LATIN FAMILY OFFICE
FORUM 2011
NOVEMBER 15-17
Four Seasons Hotel Miami | Miami, Florida

Ms Carol Pepper,

CEO & Founder
Pepper International
Carol Pepper is Founder and Chief Executive Officer of Pepper International LLC, a family office located in New York City. Carol acts as an advisor to families of wealth and oversees the investment management, estate and tax planning, philanthropy and concierge needs of her clients. The firm focuses on families that have complex international issues such as family members with different nationalities and complex jurisdictional issues. The firm also helps families set up single and multi-family offices around the globe.

Pepper International has been recognized as a family office leader. In 2011, Pepper International was a nominee for Best Multi-Family Office for the PAM (Private Asset Management Magazine) awards. In November 2009, Barron's named Pepper International as one of the top family offices in the United States. In 2008, Pepper International LLC was awarded the Growth Leadership Award by the Family Wealth Alliance (www.fwalliance.com). Carol was named a 2007 Rising Star in Wealth Management by Institutional Investor News.

Carol is a well-known international wealth expert. She speaks at conferences around the globe and is regularly featured in the financial press. She is a member of Forbes Intelligent Investing team and a contributor to www.forbes.com.

Carol has over 25 years of experience in the wealth management industry. Prior to forming Pepper International in 2001, Carol had extensive experience as a private banker at JP Morgan Private Bank, Citibank Private Bank and Credit Suisse Private Bank. She managed over $1 billion of private client assets as a Senior Relationship Manager and Portfolio Manager at Rockefeller & Co., the multi-family office formed by the Rockefeller family. As a Principal at Morgan Stanley, she worked on the integration of online tools and access for the Ultra High Net Worth clients of the Private Wealth Management division.

Carol graduated cum laude from Bryn Mawr College in 1984 with a BA in philosophy and a minor in Russian language. She obtained an MBA in entrepreneurial studies from Columbia University Business School in 1989.

Carol published her first novel, *Beyond Blood,* a wealth management thriller, in 2009, which was a finalist for a Next Generation Indie Book Award in 2010. She just completed the writing of *Seven Pearls of Financial Wisdom: The Women's Guide to Enjoying Wealth and Power* with co-author Camilla Webster, which will be published by St. Martin's Press in 2012.

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day

last modified: 25 October '11

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day

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8am

Registration and breakfast

9am

Chairman's opening remarks

› Mr Jaime Miller,

Gerente General, **Zonamerica**

ADAPTING TO NEW NEEDS

9.10am

Keynote address: Exploring the evolution of the Latin family office

- The family office industry and multi-family offices
- What should a family look for when selecting a wealth advisor?
- How can families and family offices maximize their investments?

› Mr. Santiago Ulloa,

President, **GenSpring International**

9.40am

Case study: Setting up a family office to suit your needs

- Why would you move from larger extended family offices?
- What advantages do a more tailored family office provide?
- Should you split investments between family offices?

› Mr Juan Constantino Martínez,

Chairman of the Board, **PREBEL**

10.10am

Panel session: Managing a multi-jurisdictional family office

- Cross-border management issues: jurisdictional knowledge and cultural gaps to overcome
- HR management: finding new talent, determining when to involve family members, outsourcing

› Mr. Mauricio Gruener,

Managing Partner, **G.F.G. Capital**

› Mr. Santiago Ulloa,

President, **GenSpring International**

› Mr. Oscar Alerhand,

Chief Executive Officer, **Galileo Investment Management, LLC**

› Mr Matthew Storm,

Partner, **CV Advisors**

› Ms Carol Pepper,

CEO & Founder, **Pepper International**

10.50am

Morning networking break

GROWING YOUR FAMILY OFFICE

11.10am

Panel session: Attracting new families to grow your business

- Holistic service offerings: moving beyond asset allocation to value-added services
- Market focus: determining which growth strategies are appropriate per market segment
- Moving beyond referrals: alternative strategies for marketing?
- Why should Latin families consider US multi-family platforms?

› Mr Eduardo Almeida,

Partner, **Turim Family Office & Investment Management**

› Mr Mauricio Bicalho,

Managing Director, **Triscorp Investimentos**

› Ms Rebecca Meyer,

Managing Director, **Pitcairn**

› Mr George Wachsmann,

Partner, **BAWM Investments**

FAMILY BUSINESS

11.40am

Case study: High tech investment with multi-lateral partners

- Getting chosen: competing with VC firms
- Corporate governance – imposing rules for best practice
- Working with multi-laterals – pros and cons

› Mr Faquiry Diaz,

Chief Executive Officer, **Tres Mares Group**

12.10pm

Families getting back to business and incubating business

- Why are family offices looking at VC and angel investments?
- What considerations to have when joining angel groups
- How can families take advantage of their contacts?

