

# The 4<sup>th</sup> Annual Family Office Conference

*Consolidating European Family Offices  
Into Multi-Family Offices*

# Family Office

**September 23 & 24 2003**

**Château de Coppet - Lake of Geneva**



## ESAFON Dinner

**With the exceptional participation of Jochen Sauerborn**  
Speaker of the Board – SAUERBORN TRUST -  
Bad Homburg - Germany  
“The Future of Multi-Family Office Services”

## Day one - Chairman

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

**Jean L.P. Brunel**  
BRUNEL ASSOCIATES  
Edina, Minesota, USA

**Patrizia Miscattelli delle Ripe**  
Founder and CEO  
MAMY'S FAMILY OFFICE  
Milan

**Francesco Aletti Montano**  
President  
ALETTI MONTANO FAMILY  
OFFICE, Milan

**Andrea Caraceni**  
Chief Executive Officer  
CORPORATE FAMILY OFFICE  
SIM S.p.a., Milan

**Patrick Fauchier**  
Founder  
FAUCHIER PARTNERS GROUP,  
London

**John Bailey**  
Chief Executive Officer  
SPRUCE PRIVATE INVESTORS  
Darien CT USA

**Alfred Gantner**  
Partner, Chief Executive Officer  
PARTNERS GROUP, Zug  
Member of Board of Directors  
SAUERBORN TRUST AG  
(Suisse), Zug

**Suzanne P. Schutte**  
Head of HSBC Family Office  
Practice for Americas  
HSBC, New York City

**Nick Lodge**  
Managing Director  
i-CAP PARTNERS Ltd, London

**François-Serge Lhabitant**  
Head of Risk Management and  
Quantitative Research  
UBP, Geneva

**Andreas Limburg**  
Partner  
PRIVATE CLIENT PARTNERS  
Zurich

**Martin Engdal**  
Product Marketing Manager  
ADVENT EUROPE, Geneva

**Klaus Kuder**  
Managing Director  
DEUTSCHE FAMILY OFFICE  
GmbH, Frankfurt

**Teresa Lewis**  
Associate  
BAKER & MCKENZIE, Zurich

**Hans Rainer Kuenzle**  
Partner,  
KPMG private, Zurich

## Day two - Chairman

**Suzanne Schutte**  
Senior Vice President  
Head of HSBC Family Office  
Practice for Americas  
HSBC, New York City

**Grant E. Gordon**  
Managing Director  
INSTITUTE FOR FAMILY  
BUSINESS, London

**David M. Darst**  
Chief Investment Strategist  
MORGAN STANLEY PRIVATE  
WEALTH MANAGEMENT  
New York City

**Bruno Gardien**  
Adjunct Professor of Finance  
INTERNATIONAL UNIVERSITY  
OF MONACO  
General Manager  
FAUCHIER PARTNERS  
INTERNATIONAL LTD  
Monaco

**Anthony Travis**  
Partner  
PRICEWATERHOUSECOOPERS SA  
Geneva

**Håkan Hillerström**  
Director  
PRICEWATERHOUSECOOPERS SA  
Geneva

**Y. Sinan Öz**  
Founding Member  
MIF, Geneva

**Andreas Limburg**  
Partner  
PRIVATE CLIENT PARTNERS  
Zurich

**Rudolf Hauser**  
Vice President  
Strategic Advisory Group  
PICTET, Zurich

**Pascal Frei**  
Consultant  
WATSON WYATT, Zurich

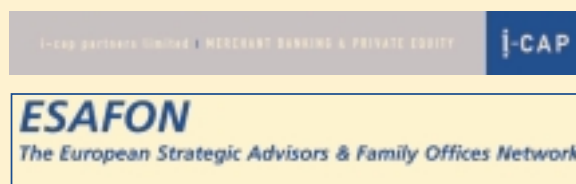
**Martin Schliemann**  
Head of Asset Management  
Advisory  
ERNST & YOUNG AG  
Frankfurt

**Carol Pepper**  
President  
PEPPER INTERNATIONAL  
New York city

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Dear Executive,

Those of you who have been participating in last year MGI 3rd Annual Family Office Conference indicated that this is the only event of its kind to exclusively address the true key and operational aspects of the three interrelated spheres namely – the family – the business and its ownership.

