



COMPLIMENTARY
ATTENDANCE
FOR FAMILY OFFICES

Family Office Leadership

SUMMIT:UK

25th-26th September 2012
Marriott Grosvenor Square
London

6th Annual Summit: Over 100 family office investors meet to share best practice and seek new investment opportunities

Keynote speakers



Professor Michael Ben-Gad
Head of Economics,
CITY UNIVERSITY



Ed Butler
Executive Chairman,
SALAMANCA RISK
MANAGEMENT

Sponsors include:

APN | Property Group

BEDLAM
ASSET MANAGEMENT



BANQUE PRIVÉE
EDMOND DE ROTHSCHILD
EUROPE

CREDIT SUISSE



M&G
INVESTMENTS

Yorkville
advisors

Hosted by:

Family Office
Intelligence

www.familyofficesummit.com

Dear Executive,

It gives me great pleasure to invite you to the 6th annual **Family Office Leadership Summit** at the Marriott Grosvenor Square on Tuesday 25th and Wednesday 26th September 2012.

Having spoken to and met with many of the leading family offices in London, we have crafted an agenda which addresses the most pertinent issues facing the family office community. From the external threats posed by the world economy to those closer to home within and around the family itself, we have assembled a line-up of speakers who can share their wisdom and combined experience with an audience of fellow family office executives.

Highlights include:

- A keynote presentation from Professor Michael Ben-Gad, Head of Economics, City University who's research focuses on, amongst other things, public debt and macro economic theory
- A presentation from Ed Butler, Executive Chairman, Salamanca Risk Management who will draw upon his 20 years experience in the British Army to give us an insight into real leadership under pressure
- A welcome return from Dr. Martin Jenkins, Oxford Place, expanding on last years incredibly popular presentation on resolving family conflict
- The Chief Investment Officer Roundtable, featuring leading CIOs detailing their strategies for ensuring their portfolio is prepared whatever the economy has in store for us
- Former Assistant Commissioner of the Metropolitan Police force, Tarique Ghaffur CBE, QPM who will shed light on the issues surrounding security for high net worth individuals
- NEW FOR 2012: enhanced networking using technology which allows attendees to interact and ask questions of our speakers anonymously or otherwise before, during and after the event

As ever we strictly limit attendance from non-family office groups to allow for a relaxed exchange of ideas with peers and contemporaries also trying to plot a course through these most challenging of times.

I look forward to seeing you at the Summit

Best regards,



Ben Cronin
Director
Family Office Intelligence

Who should attend?

The Family Office Leadership Summit is aimed at family office professionals that wish to implement solutions which guarantee your family office will deliver the best service.

If you hold one of the following job functions you should not miss the opportunity to attend the summit:

- | | | |
|----------------------------|------------------------------------|-------------------------------|
| • Head of Family Office | • Family Office CRO | • Head of Investment Strategy |
| • Chief Executive Officer | • Chairman of Investment Committee | • Managing Partner |
| • Chief Investment Officer | • President/Vice President | • Partner |

About your keynote speakers:



Professor Michael Ben-Gad, Head of Economics, CITY UNIVERSITY

Professor Ben-Gad joined City University London as a Reader in 2007 and was promoted to a Chair in 2009. He served as Deputy Head of the Department of Economics from 2008-2010, Head of the Department since 2010, and as an elected member of the University Senate also from 2010. His research focuses on Dynamic Macroeconomics and Public Finance with applications to taxation, public debt, the economic effects of immigration, as well as the emergence of multiple equilibria in models of economic growth. He is currently working on an ESRC grant, funded by HM Treasury and HMRC on the relationship between sovereign debt and immigration.

He has worked in the Research Department of the Bank of Israel, and taught at the University of Houston and the University of Haifa. He has also served as a visiting faculty member at the Central European University and the International School of Economics in Tbilisi, served on the Board of Directors of the Israel Economics Association and on the Economic Sciences Committee of the Israel Science Foundation

Professor Ben-Gad has appeared on the BBC, CNBC, Guardian and in the Wall Street Journal discussing the global financial crisis.