› Mr Faquiry Diaz,

Chief Executive Officer, **Tres Mares Group**

› Mr Salomon Konig,

Partner, Chief Investment Officer, **Aquila Associates**

› Ms Carol Pepper,

CEO & Founder, **Pepper International**

12.40pm

Networking lunch sponsored by:

1.50pm

Case study: Adopting a capabilities-based strategy – how it worked for a Bolivian family office

- Identifying your value add, strengths, weaknesses and insights
- Leveraging assets to maximize returns and minimize risk in direct private equity
- Using your distribution networks in exploring new ventures

› Mr David McCombie III,

President and Founder, **McCombie Group**

2.20pm

Case study: Converting a small family business into the largest transport infrastructure operator in South America

- Challenges and opportunities of investing in Argentina
- Effective strategies to collaborate with government
- Expanding internationally at the right time
- Forecasting the future of transportation in South America and untapped opportunities

› Mr Pablo Serna,

Managing Director, **SPOT Investments**

2.50pm

Afternoon networking break

SUCCESSION & ESTATE PLANNING

3.20pm

Succession planning and aligning business interests with the family office

- How have the Carvajal operating company and family office interacted to ensure interests are aligned?
- Developing structures and strategies to optimize wealth generation and management
- Creating family governance norms

› Ms Mary Alice Crump Carvajal,

Presidente, **Consejo de Familia Carvajal**

3.50pm

Managing conflicts and risks in a family business

- Conflict resolution strategies to maintain harmony
- Maintaining family assets separate from personal finances
- Avoiding common pitfalls and maintaining the family wealth

› Ms Sarah Frei,

Associate, **Prime Advisors**

4.20pm

Case study: Successful estate plan implementation

- What makes implementation work
- Hidden pitfalls families often overlook
- Why it is essential to have the estate plan conversation with family members

› Ms. Lisa Gray,

Founder, Managing Member, **Graymatter Strategies**

4.50pm

End of conference

The Latin Family Office Forum - Speaker list

The Latin Family Office Forum focuses on finding solutions for all your private banking and family office activities. Come to hear from world-renowned speakers from technology firms, insurance providers, fund managers, and many more. Case studies from the largest brands across Latin America will be presented by over 75 speakers over the three day conference.

Mr. Renato Abissamra Filho

Chief Operating Officer

BNP Paribas Brasil Wealth Management

Renato Abissamra is responsible for the origination of corporate finance transactions like M&A and IPO's over BNP Paribas Brazil Wealth Management clients' base and prospects. It's a mix of WM and IB with the objective of supporting families on strategic issues related ...

more

Day One: Private Banking November 15, Growth Strategy Day, 10.10am
Panel session: Growth strategies and new markets

Mr Joao Albino Winkelmann

Head of Private Banking

Bradesco

Day One: Family Office November 15, Technology Day , 4.40pm
Panel session: How should wealth managers review technology solutions?

Day One: Private Banking November 15, Growth Strategy Day, 9am
Keynote address: Projected growth of the Latin wealth market

Day One: Private Banking November 15, Growth Strategy Day, 4.40pm
Panel session: how should wealth managers review technology solutions?

Mr. Oscar Alerhand

Chief Executive Officer

Galileo Investment Management, LLC

Oscar Alerhand is Founding Partner and Chief Executive Officer of Galileo Investment Management, LLC, a Multi-Family Office based in New York and the investment advisor of Galileo Total Return Fund. Prior to forming Galileo, from 1996-2005, he held several positions...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 10.10am
Panel session: Managing a multi-jurisdictional family office

Mr Eduardo Almeida

Partner

Turim Family Office & Investment Management

• Partner at Turim Investimentos. • Former Director and Partner of Banco Modal S.A. (1999 to 2003). Responsible for the Corporate Finance area. Also responsible for the area of Asset Management and having served as the manager of a private risk fund. He participated in ...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 11.10am
Panel session: Attracting new families to grow your business

Mr Cristian Araya

Chief Investment Officer

Banchile

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 10.55am
Panel session: Determining the optimal allocation

Mr Jose Ignacio Balada

Founder, Managing Member

Balada Consultores

In 1991 José Ignacio graduated from Commercial Engineering's degree from Universidad de Santiago. Lately, in 1994 got a Tax Audit's Diploma from Universidad de Santiago. In 1996 obtained a Business Administration Bachelor's Degree. Followed a program of Magister of...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 4.40pm
Interactive roundtables

Mr Edward Betteto

Vice President, Managing Director

Sun Life Bermuda

Edward Betteto joined Sun Life Financial as Chief Actuary, International Operations (Bermuda) in September, 2005, and became Managing Director for the International High Net Worth business in March 2009. Ed has extensive experience in business and product...