This year conference will touch on the evolution of the Family Office concept and operating models with a particular focus on Multi-Family Offices features and structures. On one hand, benchmarking and selecting a Multi-Family Office is not an easy task for the family as no two are exactly alike and can have diverging objectives with those of the family. On the other hand, opening resources and services to other families can be not only cost effective but also a source of leveraging power and further accessibility. Other operational aspects faced by Family Offices will be also detailed including the investment management part which requires the utmost attention after three down years .

I have no doubt that this year's conference will create a framework for families, their family office executives and strategic advisers to share resource information and exchange ideas in a friendly and very professional environment.

I look forward to meeting you next September and kindly suggest you to register early to ensure your participation.

Yours faithfully,

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

I am delighted to have David M. Darst joining us this year to share with you his deep enthusiast and disciplined vision of asset allocation.



David M. Darst, Chief Investment Strategist at Morgan Stanley New York will dedicate his latest publication "The Art of Asset Allocation", an accessible, investor-friendly guide to asset allocation principles and strategies in any kind of market environment.

## Day One – September 23 2003

**8.30 Registration & Welcome Coffee**

**9.00 Welcome address by François Golbery and the Chairman**

### **Joseph A. Field**

Partner

WITHERS, London

*Joseph A. Field is a graduate of Princeton University [magna cum laude] (1969) and the Columbia University Law School (1972). He is a Principal in the London office of Withers LLP in charge of the American Group where he concentrates on representing wealthy international families. Joe has practiced in Europe for nearly twenty-five years and is a member of the California and District of Columbia Bars.*

*François Golbery at MGI is focusing on emerging trends that will have a strong impact on the Wealth Management Industry to help formulating tomorrow's strategies and implementation in day-to-day business practices. Prior to this, he co-founded and managed the Paris based office of Institute for International Research. He holds an MBA in Finance from the University of Hartford (Connecticut) and is a member of the Royal Ocean Racing Club in London.*

## **ADDRESSING THE FAMILY, THE BUSINESS AND ITS OWNERSHIP**

**9.15 A Family Review of The Role of A Family Office**

### **Jean L.P. Brunel**

BRUNEL ASSOCIATES, Edina, Minesota USA

*Jean Brunel is the managing principal of Brunel Associates, a firm offering wealth management consulting services to ultra affluent individuals. He spent the bulk of his career in the investment management group of J.P. Morgan, where he worked in the U.S. and abroad from 1976 until his retirement in the spring of 1999. In 1990, he assumed the position of chief investment officer of J.P. Morgan's global private bank, where he focused on the issues of special concern to individual investors, such as tax-efficiency and downside risk protection.*

## **THE RISE OF INDEPENDENT MULTI-FAMILY OFFICES : AN APPROPRIATE STRUCTURE TO FAMILY WEALTH MANAGEMENT ?**

**10.00 Round table: A SWOT Analysis of Structuring An Independent Multi-Family Office**

- Understanding the role of the family office
- Key considerations on independence
- Are the objectives compatible from both a family and service provider perspective
- The myths of running family wealth
- In-house – outsourcing, global – local services

### **Patrizia Miscattelli delle Ripe**

Founder and CEO, MAMY'S FAMILY OFFICE, Milan

*Before founding Many's Family Office, an independent Family Office Company created especially for Italian high net worth clients, Patrizia Miscattelli delle Ripe has worked extensively in key management positions in Italy and abroad including Nascent Group S.A., Banca Nazionale del Lavoro and Finanza & Futuro Sim (Deutsche Bank Group).*

### **Francesco Aletti Montano**

President, ALETTI MONTANO FAMILY OFFICE, Milan

*Francesco Aletti Montano is President of Aletti Montano Family Office, a multi family office in Milan created to serve the Aletti family and their associates. Francesco Aletti Montano participates in numerous financial, industrial and real estate activities as a board member and senior advisor.*

### **Andrea Caraceni**

Chief Executive Officer

CORPORATE FAMILY OFFICE SIM S.p.a., Milan

*Andrea Caraceni has worked as Chief Executive Officer for the CFO SIM Spa in Milan since 2000. He worked as Head of Capital Markets for the Interbanca Spa in Milan from 1997 to 2000. Then worked as Head of Corporate Risk Management for the Banca Profilo Spa in Milan from 1996 to 1997.. He is a founder Member and Treasurer of the AIFIRM (Associazione Italiana Financial Risk Management). He earned a Degree in Business Administration at the Università Commerciale "L.Bocconi" in Milan in 1987.*

