

FAMILY BUSINESS & FAMILY OFFICE

The 2nd Italian Family Office Conference

October, 2 & 3 2003
Hotel Enterprise - Milan

in collaboration with:





Dear Executive,

This year conference will start with three case studies to highlight the complex inter-relationship between the business, the family and its wealth through the presentation of two Italian Families.

In many cases, the chartered accountant in Italy is the natural Family adviser and the conference will assess how this function will evolve in the future to cope with the Family needs to structure the relationship between the business, the family members and family assets. Preservation of the Family wealth is certainly high on the agenda of many Families, therefore a significant part of the conference will address this issue through a detailed analysis of asset allocation options and comparisons with best practices.

Finally, managing the future including the involvement of next generation will be discussed in a practical way to anticipate future problem areas and reduce as much as possible Family risks associated.

We look forward to meeting you in Milan next October 2nd and 3rd.

Yours faithfully

François Golbery
Chief Executive Officer
MGI (Switzerland) S.A.

Guido Corbetta
Professor
BOCCONI UNIVERSITY

**What Delegates Say About The first Annual
Italian Family Office Conference
December 3 & 4 2002
Excelsior Hotel Gallia – Milan**

Well organized
High quality presentations
Outstanding speakers
All important issues have been analysed to get a good level of knowledge over fo
Very interesting
Very well constructed
The concept of the conference was excellent
Good organization
High quality of participants
Presentations by Bocconi University were very valuable and detailed

First Day October 2 2003

8.30 **Welcome Coffee and Registration**

9.00 **Opening Remarks by the Chairman**

Guido Corbetta

Professor
BOCCONI UNIVERSITY, Milan

THE ROLE OF THE FAMILY IN FAMILY BUSINESS CORPORATE GOVERNANCE

9.15 **Family & Corporate Governance: The Italian Experience**

Guido Corbetta

Professor
BOCCONI UNIVERSITY, Milan

Piergaetano Marchetti

Professor
BOCCONI UNIVERSITY, Milan

Alberto Falck

President
AIdAF – Associazione Italiana delle Aziende Familiari, Milan

MANAGING FAMILY WEALTH: A GLOBAL OVERVIEW

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

Carol Pepper

President USA
PEPPER INTERNATIONAL, New York

11.15 **Coffee break**

11.45 **Establishing and Managing A Family Office or Multi-family Office in Europe: Key Considerations**

Case-study one: ZAMBON

ITALY

Elena Zambon

President
SECOFIND

Case-study two: ALETTI

ITALY

Francesco Aletti Montano

President
ALETTI MONTANO FAMILY OFFICE, Milan

Case-study three: GALLARDO

SPAIN

Julio Cazorla

Managing Director - Landon Grupo Corporativo.
&

Susana Gallardo

Member of the Investment Committee - Landon Grupo Corporativo.
Member of the Board of Directors - Picking Pack

12.30 **Lunch**

FAMILY BUSINESS & FAMILY OFFICE: THE WAY FORWARD

14.15 State of Art and New Challenges in Italy

Guido Corbetta
Professor
BOCCONI UNIVERSITY

Ugo Loser
Partner
BAIN & CO.

PROTECTING THE FAMILY AND FAMILY WEALTH

15.00 Risk Management and The Main Threats to Family Wealth in The Years Ahead

John Cotton
Family Office Advisor, London

15.45 Preservation of The Family Wealth: A Review of Entrepreneurial Wealth Structures

Joseph Field
Principal
WITHERS, London

16.25 Achieving Money Laundering Law Compliance within Trustees Duties

Martin Engdal
Product Marketing Manager
ADVENT EUROPE, Geneva

16.45 Coffee Break

17.15 Italy: A Tax Heaven for HNWI

Paolo Ludovici
Partner
MAISTO & ASSOCIATI, Milan

18.00 Close of the day one

20.00 Discussion Dinner

Second Day October 3 2003

8.30 Welcome Coffee & Registration

PRESERVATION OF FAMILY WEALTH

9.00 Opening Remarks by the Chairman

Stefano Caselli
Professor
BOCCONI UNIVERSITY, Milan

REAL ESTATE INVESTMENT: A POWERFUL & MEANINGFUL PORTFOLIO DIVERSIFYING TOOL

9.45 Options for Italian Private Investors in Real Estate Investing

Stefano Gatti
Professor
SDA BOCCONI, BOCCONI UNIVERSITY
SCHOOL OF MANAGEMENT, Milan

Silvia Ferrero
Partner
ERNST & YOUNG REAL ESTATE, Milan

Gerardo Solaro del Borgo
Managing Director
DB Real Estate

10.45 Coffee break

ALLOCATION TO THE PRIVATE EQUITY ASSET CLASS

11.15 A View From Italy: managing wealth and managing turn-around

Roberto Magnoni
CEO
INTERMONTE SECURITIES SPA

Maria Pierdicchi
CEO
STANDARD & POOR'S ITALIA

12.00 Is it the Right Time to Invest in Private Equity? A Family Office Perspective

Dr Roberto Paganoni
Partner
LGT CAPITAL PARTNERS, Pfaeffikon
Switzerland

ABSOLUTE RETURN STRATEGIES

12.30 Absolute Return Generation and Risk Reduction: Practical Applications of Currency Management

Hélie d'Hautefort
Managing Director
OVERLAY ASSET MANAGEMENT, Paris

13.00 Lunch

14.30 A Corporate Finance Perspective: Cross selling between Private and Corporate Banking

Paola Musile Tanzi
Professor
UNIVERSITY OF PERUGIA

Stefano Preda
President
BANCA ESPERIA

15.30 Coffee Break

MANAGING FOR THE FUTURE: NEXT GENERATION INVOLVEMENT

16.00 Round Table

Chairman: Alberto Falck
President
ITALIAN ASSOCIATION OF FAMILY BUSINESS

Albert Jan Thomassen
Director, Family Business Centre
TIAS BUSINESS SCHOOL, Tilburg University

Pietro Sella
BANCA SELLA

Guido Corbetta
Professor
BOCCONI UNIVERSITY, Milan

17.30 Close of the conference

Family Business & Family Office

October 2 & 3, 2003 - Hotel Enterprise - Milan

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 E-mail : customer.service@mgi-direct.ch

Date and Venue

Conference - October 2 & 3 2003 (C0312)

Enterprise Hotel – Corso Sempione 91 – 20154 Milan – Italy

Program Coordinators

Stefano Caselli - stefano.caselli@uni-bocconi.it
 Guido Corbetta - guido.corbetta@uni-bocconi.it
 François Golbery - fgolbery@mgi-direct.ch

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

A 10% discount is granted for any early registration and payment received before June 30 2003.
A 50 % discount will be granted to the second and additional delegates from the same company at the same address.

The fee for the conference includes luncheon, dinner and a CD-ROM of the presentations:
CHF 3'350 ; € 2'200

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Payment

☐ By bank transfer :

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Please quote the conference code C0312

Switzerland : BGV CP270, 1001 - Lausanne,
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SWIFT BVLCH 2L - SIC 767

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

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Please quote the conference «FAMILY BUSINESS & FAMILY OFFICE » code C0312

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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 and SDA Bocconi. 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 SDA Bocconi and cannot be copied under any circumstances.

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- ☐ YES, I wish to attend the conference (C0312)
☐ YES, I wish to participate also to the Dinner on October 2 2003
☐ YES, I wish to receive more information about ESAFON by email

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Payment upon reception of the invoice will guarantee access to conference.

Date : Signature :

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



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