more

Day One: Private Banking November 15, Growth Strategy Day, 2.40pm
Practical benefits of life insurance in wealth management

Mr Mauricio Bicalho

Managing Director

Triscorp Investimentos
Mr. Bicalho is a founding partner of Triscorp (in 2003), responsible for investment advisory services (asset allocation, manager selection, etc.), and member of the Executive Committee. Mauricio has over 17 years of investment management experience. From 2001 until ...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 10.55am
Panel session: Determining the optimal allocation

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 11.10am
Panel session: Attracting new families to grow your business

Mr Michael Blank

Managing Director

Swiss Asset Advisors
Michael Blank is the founder of Swiss Asset Advisors. He has been an International private banker for the past 17 years, during which time he established Bank Julius Baer in Palm Beach and Credit Suisse Private Advisors in Miami. In addition, Michael has over 15 years ...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 3.40pm
Diamonds: the new asset class

Mr Jaime Bolivar

Chief Executive Officer

TechRules

Jaime Bolivar is the Chief Executive Officer of TechRules. Mr. Bolivar joined TechRules in 2001 as Content Director and became Managing Director in 2006. Previously he worked for Expert Timing System International as Director of Product Development from 1992 until...

more >

Day One: Private Banking November 15, Growth Strategy Day, 9.30am

Panel session: Battle for the business – local vs. international players in LatAm

Mr Leonardo Braune

Managing Director

Intercorp Group

For 18 years, Leonardo Braune acts as a tax consultant in the areas of international tax, real estate planning, weatlh preservation, fiduciary advice, implementation and management of international structures and project management. He began his career at Arthur...

more >

Day One: Private Banking November 15, Growth Strategy Day, 12.10pm

Panel session: Conquering Brazil’s growing wealth market

Mr Gabriel Briceno

Chief Operating Officer

Creuza Advisors

Gabriel Briceño is the Chief Operating Officer and Partner at Creuza Advisors, a multi-family office based in Lima, Peru, which provides investment advisory services to clients in Peru, Chile and Colombia. He has been responsible for the development of the firm’s...

more >

Day One: Family Office November 15, Technology Day , 10.10am

Panel session: Build or buy?

Mr Gustavo Cano

Vice President

Banco Sabadell Miami

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 10.55am
Panel session: Determining the optimal allocation

Mr Joaquin Cottani

Managing Director

Citi

Mr. Cottani assumed research coverage for the Latin American region in November 2010. Mr. Cottani is best-known for having played a key role during the 1990s in economic policymaking for the Republic of Argentina: as Undersecretary of Macroeconomic Policy, as...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 9.10am
Keynote address: Understanding how global events impact domestic and international investments

Ms Mary Alice Crump Carvajal

Presidente

Consejo de Familia Carvajal

Mary, after obtaining her BS from Worcester Polytechnic Institute went to work with her father's family business for 20 years, where she became the CEO for 10 years. While she was in office she convinced her family to sell the 80 year old company. On her mother's side...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 3.20pm

Succession planning and aligning business interests with the family office

Mr Faquiry Diaz

Chief Executive Officer

Tres Mares Group

Mr. Faquiry Diaz Cala is private equity investor in the Latin American region. His investment group typically invests and co-invests alongside successful PE funds in the region with a particular focus on transportation and logistics, agro-industrial, and emerging...

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Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 11.40am
Case study: High tech investment with multi-lateral partners

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 12.10pm
Families getting back to business and incubating business

Dr Steen Ehlern

Managing Director

Ferguson Family Office

Dr. Steen Ehlern, holds a Masters Degree (Hons.) in Business Administration and a PhD from the University of Zurich. Parallel to his studies, he worked in management consulting, M&A, and merchant/investment banking. During his doctorate (magna cum laude) at the Swiss...

more

Day One: Family Office November 15, Technology Day , 2.30pm
Panel session: High-tech strategies to monitor macro and micro portfolio performance

Mr. Edgar Fernandez

Executive Director

Edgar Fernandez started his International Private Banking career at Citibank in New York City in 1982. He was responsible for account relationships primarily from Venezuela. He was later transferred to Cititrust (Bahamas) Limited in Nassau where he received his...

more

Day One: Private Banking November 15, Growth Strategy Day, 3.10pm
Panel session: Managing assets and funds across multiple jurisdictions

Mr Charles Ferraz

CIO and Head of Wealth Planning

Itau Unibanco

Mr. Ferraz is in charge of the Global Wealth Solutions – Itau Private Bank in Brazil. He supervises the Investment Strategy and Counseling, Wealth Planning and the Investment Products to Itau Private Bank clients. Until 2009, Mr. Ferraz was in charge of the Investment...