### **Patrick Fauchier**

FAUCHIER PARTNERS GROUP, London

*Patrick is the founder of a financial information and research firm in 1991 which served clients through its proprietary database of Hedge Fund managers and through its ability to monitor the performance of, and provide access to, some of the best in the world.*

**John Bailey**  
SPRUCE PRIVATE INVESTORS  
Darien CT USA

John Bailey is the founder of Spruce Private Investors, LLC, an open-architecture family office focused on the leading edge of integrated wealth management for ultra-wealthy individuals. Spruce's open-architecture approach means the firm does not represent or sell products nor does it receive compensation from product providers or managers. John was nominated as "2002 Family Office Executive of the Year" by one of the leading industry publication. He is the founder of the Family Office Network, a private and confidential networking group of 60 family offices and ultra-high net worth individuals representing \$ 40 billions in assets.

**Alfred Gantner**

Partner, Chief Executive Officer  
PARTNERS GROUP, Zug  
Member of Board of Directors  
SAUERBORN TRUST AG (Suisse), Zug

Alfred Gantner was awarded a Master's in Business Administration from the Brigham Young University, Utah, in 1994. Prior to his graduate studies, he worked for 5 years for the Cantrade Private Bank Group (an affiliate of UBS) in Zurich and Geneva. There he was a member of the securities trading department, and was awarded a stock exchange trader diploma. After graduating, he joined Goldman, Sachs & Co. and, following assignments in New York and London, transferred in 1995 to Zurich to build up their institutional sales desk in Switzerland. Alfred Gantner is a co-founder of Partners Group.

Moderator : **Suzanne P. Schutte**

Senior Vice President  
Head of HSBC Family Office Practice for Americas  
HSBC, New York City

**11.00 Coffee Break**

**THE CHALLENGE OF MANAGING PRIVATE ASSET CLASSES**

**11.30 Case – Study: Creating An Islamic Capital Protected Private Equity Fund: Why Is It Appealing to Family Offices in The Middle East Region**

**Nick Lodge**

Managing Director  
I-CAP PARTNERS Ltd, London

Nick Lodge is a principal and one of the founding shareholders of i-cap partners limited (I-CAP), a specialist private equity funds manager. He is actively involved in all aspects of the firm's operations and investment activities. I-CAP now has offices in Auckland, San Francisco and London and manages private equity funds oriented towards opportunities in Austral- Asia and the Asia Pacific rim, where it has a comparative advantage in terms of on the ground experience and strong local networks. In addition, it provides invest companies with practical assistance around market entry into the US through its office and team located in the US.

**12.15 Diversification in Pure Hedge Fund Portfolios and Funds of Hedge Funds: Small is Beautiful...**

- The benefits and risks of naïve and smart diversifications

**François-Serge Lhabitant**

Head of Risk Management and Quantitative Research  
UBP, Geneva

F.S.Lhabitant, PhD., is a Member of Senior Management at Union Bancaire Privée, Geneva. He is a FAME Research Fellow and a Professor of Finance at HEC University of Lausanne (Switzerland) and at Thunderbird (USA).

**13.00 Lunch offered by :**



**CONFIDENTIALITY ISSUES  
& REGULATORY DEVELOPMENT**

**14.30 Privacy & Confidentiality : A Growing Concern For The Global Family**

**Joseph A. Field**

Partner, WITHERS, London

**15.15 An Update On The Regulatory Environment Affecting The Family Office In Switzerland**

- New Swiss Bankers Due Diligence Agreement
- New Swiss Banking Commission Money Laundering Regulation
- Exchange of information with EU and US

**Andreas Limburg**

Partner, PRIVATE CLIENT PARTNERS, Zurich

Andreas Limburg is a founding member and partner of Private Client Partners, an independent Swiss organisation established in 1998 and providing comprehensive family office services to private clients. Dr. Limburg is a member of the Society of Trust and Estate Practitioners (STEP) and a Committee Member of the European Strategic Advisors & Family Office Network (ESAFON). Andreas graduated from Zürich Law School in 1989 and was admitted to the Zürich Bar in 1991. He holds a Master of Law Degree from the London School of Economics

