*

Do business with the Private Banking industry

Private Banking Australasia is more than just a conference; it gives you access to the region's leading private banking decision makers. It is an event where serious business takes place in a serious business environment.

Private Banking Australasia provides a marketing platform that is customer friendly, extremely cost efficient and focused on genuine business contracts.

Private Banking Australasia is the leading event of its kind in Australia, boasting an impressive speaker line up of international and local private banks, the likes of which have never been seen at an Australian conference. **Private Banking Australasia** is a great way to keep abreast of the latest developments and network effortlessly with potential investors.

Access High Net Worth Individuals today!



Private Banking Australasia is an outstanding opportunity for financial service providers to present their products to the most targeted and high profile gathering of private bankers in the Asia Pacific region. No other event this year will bring together a selection of CEOs, CIOs and Presidents from the

wealth management community.

There are a limited number of select opportunities for firms to position themselves at the forefront of the funds management industry.

Our sponsors have an unrivalled opportunity to:

- Have **exclusive access** to the most senior private banking decision makers
- Be seen as the **industry leader** at the year's highest profile HNWI event
- Receive the most **cost effective media exposure** and branding to a highly targeted audience
- **Meet decision makers face to face**, understand their needs and develop more profitable relationships with them

Get your share of Australia's private banking industry – call Chris Rath, Sales Manager on +61 2 9005 0724 to discuss a package that suits your needs

Who should sponsor?

World class providers who want to position their products at the institutions, our preferred partners include:

- Institutional fund managers
- Fund of funds
- Retail hedge funds
- Private equity funds
- Property funds
- Stockbrokers
- Exchanges
- Derivatives providers
- Technology providers
- Investment consultants
- Lawyers
- Accountants

A truly effective marketing platform – a year round solution

Focus on what you do best and so will we.

Private Banking Australasia is an unrivalled, cost effective and integrated marketing solution for the Australasian private banking industry. No other finance event can give you one-to-one access to a select group the key private banking decision makers from across the Asia Pacific region and around the world. Don't settle for second best: get real ROI by being part of the most targeted marketing campaign.



This is an exceptional opportunity to position your brand and business before your top prospects, giving you exceptional exposure both before, during and after the event. Capitalise on this high growth region call Chris Rath, Sales Manager on +61 2 9005 0724 or email: chris.rath@terrapinn.com

To review sponsorship options please contact Chris Rath, Sales Manager, *Private Banking Australasia 2006* on +61 2 9005 0724 or email: chris.rath@terrapinn.com

Response form fax back to +61 2 9281 3950

☐ YES, I am interested in sponsoring/exhibiting at **Private Banking Australasia 2006**.

Please contact me to discuss the best options available for my business needs.

Name:

Job title:

Company:

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Registration form

PRIVATE BANKING

Australasia 2006

6-8 March 2006, Rydges Jamison Hotel, Sydney, Australia

5 easy ways to register

Register: +61 2 9005 0777**Enquiries:** +61 2 9005 0729**Fax:** +61 2 9281 5517**On-line:** www.terrapinn.com/2006/pb_au**Mail:** Private Banking Australasia 2006,
Terrapinn Ltd, GPO Box 3924, Sydney, NSW, 2001

Yes, please register me for:

Package	Dates	Price before 19 December, 2005	Price after 19 December, 2005
<input type="checkbox"/> 2 day conference plus Masterclass workshop	6 – 8 March 2006	\$3,595.50 + GST = \$3,955.05 Save \$399.50	\$3,995.00 + GST = \$4,394.50
<input type="checkbox"/> 2 day conference only	6 – 7 2006	\$2,515.50 + GST = \$2,767.05 Save \$279.50	\$2,795.00 + GST = \$3,074.50
<input type="checkbox"/> Masterclass workshop only	8 March 2006	\$1,435.50 + GST = \$1,579.05 Save \$159.50	\$1,595.00 + GST = \$1,754.00

Lunch, refreshments and documentation included. **Early Bird Discount:** Register and pay by **Friday 6 January 2006** and receive 10% discount off the pre-GST registration fee. **Payment terms:** 14 days. GST is charged at the local rate. Registration fee includes lunch, refreshments and full conference documentation. Delegates may be refused admission if payment is not received prior to the conference. The fee does not include hotel accommodation.

Corporate groups. Yes, I want to send the team and save even more

Delegates	Package	Discount	Group price
<input type="checkbox"/> 3	2 day conference plus workshop	10%	\$10,786.50 + GST = \$11,865.15 SAVE \$1,198.50!
<input type="checkbox"/> 6	2 day conference plus workshop	20%	\$15,980.00 + GST = \$17,578.00 SAVE \$3,995.00!
<input type="checkbox"/> 8	2 day conference plus workshop	25%	\$23,970.00 + GST = \$26,367.00 SAVE \$7,990.00!

** Corporate booking prices cannot be used in conjunction with any other promotional prices. Only one discount applies.

Attendee details

	Mr/Mrs/Ms	Full name	Job title	Telephone	Email
1					
2					
3					
4					

For groups of more than 4 please attach a separate sheet with details of all attendees.

Company details

Company name:

Address:

Postcode: Country:

Fax:

Method of payment

Registration is ONLY confirmed on receipt of payment

☐ Bank Transfer

☐ Crossed cheque payable to Terrapinn (Australia) Pty Ltd

☐ Please invoice me

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Venue and hotel accommodation

Venue: Rydges Jamison Hotel, 11 Jamison St, Sydney, NSW 2000 Australia Phone: +61 2 9696 2500
Fax: +61 2 9696 2600 Email: events@rydges.com

Travel and Accommodation:

Travelcorp can help with flight bookings and special negotiated hotel accommodation rates for conference delegates. Please contact Portia at Travelcorp for all reservations. Tel: +61 2 9563 2903, Fax: +61 2 9563 2900, Email: Portia@travelcorp.com.au

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Cancellations

Should you be unable to attend, a substitute delegate is welcome at no extra charge. A charge of 50% of the registration fee plus \$250 (+GST) administrative charge will be made for cancellations received in writing at least 4 weeks prior to the conference. Alternatively, you may choose a credit note for the full value of the registration price which may be put towards another Terrapinn event. The company regrets that no cancellations will be accepted within four weeks of the conference start date. Prepayments will not be refunded and invoiced sums will be payable in full, except in cases where it has been possible to mitigate loss. Course documentation will, however, be sent to the delegate. Terrapinn reserves the right to alter the programme without notice.