more

Day One: Private Banking November 15, Growth Strategy Day, 12.10pm
Panel session: Conquering Brazil's growing wealth market

Mr. Marcelo Ferreira Santos

Head of Risk Management

H.S.B.C. Global Asset Management

Marcelo Ferreira Santos, Business Administrator and Master of Science in Financial Economics at Escola de Administração de Empresas, Fundação Getúlio Vargas, the best Brazilian Business Administration University. He has worked in the Financial Market since 1998 in...

more

Day One: Family Office November 15, Technology Day , 3.10pm
Panel session: Sounding the alarm – using technology to flag risky investments

Ms Isabella Fonseca

Research Director, Wealth Management

Celent

Isabella Fonseca is a research director within Celent's Wealth Management group. Mrs. Fonseca's current research focuses on wealth management technology in both Europe and North America. Mrs. Fonseca has covered topics extensively on wealth management trends, retail...

more

Day One: Family Office November 15, Technology Day , 9am
Overview: to what extent are family offices and wealth managers adopting new technology now and for the future?

Day One: Family Office November 15, Technology Day , 4.40pm
Panel session: How should wealth managers review technology solutions?

Day One: Private Banking November 15, Growth Strategy Day, 4.40pm
Panel session: how should wealth managers review technology solutions?

Ms Sarah Frei

Associate

Prime Advisors

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 3.50pm
Managing conflicts and risks in a family business

Mr Joaquin Garibay

Director de Cartera

Tresalia Capital

Currently Head of Investments for Tresalia, a family office based in Mexico City. Acting as co-manager of the asset allocation in the international investments and PM of Latin-American Strategy for the Family Offices. Nineteen years of experience on Latin-American...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2.40pm
Panel session: Investing in alternatives – private equity, venture capital, energy, real estate, infrastructure and commodities

Ms. Lisa Gray

Founder, Managing Member

Graymatter Strategies

LISA GRAY consults with domestic and international families and their advisors on the direct influence of generational perspectives, family dynamics, and governance on wealth management decisions. Ms. Gray has 21 years' experience in the wealth management industry and...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 4.20pm
Case study: Successful estate plan implementation

Mr. Mauricio Gruener

Managing Partner

G.F.G. Capital

Prior to GFG Capital, Mauricio was a Vice President at Credit Suisse First Boston ("CSFB") in the Private Client Services division. Mauricio joined CSFB in 2001. At CSFB, Mauricio managed assets for high-net-worth individuals in Latin America. Prior to joining...

more >

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 10.10am

Panel session: Managing a multi-jurisdictional family office

Mr Marco Aurelio Guerra de Sa

Director - Investment Center

Crédit Agricole Private Banking Miami

Marco Aurelio Guerra de Sa works as Director of Investment Products at Credit Agricole Private Banking in Miami since 2004. He previously worked as Head Trader at BankBoston International, Private Banking, Coral Gables, FL and as Fixed Income Trader at Banco Fibra, Sao ...

more >

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 1.40pm

Panel session: Passive strategies – fixed income, bonds and ETFs

Sir Mark Haukohl

President

Vero Group
Sir Mark Fehrs Haukohl is President of The Vero Group, a multinational family investment office based in Houston, Texas. He was previously Managing Director of Salomon Smith Barney in New York, a division of Citigroup, Inc. Prior to Salomon Smith Barney Haukohl held...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2.40pm
Panel session: Investing in alternatives – private equity, venture capital, energy, real estate, infrastructure and commodities

Mr William Heuseler

Chief Wealth Planning Officer

Itaú Private Bank International
William Heuseler is a Tax and Estate Planning Attorney with over 14 years of experience dealing with high-net worth clientele. William is the Chief Wealth Planning Officer of Itau Europa International. Prior to his existing job, William was the wealth planner...

more

Day One: Private Banking November 15, Growth Strategy Day, 3.10pm
Panel session: Managing assets and funds across multiple jurisdictions

Ms. Alison Hierons

Vice-President & Head, International Private Client Centres

Scotiabank

As the Vice President & Head, International Private Client Centres, Scotia Private Client Group (SPCG), Alison Hierons has the overall responsibility of leading the bank’s SPCG Centres within the International Bank, including the expansion of the SPCG into new markets...

more >

Day One: Private Banking November 15, Growth Strategy Day, 10.10am
Panel session: Growth strategies and new markets

Mr Rick Higgins

Senior Managing Director

The Family Wealth Alliance

Richard Higgins co-founded WealthTouch in 2001 and is credited with creating the groundbreaking technology that serves as the foundation for the firm. As co-founder of both Higgins-Knecht, a technology consulting firm, and Digital Partner, a financial technology...

more >

Day One: Family Office November 15, Technology Day , 10.10am
Panel session: Build or buy?