**16.00 Achieving Money Laundering Law Compliance within Trustees Duties**

**Martin Engdal**

Product Marketing Manager, ADVENT EUROPE Geneva

**16.30 Coffee Break**

**16.45 The Importance of A Family Office When It Comes to Organizing A Cross-Generational Wealth Transfer:**

- How the family governance has to be prepared for an estate planning process
- The Family Offices coordinating role if the transfer of wealth leads to a shift in asset allocation and management style
- The influence of estate planning on transparency and control functions

**Klaus Kuder**

Managing Director, DEUTSCHE FAMILY OFFICE GmbH, Frankfurt

Klaus Kuder is one of the Managing Directors of Deutsche Family Office GmbH in Frankfurt am Main (Germany). Previously to his current task, Mr Kuder worked as a Private Banker at Deutsche Bank AG in New York for five years. In this position, he specialised in wealth management services for large international investors and participated in the development of a Family Office service. Before his delegation to the U. S., he was a member of the Private Banking Group of Deutsche Bank, Frankfurt. He holds a diploma in economics from the Baukademie in Frankfurt.

**PHILANTHROPY**

**17.30 Using Charitable Structures in Various Jurisdictions to Minimize Taxes and Realize Philanthropical Goals**

**Teresa Lewis**

Associate, BAKER & MCKENZIE, Zurich

Teresa Lewis joined the Zurich office of Baker & McKenzie in 1998 as a U.S. tax associate and since that time has worked on the international tax and private banking team. Teresa received her J.D. from Cornell Law School in 1991 and a LL.M. in Taxation from Georgetown University Law Center in 1992. Teresa is admitted to the Texas Bar Association.

**17.50 European Foundation - The Euro-compatible Structure for Philanthropy**

**Hans Rainer Kuenzle**

Partner, KPMG private, Zurich

PD Dr. Hans Rainer Kuenzle is currently working as Partner of KPMG private. His key areas of experience are International Estate Planning & Administration of Estates. He has a law degree from the University of St. Gall and was admitted to the bar in the Cantons of St. Gall in 1987 and of Zurich in 1997. He is also an Associate Professor (Privatdozent) at the University of Zurich for Private Law and Private Comparative Law.

**18.15 End of day one**

**19.00 Recital Chopin, Liszt & Rachmaninov – Julia Belova – Piano – Château de Coppet, Coppet.**

**20.00 ESAFON Dinner – Château de Coppet, Coppet.**

**Guest Speaker : Jochen Sauerborn – Speaker of the Board**

**SAUER BORN TRUST - Bad Homburg - Germany**

**“The Future of Multi-Family Office Services”**

Jochen Sauerborn is with the Harald Quandt Family, the founder and major shareholder of FERI AG which has been split in 2002 in 2 separate legal entities FERI Family Office AG and FERI Finance AG. The Sauerborn Family and Harald Quandt Family are the major shareholders of FERI Family Office AG which has been renamed into Sauerborn Trust AG in 2003.

Jochen is Speaker of the Board of Sauerborn Trust AG.

He is also an advisor to numerous wealthy families in respect of Family Governance, Overall Investment Strategy, International Asset Allocation & Risk Management.



## 8.30 Registration & Coffee

## 9.00 Welcome Address by the Chairman

### Suzanne Schutte

Senior Vice President  
Head of HSBC Family Office Practice for Americas  
HSBC, New York City

*Suzanne Schutte experience includes director positions at Rockefeller & Company as well as Brown Brothers Harriman and Chase Manhattan Private Bank, managing these firms strategic wealth expansion activities, product development initiatives in the high net worth sector. She is the head of the wealth management consulting program at HSBC Bank USA and in charge of running the Family Office Advisory Practice of the bank in both North and South America.*