Ed Butler, Executive Chairman, SALAMANCA RISK MANAGEMENT

Ed is Executive Chairman of Salamanca Risk Management, a boutique consultancy that looks after clients' operational risk throughout the investment cycle. Ed spent 24 years in the British Army, where he spent the majority of his time on active service with UK Special Forces. He was Commander of British Forces during the break-in battle into Southern Afghanistan in 2006, having previously commanded 22 SAS during the period over 9/11.

Programme

Day one

Tuesday 25th September 2012

08.15	Registration and refreshments
09.00	Chairman's welcome and opening address
09.10	KEYNOTE ADDRESS: The outlook for wealthy families and entrepreneurs <ul style="list-style-type: none">– Economic and political risk – what are the risks? Where are the opportunities?– The economic climate and future prospects for wealth generation and preservation in the UK and Europe– The long term view for families and wealth generation– How are things changing in terms of dynamics for family offices? Professor Michael Ben-Gad , Head of Economics, CITY UNIVERSITY
09.40	CEO ROUNDTABLE: The family office leadership debate <ul style="list-style-type: none">– Accessing the best global ideas– Managing resources and due diligence– A comparison of the role of a family office vs. a private bank Carol Pepper , CEO & Founder, PEPPER INTERNATIONAL Further panellists to be confirmed please visit www.familyofficesummit.com for updates
10.20	Morning coffee and networking break
10.50	CIO ROUNDTABLE: Asset allocation – the view of the CIO on asset allocation and evaluating risk <ul style="list-style-type: none">– Does having multiple managers ensure diversification?– Successfully seeking yield– Will last years' dogs be this years' stars? Will this years' stars be next years' dogs?– BRIC slow down vs. developed markets - where are we now?– Investment returns and asset classes – where to allocate? Edward Collins , CIO, HANSON FAMILY HOLDINGS Speaker TBC , M&G INVESTMENTS Ian Barnard , Founding Partner and CIO, CAPITAL GENERATION PARTNERS Inno van den Berg , CIO, VICTORIA PRIVATE INVESTMENT OFFICE
11.30	EXPERT PRESENTATION: How can you benefit from Asian hedge fund investment? <ul style="list-style-type: none">– Is Asian hedge fund investment a beta play?– Can Asian hedge funds perform in a low growth environment?– What are the opportunities and hurdles of Asian hedge fund investment (e.g. asset class, talent, start-ups, capacity, due diligence, regulations etc)? Tetsuo Ochi , Managing Partner & CEO, MCP ASSET MANAGEMENT
12.00	INVESTMENT OPPORTUNITY SHOWCASE: Four quick fire product pitches followed by Q&A with leading asset managers
13.00	Lunch
14.00	PANEL DISCUSSION: Recruiting and retaining staff: Managing the unique challenges of the family office <ul style="list-style-type: none">– How do you attract staff when you are not looking to grow the business?– What career path can you offer?– Maintaining motivation– How to assess the mentality and suitability of potential candidates Paul Reynolds , CEO, THAMESIS Fred Fruitman , Managing Director, LOEB PARTNERS Further panellists to be confirmed please visit www.familyofficesummit.com for updates
14.40	EXPERT PRESENTATION: Accessing alpha and smart beta through algorithms <ul style="list-style-type: none">– How systematic indices and algorithms can provide cost effective access to uncorrelated returns– Sophisticated does not mean obscure: the case for transparency and daily liquidity– Real life examples: Equity volatility<ul style="list-style-type: none">– Generating excess returns without a manager Diego Caielli , CFA Director, CREDIT SUISSE - EQUITY DERIVATIVES
15.05	INVESTMENT OPPORTUNITY SHOWCASE: Quick fire product pitches followed by Q&A with leading asset managers
15.50	Afternoon coffee and networking break ROUNDTABLES: A selection of roundtables hosted by experts on a specific topic area
16.30	FAMILY OFFICE CASE STUDIES: Setting up a family office Establishing a single family office <ul style="list-style-type: none">– Why a family office?– The physicality of running a family business - can an entrepreneur be an investor? Geoffroy Dedieu , CEO, TY DANJUMA FAMILY OFFICE Creating a successful multi-family Office <ul style="list-style-type: none">– Why a multi-family office?– Can an advisory firm or bank truly set up an independent family office?– Establishing the costs and selecting ideal family size/wealth for your model Andrew Nolan , Executive Director, STONEHAGE GROUP
17.10	EXPERT PRESENTATION: Why are regulatory capital investments an historic opportunity for family offices? <ul style="list-style-type: none">– Banks and the need for more regulatory capital under Basel III– Assessing the options including: equity issuance, asset sales and risk transfers– Do risk transfers no longer make sense for regulated entities, i.e. banks, insurers, pension funds?– How supply/demand imbalance benefits non-regulated investors like family offices and sovereign wealth funds Alban de Clermont-Tonnerre , Partner, CLERVILLE INVESTMENT MANAGEMENT LLP
17.40	Chairman's closing remarks
17.50	Drinks Reception
19.00	Private Family Office Dinner