Day One: Family Office November 15, Technology Day , 2pm
The new wave of technology for portfolio reporting and risk management

Mr. Renato Iregui

Principal

Raire Single Family Office

Renato Iréguí has launched businesses and opened markets across three continents for Tier-1 Global Wealth Management entities that include: JP MORGAN CHASE PRIVATE BANKING; STERN STEWART & CO PRIVATE EQUITY GROUP, ABN AMRO LATIN AMERICAN CAPITAL MARKETS, AXA INVESTMENT ...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 4.10pm

Case study: Direct investments in energy projects – an optimal choice for high net worth individuals

Ms. Christina Kappaz

Associate

Cimarron Capital Partners

Christina Kappaz joined Cimarron Capital Partners in 2009 to lead the firm's business development in Latin America. Cimarron is a private equity asset manager that provides investors with a full range of services from conducting due diligence on an outsourced...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2.40pm
Panel session: Investing in alternatives – private equity, venture capital, energy, real estate, infrastructure and commodities

Mr Paul Karger

Managing Partner

TwinFocus Capital Partners
As co-founder and Managing Partner of TwinFocus Capital Partners, Paul takes on the job of keeping the firm and its family of clients steering true north. Working shoulder to shoulder with entrepreneurs who found and build businesses has been his metier ever since he...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2pm
Panel session: Hedge fund opportunities and Latin investors

Mr Ronald Kazel

Managing Director, Head of Asset Management Group

Annaly Capital Management
Mr. Kazel is Head of the Asset Management Group and is also a member of the Executive Committee. He is involved in business development and responsible for managing the traditional asset management businesses for Annaly which operate through its Merganser and FIDAC...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 1.40pm
Panel session: Passive strategies – fixed income, bonds and ETFs

Mr Dain Kistner

Chief Information Officer

Pitcairn
Dain Kistner is Senior Vice President and Chief Information Officer at Pitcairn, a leading multi-family office helping families sustain generational wealth. He is responsible for managing all information systems and technology-based activities at Pitcairn, including:...

more

Day One: Family Office November 15, Technology Day , 2.30pm
Panel session: High-tech strategies to monitor macro and micro portfolio performance

Mr. Paul Koch

President

Altasol, LLC
Paul Koch is the President and founder of ALTASOL, LLC. This firm, based in Miami, Florida, provides performance and risk management services to financial institutions, asset managers and investment groups. To investors focused on the U.S. real estate market, it...

more

Day One: Private Banking November 15, Growth Strategy Day, 8.50am
Chairman’s opening remarks

Mr Salomon Konig

Partner, Chief Investment Officer

Aquila Associates

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 12.10pm
Families getting back to business and incubating business

Mr Charles Krusen

Chief Investment Officer

Krusen Family Office

Charles Krusen is the founder and CEO of Krusen Capital Management, an SEC-registered investment adviser. Krusen Capital is the advisor to the LionHedge Platform, which provides access to top tier hedge funds and private equity funds through single feeder...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2pm
Panel session: Hedge fund opportunities and Latin investors

Mr Rene Lamar

Regional Vice-President Institutional Sales and US Retail Development

Pan American Life

Day One: Private Banking November 15, Growth Strategy Day, 3.10pm
Panel session: Managing assets and funds across multiple jurisdictions

Mr Jaime Larrea

Director Ejecutivo de Banca Patrimonial y Privada

Banamex

Day One: Private Banking November 15, Growth Strategy Day, 9.30am
Panel session: Battle for the business – local vs. international players in LatAm

Ms Jennifer Magaña

Investment Analyst

WLD ENTERPRISES, INC.

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2.40pm
Panel session: Investing in alternatives – private equity, venture capital, energy, real estate, infrastructure and commodities

Mr Jorge Margain

Vice President

Tresalia

Mr. Margain joined Tresalia Capital in January of 2010. He led the efforts to raise two real estate investment vehicles representing capital commitments of US$180 million, the funds were successfully raised in 2010. Before Tresalia Capital he worked for AREA Property...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 4.40pm
Interactive roundtables

Mr Juan Constantino Martínez

Chairman of the Board

PREBEL
Mr. Juan C. Martinez is Chairman of the Board for PREBEL, a third generation family business with operations in Colombia, Mexico, and Peru. Prior to becoming Chairman, Juan was a member of the Board Director for four years. Along with his responsibilities on the...

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Day One: Family Office November 15, Technology Day , 10.10am
Panel session: Build or buy?

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 9.40am
Case study: Setting up a family office to suit your needs

Mr Salvador Mas

Chief Executive Officer

OpenFinance
Salvador is Founder and President of Openfinance, the leading European software provider for financial advising and portfolio management. More than 50 financial institutions trust in Openfinance solutions, including BNP Paribas, Skandia, Credit Agricole, Schroders, and ...