## 9.15 The Ultimate Family Challenge: Reconciling Tradition With Entrepreneurship And Innovation

### Grant E. Gordon

Managing Director  
INSTITUTE FOR FAMILY BUSINESS, London

*Grant Gordon founded the Institute for Family Business (UK), a not-for-profit organisation and chapter of F.B.N. the world's leading international association for family companies. IFB's aim is to promote the success and sustainability of family companies and help maintain a dynamic family owned business sector in the UK making a powerful contribution to the overall economy. Gordon is the Director General of IFB. He also currently sits on a number of boards as non-Executive Director. He sits on the alumni advisory board of Kellogg School of Business at Northwestern University. He is a member of the London Business School Entrepreneurs Club and of the Royal Ocean Racing Club.*

### FAMILY OFFICE WORK IN CRITICAL MARKET CONDITIONS

## 10.00 Performance Dispersion in Major Global Asset Classes and Guidelines for Successful Asset Allocation

### David M. Darst

Chief Investment Strategist  
MORGAN STANLEY PRIVATE WEALTH MANAGEMENT  
New York City

*David M. Darst is a Managing Director of Morgan Stanley and sits on the Firm's Asset Allocation and Investment Policy Committees. He serves as Chief Investment Strategist for the Morgan Stanley Private Wealth Management Group, with responsibility for Asset Allocation and Investment Strategy, and was the founding President of the Morgan Stanley Investment Group. He joined Morgan Stanley in 1996, after 24 years with Goldman Sachs, where he served as Chief Financial Officer of the Equities Division.*

*David earned his MBA from Harvard Business School and received his BA degree in Economics from Yale University. David has lectured extensively at Wharton, Columbia, INSEAD, and New York University business schools, and for nine years, David served as a visiting faculty member at Yale College, Yale School of Management, and Harvard Business School.*

## 10.45 Coffee Break

## 11.15 How Do Family Offices Allocate Their Assets: Results of A 2003 Pan-European Survey

### Bruno Gardien

Adjunct Professor of Finance  
INTERNATIONAL UNIVERSITY OF MONACO  
General Manager  
FAUCHIER PARTNERS INTERNATIONAL LTD, Monaco

*Bruno Gardien is a Member of the Investment Committee of the Fauchier Partners Group, which he joined in 1996. Bruno is also Adjunct Professor of Finance at the International University of Monaco and a Visiting Professor at the Ecole Supérieure des Affaires (Group HEC-ESCP-ESA).*

## 12.00 Lunch

### FAMILY OFFICE MONITORING

## 14.15 Overall Risk Assessment and Due-diligence of A Family Office

### Anthony Travis

Partner, PriceWaterhouseCoopers SA, Geneva

*Anthony Travis is a founding board member of the Family Business Network and is active in providing audit and due diligence services to a substantial number of family owned businesses. He is an Audit and Business Advisory Services partner of PwC Switzerland and leads external audit engagements for a number of large international banking groups as well as acts as special auditor for the Swiss Federal Banking Commission. He is a licensed Swiss Federal Bank Law Auditor; is a member of the Swiss Auditing Chamber and is a Fellow of the Institute of Chartered Accountants in England & Wales.*

### Håkan Hillerström

Director, PriceWaterhouseCoopers SA, Geneva

*Håkan Hillerström joined PriceWaterhouseCoopers as a director for the PWC's Family Business Initiative in November 1996 and is based in Geneva. He is responsible in developing the network's activities for private clients and family business, corporate finance and advisory services to the network's clients. Prior to this, he worked for Banque Kleinwort Benson. He also was a founding member and senior partner of International Golf investment Holding and Genevest Consulting group. He holds Diplomas in Economical Geography and Business Administration from the University of Lund, Sweden, and a MBA from IMD, Geneva.*

## 15.00 Coffee break

## 15.30 Round Table: PERFORMANCE MEASUREMENT – CONSOLIDATING REPORTING - IT

- Consolidated reporting of the family wealth: a key family office concern
- Portfolio reporting and analytics: how can you get control over your assets and asset managers?
- Quantitative and qualitative controlling of portfolio
- Reporting risk management and performance measurement for different asset classes

### Y. Sinan Öz

Founding Member, MIF, Geneva

*Y. Sinan Öz is a founding member and Managing Director of Management Investments & Financial Engineering, M.I.F. SA, a Geneva-based independent multi-client family office set up in 1996. Prior to establishing M.I.F. SA, he spent six years with Chase Manhattan Private Bank (Switzerland) where he was a Relationship Manager and Chief of Staff of the Europe, Middle-East and Africa group. Sinan holds a degree in Economics from Syracuse University (New York) and a Master in Business Administration from Webster University (St. Louis, Missouri).*