Day two

Wednesday 26th September 2012

08.30	Registration and refreshments
09.00	Chairman's welcome address
09.20	KEYNOTE ADDRESS: Managing uncertainty and making decisions in difficult times <ul style="list-style-type: none">– Key is understanding the complete context– Who is watching 'cumulative risk'?– Identifying 'agile' leaders who can embrace change– How to handle divergent and convergent advice and targets– Implementing the 40% – 70% rule of thumb in making decisions– Sticking to personal 'red lines' – 'your choice, your legacy'– Trust and Inspiration; Pride and passion in your team. Ed Butler, Executive Chairman, SALAMANCA RISK MANAGEMENT
10.00	EXPERT PRESENTATION: Succession: evolution or revolution? <ul style="list-style-type: none">– Transition – a dynamic to manage, not a problem to solve– The old guard – moving on and letting go– The new guard – survival of the fittest?– If it's so good to talk, why is it so difficult?– Fair process - agreeing how to agree, and how to disagree Ian Marsh, Founder, FAMILYDR
10.30	Coffee and networking break
11.00	FAMILY OFFICE CASE STUDY: Resolving family conflicts <ul style="list-style-type: none">– Managing families at war –the role of the family office– Establishing the impact of disputes for the longevity of family unity and the family business– Dealing with difference– Transforming a dispute through conflict resolution Martin Jenkins, Chief Executive Officer, OXFORD PLACE
11.30	ASK THE EXPERTS <p>Leading advisers will offer advice on tax planning, structuring your investments in different jurisdictions and holding structures in an interactive Q & A session</p>
12.10	SHOWCASE: Quick fire presentations from leading service providers
13.10	Lunch
	ROUNDTABLES: A selection of roundtables hosted by experts on a specific topic area
14.30	EXPERT PRESENTATION: Family risk management <ul style="list-style-type: none">– What happens at the major milestones during a lifecycle of a family?<ul style="list-style-type: none">– Dealing with divorce/wills/death– Establishing and managing the ramifications through crisis management– Thinking ahead and planning on behalf on the family– Managing financial risk<ul style="list-style-type: none">– World trusts/tax– Does the current asset allocation support the aim of the family?– Aligning the interests and goals of the family– Reputational management<ul style="list-style-type: none">– Realising the importance of the people your family office engage with– Ensuring family governance <p>Speaker to be confirmed please visit www.familyofficesummit.com for updates</p>
15.10	LIVE INTERVIEW SESSION: Security and kidnapping <p>With Tarique Ghaffur CBE, QPM, Former Assistant Commissioner, METROPOLITAN POLICE and Senior Security Professional</p>
15.50	Chairman's closing remarks
16.00	Afternoon coffee and networking break
16.30	Close of conference

Sponsors

PLATINUM



Across equities, fixed income, commercial property and multi-asset our focus at M&G is the same; to generate the highest possible returns for our clients over the long term. To achieve this, we draw on over 75 years of experience in fund management and on our resources as one of the UK's largest active investors.