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Day One: Family Office November 15, Technology Day , 4.40pm
Panel session: How should wealth managers review technology solutions?

Day One: Private Banking November 15, Growth Strategy Day, 4.40pm
Panel session: how should wealth managers review technology solutions?

Mr. Louis Matrone

Senior Director

Oracle
Mr. Matrone is a senior business development Executive for Oracle Financial Services' Private Banking and Wealth Management solutions. Mr Matrone has over 20 yrs of experience in the front line of the Trading Community and in key senior leadership roles in the...

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Day One: Family Office November 15, Technology Day , 4.40pm
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Day One: Private Banking November 15, Growth Strategy Day, 4.40pm
Panel session: how should wealth managers review technology solutions?

Mr David McCombie III

President and Founder

McCombie Group
David McCombie is Founder and President of McCombie Group, LLC—An innovative advisory firm providing family offices and investors with on-demand analytical/operational support across their direct private equity investments. As an outsourced analyst team, its...

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Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 1.50pm
Case study: Adopting a capabilities-based strategy – how it worked for a Bolivian family office

Ms Rebecca Meyer

Managing Director

Pitcairn

Rebecca A. Meyer is Managing Director, Client Strategy at Pitcairn, a leading multi-family office helping families sustain generational wealth. She is responsible for working with client families and members of Pitcairn's family office service and planning teams to...

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Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 11.10am
Panel session: Attracting new families to grow your business

Mr Claudio Mifano

Wealth Manager

Claritas Wealth Management

Claudio started his carreer at Claritas in 2002, as one of the Portfolio Managers of the Macro Hedge Funds Division. Lately he became a member of the Macro Investment Committee and became a partner in 2007. Claudio has a a Bachelor Degree in Business Administration...

more

Day One: Private Banking November 15, Growth Strategy Day, 12.10pm
Panel session: Conquering Brazil's growing wealth market

Mr Jaime Miller

Gerente General

Zonamerica
Jaime Miller has been with Zonamerica since February 2003, when he was appointed as Business Development Manager. He was subsequently promoted to Director of Business Development in June 2005 and Chief Executive Officer in May 2009. He holds a CPA degree from the...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 9am
Chairman's opening remarks

Mr Robert Mori

Managing Partner

Mori Huston Partners
Robert Mori is a co-founder and managing partner at Mori Huston Partners LLC, an independent investment advisory firm and multi family office in Miami. Prior to this Robert worked 11 years for Allianz/Dresdner Bank Group's private client business, holding the...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 1.40pm
Panel session: Passive strategies – fixed income, bonds and ETFs

Mr Steven Novak

Senior Vice President, Senior Investment Manager

Wells Fargo Wealth Management

Steven Novak, CFA, is a Senior Investment Manager and Senior Vice President for the Southeast Florida region of Wells Fargo Private Bank. As part of investment management, Mr. Novak works with clients to create asset allocation strategies and build portfolios to help...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2pm

Panel session: Hedge fund opportunities and Latin investors

Ms Carol Pepper

CEO & Founder

Pepper International

Carol Pepper is Founder and Chief Executive Officer of Pepper International LLC, a family office located in New York City. Carol acts as an advisor to families of wealth and oversees the investment management, estate and tax planning, philanthropy and concierge needs...

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Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 10.10am

Panel session: Managing a multi-jurisdictional family office

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 12.10pm

Families getting back to business and incubating business

Mr Jorge Perez Samano

Director General de Asset Management

BBVA Bancomer

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 1.40pm
Panel session: Passive strategies – fixed income, bonds and ETFs

Mr Emerson Pieri

Head of Wealth Management, Latin America

Haliwell Bank
Emerson is a Lawyer, graduated at Sao Paulo's University, with Master in Business Administration at McGill University (Canada) and Ph.D. in International Relations at Sao Paulo University. He worked in institutions like Banco Nacional, Crédit Lyonnais, Siemens and as...

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Day One: Private Banking November 15, Growth Strategy Day, 11.40am
Case study: The rise of UHNW individuals in Brazil

Day One: Private Banking November 15, Growth Strategy Day, 12.10pm
Panel session: Conquering Brazil's growing wealth market

Mr Diego Pivoz

Director, Wealth Planning Latin America

HSBC Private Bank
Diego Pivoz is a Tax and Estate Planning Attorney with over 15 years of experience dealing with high-net worth clients in Latin America. Diego has been based in Geneva

since 2005 where he is a Director of HSBC Private Bank (Suisse) SA and the Senior Wealth Planner...

more

Day One: Private Banking November 15, Growth Strategy Day, 3.10pm
Panel session: Managing assets and funds across multiple jurisdictions

Mr. Luis Quijano

Chief Financial Officer

Grupo Bepensa
Luis Quijano is Chief Financial Officer at Bepensa Group and Director at Financiera Bepensa, a financial services division. Mr. Quijano also founded The Yucatan Consulting Group, a consulting company and Financiera Yucateca SOFOM. He was previously the Head of Personal ...