### Andreas Limburg

PRIVATE CLIENT PARTNERS, Zurich

### Rudolf Hauser

Vice President  
Strategic Advisory Group, PICTET, Zurich

*Rudolf Hauser is a Vice President in Pictet's Strategic Advisory Group. With his team, he is responsible for advising Family Offices and institutions on a range of investment issues such as advisory, asset allocation, questions relating to investment organisation and performance, portfolio analysis, risk management and investor education.*

### Pascal Frei

Consultant, WATSON WYATT, Zurich

*Pascal Frei joined Watson Wyatt in 2001 as investment consultant. He is involved in performance analysis and benchmark selection and in addition is a member of the investment manager research team. He graduated from the University of Geneva and holds a Masters in Science of Banking and Finance from the University of Lausanne.*

### Martin Schliemann

Head of Asset Management Advisory  
ERNST & YOUNG AG, Frankfurt

*Martin Schliemann joined Ernst & Young AG in 2001 as the head of the asset management advisory team. Amongst others, advisory projects include risk management and performance measurement with special regard to the different asset classes. Martin is a member of the European Investment Performance Subcommittee at AIMR as well as of the IAS Working Group at FEFSI.*

### Moderator : Carol Pepper

President, PEPPER INTERNATIONAL, New York City

*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 Columbia University in 1989 and a BA in Philosophy from Bryn Mawr College in 1984.*

## 17.30 Closing Remarks of the Chairman

## 18.00 End of The Conference

**ESAFON**, the European Strategic Advisors & Family Offices Network is a European Association of the Family Offices, Family Businesses, Private Investors and their close Strategic Wealth Management Advisers.

The objectives of the Association are to provide its members with the following services:

- Develop key professional contacts with colleagues through the Association network
- Network with international market leaders through private lunches and dinners
- The **ESAFON DIRECTORY** updated on an annual basis
- The **ESAFON REVIEW** called THE PRIVATE CLIENT which includes three electronic reviews per year including the best articles from the leading experts in Wealth Management, Family Office and Family Business Services.
- Access to a private WEB site providing updated and focused information and offering forum facilities.
- A Personal Membership Card to benefit from a 50% discount on registration fee for all MGI Conferences during one year and a 30% discount on all the MGI Conference Documentation and Alpine Target Finance Database.
- The Association will represent the interests of its members to the Regulatory Bodies in various European countries.
- **A Chapter Families** open exclusively to the Families in Business, Private Investors and family Offices offers them Private Exchange Meetings to share information and exchange ideas in a friendly and professional environment.

**ESAFON** - The Association of the Best European Strategic Wealth Management Advisors and the Family Office Experts

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## Château de Coppet



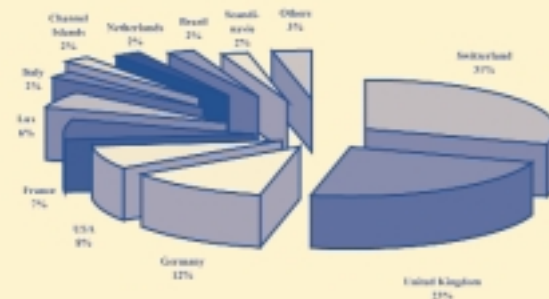
i-cap is a private equity firm focused on Australia and New Zealand. We invest in later stage, expansion capital investments drawn from our extensive networks in the political, academic, governmental, financial and entrepreneurial sectors. Our investment style is active, working with management teams in a portfolio company to achieve agreed objectives. Our approach however, is conservative; we aim for strong performance from our entire portfolio, downside risk management or mitigation is an important aspect of our investment process. Our funds are targeted at specific investor audiences, for example, the New Zealand Government is an investor in our fund for innovative and growing companies in New Zealand.