We give our fund managers the freedom to back their convictions and implement their own investment strategies. They are all highly skilled specialists who think for themselves, refusing to simply follow the latest investment fashions. They each have individual fund management approaches, but all designed purely to deliver the best results for their clients' investments over the long term.

mandg.co.uk

GOLD



CS has a long-standing tradition of innovation; our guiding principle is that innovation should be simple and customer-focused. We offer a complete range of products, from listed derivatives to structured notes and algorithmic strategies; our objective at all times is to find the simplest, most effective solution for your portfolio. We also pride ourselves on our ability to deliver integrated Credit Suisse solutions, providing derivatives expertise through our investment banking teams to enable corporate financing transactions and support primary issuance.

credit-suisse.com



MCP is an independent asset management firm with locations in Hong Kong, Chicago and Tokyo. MCP's assets under management as of 31 May 2012 total over US\$5 billion. As one of the oldest and largest alternative asset managers in Asia, we have been managing a broad range of global and Asian focused hedge fund related products including tailored, customized and commingled portfolios for our clients since 2002. Our clients include financial institutions, insurance companies and pension plans.

mcp-am.com

PRESENTATION



APN Property Group is a specialist real estate investment manager.

We actively invest in, develop and manage real estate and real estate securities on behalf of institutions, superannuation funds, high net worth and individual investors. We currently manage more than \$2.45 billion funds under management on behalf of more than 100,000 clients[1]. As a boutique asset manager, our focus is on delivering superior investment performance and outstanding service. An intimate understanding of commercial real estate together with a highly disciplined investment approach has been the backbone of our performance since 1996.

APN is listed on the Australian Securities Exchange (ASX Code: APD). We have more than 70 employees in offices located in Melbourne (Head Office), Singapore and London.

[1] Includes clients invested indirectly through wholesale investment platforms.

apngroup.com.au



Bedlam Asset Management is an independent fund management company. It was established in 2002 to manage long only equity portfolios unconstrained by indices. The aim of the investment process is to invest in cheap businesses and is designed to take advantage of the industry's fixation with index tracking, which leaves behind undervalued companies.

By the end of March 2012 Bedlam managed £420 million in both segregated and pooled accounts. The firm is well capitalised and built for substantial growth.

bedlampc.com



Yorkville Advisors, LLC is an alternative investment manager and provider of specialty financing solutions. Founded in January 2001 by Mark Angelo, Yorkville specializes in providing flexible, innovative debt and equity investments and financing for publicly listed companies in a variety of sectors including mining, oil & gas, healthcare, real estate, manufacturing & shipping and technology. Yorkville has offices in Jersey City, New Jersey; Palm Beach Gardens, Florida; Denver, Colorado and London.

yorkvilleadvisors.com

EXHIBITOR



For over 30 years, the Edmond de Rothschild Group has been developing third party fund services as a core business. Banque Privée Edmond de Rothschild Europe, Luxembourg's largest Swiss bank, is one of the most reputable and innovative in fund servicing.

Fund domiciles: Luxembourg (UCITS IIIs, SIFs, SICARs and other UCIs), the Caymans, British Virgin Islands and Italy.