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Day One: Private Banking November 15, Growth Strategy Day, 9.30am
Panel session: Battle for the business – local vs. international players in LatAm

Ms Maria Awilda Quintana Roman

Director, Banca Privada

Banco Popular de Puerto Rico

Maria Awilda Quintana holds a Bachelors Degree in Science in Business Administration with a concentration in Finance and Marketing (BSBA) from the University of Puerto Rico, Mayagüez Campus and a Masters in Finance from the Interamerican University of Puerto Rico. ...

more

Day One: Private Banking November 15, Growth Strategy Day, 2pm

Panel session: Growth in overlooked markets

Mr Ashok Rajan

Head, Investment Policy, UHNW Investment Office

Merrill Lynch Global Private Client

As Head of Investment Policy, Merrill's Ultra High Net Worth Investment Office, Ash and his team work closely with an elite corps of financial advisors on investment consulting and asset management solutions to the ultra high-net-worth private clients and...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 11.40am

Portfolio optimization for Latin mega-wealthy clients

Mr Diego Ramos

Chief Executive Officer

Grupo Bursatil Mexicano

Born in Mexico City, 11 May 1956. Married with three children. Graduated as an Economist from the INSTITUTO TECNOLOGICO AUTONOMO DE MEXICO and a Master's Degree in Economic Development in THE LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE. Finance experience of...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 9.40am

Case study: Latin America in a global portfolio

Mr James Reiss

President

Private Wealth TechOps Solutions, Inc.

Jim is a senior business executive with expertise in wealth management. Over the past 15 years, Jim has held leadership positions within family offices and hedge funds. Currently, Jim is a sought after consultant and speaker. Since 2009, Jim has provided...

more

Day One: Family Office November 15, Technology Day , 11.40am
Case study: Building your own technology

Day One: Family Office November 15, Technology Day , 3.10pm
Panel session: Sounding the alarm – using technology to flag risky investments

Mr. Jose Remy

Managing Director

Guggenheim Partners Latin America

Jose Remy is a Managing Director of Guggenheim Partners Latin America in charge of maintaining relationships with key ultra-high net worth clients. At Guggenheim, Mr. Remy has also headed the team in charge of manager selection and due diligence and was a member of...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 2.40pm
Panel session: Investing in alternatives – private equity, venture capital, energy, real estate, infrastructure and commodities

Mr Alejandro Riquezes

CIMA, Executive Director

Windmills Capital

Day One: Family Office November 15, Technology Day , 4.40pm
Panel session: How should wealth managers review technology solutions?

Day One: Private Banking November 15, Growth Strategy Day, 4.40pm
Panel session: how should wealth managers review technology solutions?

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 4.40pm
Interactive roundtables

Mr Andrew Rudd

Chairman and Chief Executive Officer

Advisor Software

Andrew Rudd founded Advisor Software in 1995 to deliver world class analytics to the retail and high net worth financial services market. He is an expert in asset allocation, modern portfolio theory, risk management, and performance measurement. Mr. Rudd is also a...

more

Day One: Family Office November 15, Technology Day , 9.30am
Keynote address: Identifying your firm’s technology needs

Mr Alex Saldarriaga

Vice President - Risk Management

Banco Santander

Alex Saldarriaga, FRM is Vice President of Risk Management at Banco Santander International. Formerly, he was an International Banking Supervisory Analyst with the Federal Reserve Bank of Atlanta and a Quantitative Emerging Markets Debt Strategist at Standard Bank. ...

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Day One: Family Office November 15, Technology Day , 3.10pm
Panel session: Sounding the alarm – using technology to flag risky investments

Mr Pablo Serna

Managing Director

SPOT Investments

Pablo Felipe Serna is founder of Spot Investments, a financial boutique founded in Switzerland with operations in Latinamerica. Pablo is specialized in structuring alternative finance operations for small and medium cap companies, such as private...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 2.20pm
Case study: Converting a small family business into the largest transport infrastructure operator in South America

Mr Rene Sonneveld

Country Manager, Cono Sur

Credit Andorra
René Sonneveld is a lawyer with a specialisation in international tax law. He studied at the Universities of Utrecht and Amsterdam in the Netherlands. Furthermore, he holds a Masters degree in Business Administration from the University of Chicago. He spent more than...

more

Day One: Private Banking November 15, Growth Strategy Day, 10.10am
Panel session: Growth strategies and new markets

Mr Flavio Souza

Chief Executive Officer

Itau Private Bank International
Flávio Souza is President and CEO of Banco Itaú Europa International and Head of Private Banking for Latam Hispanic Markets. He has twenty three years of experience

in financial markets, seventeen of which dedicated to the Private Banking industry. Prior to...