### ABOUT THE ANNUAL FAMILY OFFICE CONFERENCE

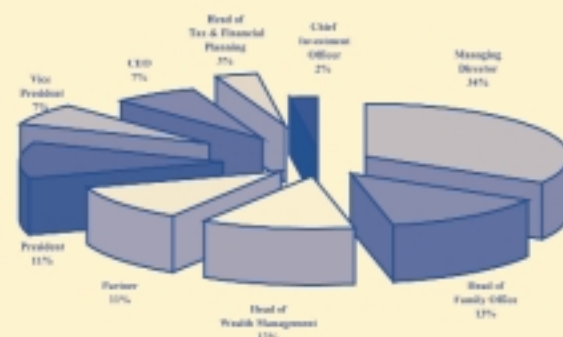
- As a family member starting a family office, it was very interesting, even though more for institutionals
- Very interesting, high quality presentations and explanations based on experience cases
- A carefully selected panel of speakers in a very professional and friendly environment
- Professional, informative, broad range of subjects
- Excellent customer service
- Good speakers on very high standard
- Well organised, good speakers, interesting subjects
- Interesting in most interventions
- Some very interesting topics in discussion and quality speakers
- Most of the speakers met my expectations, worth to come to Geneva!
- Very broad cover of all aspects linked to the family office with interesting background on the theory what a family office could be
- Good broad topic selection, informative
- Many impressions and new ideas
- Professional, high quality
- Well selected topics on wealth management issues with high educational effect
- Good conference with interesting people attending and speaking
- Great attendance year after year

### MGI Conference "3rd Annual Family Office - 7, 8 and 9 October 2002 - Le Richemond, Geneva" - 120 delegates

#### Segmentation by Country



#### Segmentation by Function



## How to register

- ☐ By Phone : 41 22 319 69 00
- ☐ By Fax : 41 22 319 69 01
- ☐ By Mail : 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)

## Date and venue

**Conference -**  
**September 23 & 24 2003 (code C0318)**  
 Château de Coppet - Coppet  
 Lake of Geneva



Château de Coppet  
 CH 1296 COPPET  
 Tél. : 022 776 73 55 Fax : 022 776 73 67  
[chateau.coppet.salles@bluewin.ch](mailto:chateau.coppet.salles@bluewin.ch)

Le château est une demeure privée classée monument historique d'intérêt national. Depuis 1784, il a été la propriété de Jacques NECKER, ministre des Finances de Louis XVI, de sa fille Mme de STAËL et de leurs descendants et alliés des familles STAËL et HAUSSENVILLE.

## 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.

## Spouses Program

- A guided visit of the Château de Coppet will be organised.
- A tour of the Lake by boat can be arranged along your wishes
- Spouses are invited to attend the piano recital and the dinner

## Fee

- A 20 % discount (not cumulative with other discounts) is granted for any early Registration and payment before June 25 2003
- A 30 % discount is granted for the second delegate from the same company at the same address
- A 50 % discount is granted for the third and additional delegates from the same company at the same address

The fee for the conference includes luncheon, recital, dinner and a CD-ROM of the presentations.

**CHF: 3 450 / Euros: 2 490 / US\$: 2 860 (+ TVA 7.6%)**

## Payment

- ☐ **By bank transfer :**  
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- ☐ **By cheque :**  
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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. 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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| By Fax :<br>within the EU :<br><b>41 22 319 69 01</b><br>from the USA :<br><b>011 41 22 319 69 01</b> | By Phone<br>Registration Service<br><b>41 22 319 69 00</b> | <b>MGI (SUISSE)SA</b><br>56, rue du Stand<br>CH-1204 Genève Suisse | <b>By Internet</b><br><a href="http://www.mgi-direct.ch">www.mgi-direct.ch</a><br><b>By E-mail</b><br><a href="mailto:customer.service@mgi-direct.ch">customer.service@mgi-direct.ch</a> |
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- ☐ **YES, I wish to attend the above MGI conference (Code C0318).**
- ☐ **YES, I wish to receive more information about ESAFON**
- ☐ **YES, I will attend the piano recital**
- ☐ **YES, I will participate to the ESAFON dinner**

Mr. / Mrs. / Ms. : .....

First Name : .....

Job Title : .....

Company : .....

Phone. (direct) : ..... Fax (direct) : .....

E-mail : .....

Street / P.O. Box : .....

Postal Code : ..... City : .....

Phone. (standard) : ..... Fax (standard) : .....

Invoice to be addressed to : .....

VAT Number : .....

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

Date : .....Signature : .....

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 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.