Services provided: custody, fund accounting & administration, registrar services (one-stop shop for plain vanilla funds, fund of hedge funds, hedge funds, private equity funds, real estate funds, arts funds and wine funds).

edmond-de-rothschild.eu

25th-26th September 2012, **Marriott Grosvenor Square, London**

REGISTRATION DETAILS

Please complete your details below in BLOCK CAPITALS

TITLE	FIRST NAME	LAST NAME
JOB TITLE/POSITION		
DEPARTMENT		
COMPANY		
ADDRESS		
CITY	POST/ZIP CODE	COUNTRY
TELEPHONE	FAX	
EMAIL		
PLEASE SELECT ONE: REGISTRATION £2995 + VAT* <input type="checkbox"/> EARLY BIRD RATE £2295 +VAT (VALID UNTIL 1ST AUGUST)** <input type="checkbox"/>		

PAYMENT DETAILS

<input type="checkbox"/> Please invoice me
<input type="checkbox"/> I enclose a cheque payable to Incisive Financial Publishing Ltd.
Please debit my: <input type="checkbox"/> amex <input type="checkbox"/> visa <input type="checkbox"/> mastercard <input type="checkbox"/> maestro VALID FROM DATE: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> ISSUE NUMBER: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> EXPIRY DATE <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> CARD NO. <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> SECURITY CODE <input type="text"/> <input type="text"/> <input type="text"/> ACCOUNT ADDRESS IF DIFFERENT FROM ABOVE _____ _____ SIGNATURE DATE Please return this form in an envelope if you are including payment details

Incisive Financial
Publishing Ltd. VAT No: GB
756978165
For companies in EU
member states only: Please
write your VAT/TVA/BTW/
IVA/ MCMS/MWST/FPA
number here

If you require an invoice
please inform us stating
whether you need an
original or a fax copy. We
accept company cheques,
credit cards and bank
transfers. Please allow a
minimum of seven working
days for a bank transfer
to reach us and phone or
fax us when it has been
sent. Please state the event
name and delegate name to
which it relates.

I have read and agree to the terms and conditions below.

Signature:

Date:

Please fax this form back to +44 (0)207 504 3730 or email it to lukas.hall@incisivemedia.com

REGISTER VIA POST

Registration:

Complete this form and send it to Conference Administration at:

Incisive Financial Publishing Ltd
Haymarket House,
28-29 Haymarket,
London, SW1Y 4RX, UK

Telephone: +44 (0)870 240 8859

Fax: +44 (0)20 7484 9797

Email: conf@incisivemedia.com

For US & Canada office registration

Complete this form and send it to Conference Administration at:

Incisive Media,
120 Broadway,
5th Floor, New York,
NY 10271, USA

Telephone: +1 (212) 457 7789

Fax: +1 (646) 822 5490

Email: conf@incisivemedia.com

Warning: Family Office Intelligence is a registered trademark, and the titles, contents and style of this brochure are the copyright of Incisive Media. We will act on any infringement of our rights anywhere in the world. ©Incisive Media.
Cancellation: A refund (less 10% administration fee) will be made if notice of cancellation is received in writing three weeks before the event. We regret that no refunds can be given after this period. A substitute delegate is always welcome at no extra charge.
Disclaimer: The programme may change due to unforeseen circumstances, and Incisive Media reserves the right to alter the venue and/or speakers. Incisive Media accepts no responsibility for any loss or damage to property belonging to, nor for any personal injury incurred by, attendees at our conferences, whether within the conference venue or otherwise.
Data Protection: By registering for the Family Office Leadership Summit, Incisive Media will send

you further information relating to this event. In addition we will send you information about our other relevant products and services which we believe will be of interest to you. If you do not wish to receive other relevant information from Incisive Media via a particular medium please tick the following relevant boxes: mail ☐ phone ☐ fax ☐ email ☐
Incisive Media will also allow carefully selected third parties to contact you about their products and services. If you do not wish to receive information from third parties via any of the following media please tick the relevant boxes: mail ☐ phone ☐ Please tick if you are happy to receive relevant information from carefully selected third parties by email ☐ fax ☐
*Entrance fee does not include access to the Family Office Dinner.
**Qualification for complimentary attendance is at the sole discretion of Incisive Financial Publishing Ltd.