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Day One: Private Banking November 15, Growth Strategy Day, 9.30am
Panel session: Battle for the business – local vs. international players in LatAm

Mr Matthew Storm

Partner

CV Advisors
Matthew Storm is a co-founder and Partner of CV Advisors. In addition, Mr. Storm sits on the Firm's Investment Committee and serves as Chief Risk Officer. Mr. Storm started his career as a commodities trader at REFCO and subsequently joined Monitor Group, an...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 10.10am
Panel session: Managing a multi-jurisdictional family office

Mr Jorge Suarez Velez

Founder, Managing Member

SP Family Office
Jorge Suarez Velez is a founding partner of Family Office SP. Previously, Jorge was Global Head of Private Banking for Latin America at the Dutch bank ING Group, responsible for over USD 2 billion in assets. Additionally, he was the CEO of ING Private Wealth...

more

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 10.55am
Panel session: Determining the optimal allocation

Mr Ricardo Taboaço

Founding Partner

TNA Taboaço, Nieckele & Associados Gestão Patrimonial
Brazilian, 53 years old, graduated in Electric Engineering by IME – Instituto Militar de Engenharia, with a Master degree in Nuclear Engineering (IME). Taboaço was a vice president of Citibank N.A in Brazil, and Partner-Director of Icatu Group where he worked for 15...

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Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 10.40am
Asset allocation for the long term

Day Two: Private Banking and Family Office November 16, Asset Allocation Day , 10.55am
Panel session: Determining the optimal allocation

Mr Alessandro Tonchia

Founder and Dierctor

Finantix

Day One: Family Office November 15, Technology Day , 4.20pm
How can advanced technology improve your business?

Day One: Private Banking November 15, Growth Strategy Day, 4.20pm
How can advanced technology improve your business?

Mr Sergio Torrasa

Chief Investment Officer

Banco Amazonas

Sergio R. Torassa is CEO of Banco Amazonas and Director of the Association of Private Banks of Ecuador, the Guayaquil Stock Exchange and the Malecón 2000 Foundation. In Spain, he is a Director of TREA Capital Partners and Senior Partner at Diagnóstico & Soluciones, a...

more

Day One: Private Banking November 15, Growth Strategy Day, 2pm
Panel session: Growth in overlooked markets

Mr. Santiago Ulloa

President

GenSpring International

Mr. Ulloa founded TBK Investments, Inc. (“TBK”) in 2000 to counsel and advise high net worth families from around the world. With his dedication to objective and ethical service he has overseen the dramatic growth of TBK since inception. In August of 2007, TBK joined ...

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 9.10am

Keynote address: Exploring the evolution of the Latin family office

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 10.10am

Panel session: Managing a multi-jurisdictional family office

Mr George Wachsmann

Partner

BAWM Investments

Terrapinn is excited to welcome them as a speaker to this event.

more

Day Three: Private Banking and Family Office November 17, Latin Family Business and Operations Day, 11.10am

Panel session: Attracting new families to grow your business

Mrs Isabelle Wheeler

Head of Investment Strategy

BNP Paribas

Ms. Isabelle Wheeler is Senior Vice President and Head of Investment Services for the Latin American Region for BNP Paribas, Miami. She has over 25 years experience in private banking for Latin American clients, in both relationship management and investment...

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Day One: Private Banking November 15, Growth Strategy Day, 2pm

Panel session: Growth in overlooked markets

Mr Yan Zelener

Director of Research

CV Advisors

Yan Zelener is the Director of Research at CV Advisors and is also a member of the Firm's Investment Committee. Mr. Zelener began his professional career as Quantitative Analyst and Trader at Willowbridge Associates, a global macro hedge fund. Subsequently he ran a...

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Day One: Family Office November 15, Technology Day , 12.10pm

Case study: Building your own technology

Day One: Family Office November 15, Technology Day , 2.30pm

Panel session: High-tech strategies to monitor macro and micro portfolio performance

Mr Klemens Zeller
Director, International Solutions
RBC Wealth Management

Klemens Zeller is a Director, International Solutions, in the Miami office of RBC Wealth Management. Working closely with clients and their professional advisors, he creates and implements comprehensive, tax-optimized wealth preservation and transfer strategies for...

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Day One: Private Banking November 15, Growth Strategy Day, 3.10pm

Panel session: Managing assets and funds across multiple jurisdictions