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Prices, packages and
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on page 7

Hear from:



Daniel Mitchell
Senior Fellow and Tax Reform
Expert
CATO Institute



David Bailin
Managing Director and
Global Head of Managed
Investments
Citi Private Bank



Edgar Fernandez
Director
**Merrill Lynch Wealth
Management**



Salomon Konig
Managing Partner and Chief
Investment Officer
H.A.M. Wealth Management



Russell Deakin
Partner
**CRP (Companhia de
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Wealth Preservation

May 10-12, 2010, Hyatt Regency Resort, Curaçao

LatAm 2010

Protect. Nurture. Grow.



Structuring through turbulent times

Navigate the new marketplace

Learn strategies for coping with regulatory changes and increased transparency [page 4 >>](#)

Discover which sectors and countries offer investment potential

Be the first to explore untapped investment opportunities [page 5 >>](#)

The essential meeting place for investors and managers focused on Latin America

Network with family offices, private banks, funds and asset managers from around the globe [page 2 >>](#)

Pre-conference workshop:

List your fund on the Dutch Caribbean Securities Exchange

Monday, May 10, 2010

Full details on [page 6 >>](#)

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Full conference program	pages 4 – 5
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See page 7 for details.



Your proven route to Latin America's top fund managers

Investments in Latin America are hot. Weathering the global economic crisis demonstrated the region's resilience as an investment center and emerging market. With more HNW individuals and viable investment alternatives than ever before, investors need to **unearth innovative solutions and safeguard their assets** against future economic threats. New OECD regulations and increased scrutiny of investments calls for more knowledge and awareness than ever before.

Upholding the equilibrium between compliance and efficient investment practices requires a delicate balance of information, strategy and connections. *Wealth Preservation LatAm* provides a unique opportunity to achieve this balance and serves as **a springboard to accessing Latin investors.**

Wealth Preservation LatAm provides a forum for family offices, private banks, and investors to forge the relationships and acquire the knowledge that is crucial to succeeding in the new market environment. The 2010 event will bring together 130+ executives from across the globe to do business.

Best of all... the event takes place in Curaçao. This Caribbean oasis boasts more than just beautiful weather; it serves as a liaison between financial hubs in Europe, North and South America.

What's in it for me?

For private bankers:

- Gain best practice insight from some of the top firms operating in the region
- Generate new deal flow by networking with family offices and advisors
- Meet a room full of talented private banking professionals in a tight recruiting market

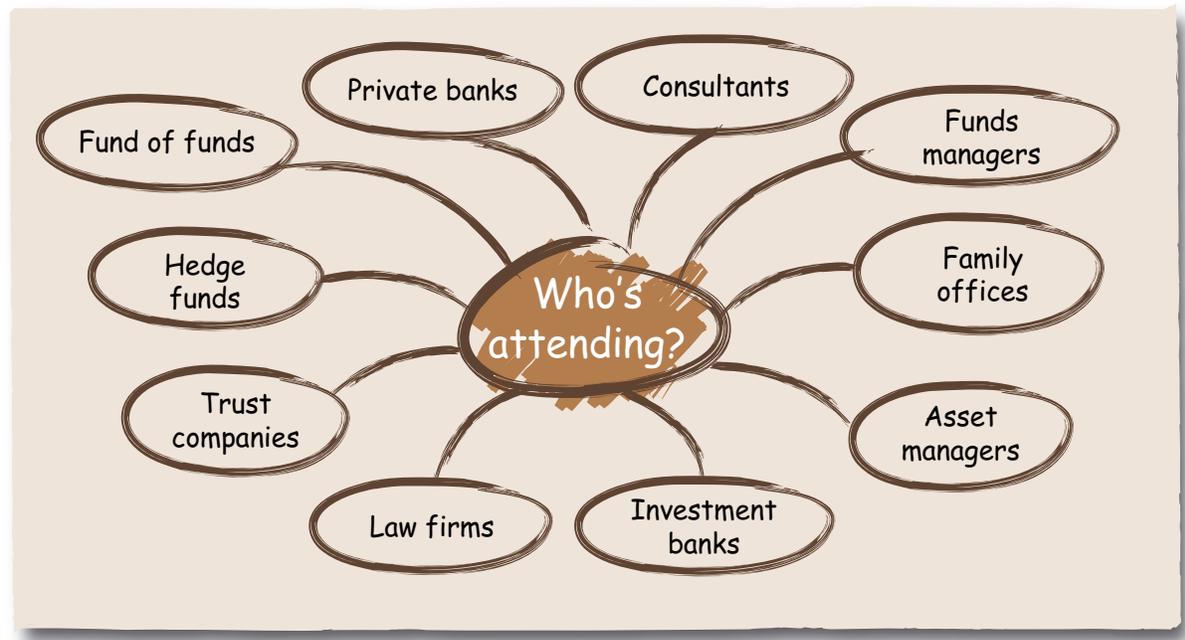
For family offices:

- Share notes and swap ideas with other family office professionals
- Learn about new investment strategies designed to protect your client's assets
- Benefit from expert advice on effective family office practices, coping with emotional decision-making, and the nuances of Latin family governance practices

For funds managers:

- Extended networking opportunities to grant you exclusive access to your potential clients
- In-depth, pragmatic discussion of portfolio management and alternative investment solutions
- Familiarize yourself with emerging trends and asset classes within Latin America

Register now for your best price. Call +1 212 379 6320 or visit www.terrapinn.com/2010/wpla



8 REASONS

Why you can't afford to miss this event

More than 50 experts confirmed to speak
More speakers means more viewpoints for a complete picture of the region's wealth management landscape.

Regional focus, international reach
Connect with an esteemed speaker faculty representing the Bahamas, Brazil, Canada, Colombia, Curaçao, Mexico, The Netherlands, Peru, Spain, Switzerland, and the United States.

Meet new investors
Arrange meetings with Latin American and international family offices, private banks, funds, asset managers, and fund of funds discovering the opportunities World Latin American wealth management can provide in the coming year.

Quality content tailored to all facets of the industry
Focused days dedicated to wealth management and preservation strategies, hedge funds and alternative investments, and a pre-conference workshop devoted to the Dutch Caribbean Securities Exchange will go in-depth to meet your specific needs.

The entire wealth preservation cycle covered
From understanding regulatory and compliance changes, to strategies for boosting the effectiveness of your portfolio, *Wealth Preservation LatAm* will provide solutions to successfully navigating wealth management during turbulent times.

Get business done
With an optimal mix of family offices, private banks, funds managers and asset managers, in addition to ample networking time to forge new connections, *Wealth Preservation LatAm* is the place to establish new deals.

Save time and money
Meet the best of the industry at one time in one place

Engage in the conversations that will shape the wealth management industry
More than 12 interactive panel sessions allows you to become a part of the dialogue that will impact the future of Latin American wealth management practices.

Speakers include:



David Brillembourg
Chief Executive Office and Founder
Brilla Group



Carol Pepper
Chief Executive Officer and Founder
Pepper International



Mustafa Saiyid
Monetary and Capital Markets
Department
International Monetary Fund



Erik Halvorsen
Senior Vice President and Director
Swiss Asset Advisors



Ashok Rajan
Head, Investment Policy, UHNW
Investment Office, Investment
Management & Guidance
**Merrill Lynch Global Private
Wealth**



Marc Silverman
President
Strategic Initiatives Inc.

"Can I congratulate you on (by far) the best run conference I have ever attended."
Private Banking world attendee

"The event was one of the best conferences that I have been to ... It was highly topical, well attended with a good mix of high quality speakers, and the organization was excellent. I look forward to next year's event."
Alternative Investment Summit attendee

The Terrapinn difference

Terrapinn events create exciting places to...

- interact and grow knowledge
- meet and make contacts
- become inspired and reenergized

use your brain 

Your event contact is
Krista Antinis
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krista.antinis@terrappinn.com

Hear from more than 50 industry experts

Day One: Tuesday, May 11, 2010

WEALTH MANAGEMENT & PRESERVATION STRATEGIES

8:00 Breakfast and registration

8:50 Opening remarks

WELCOME TO CURAÇAO

9:00 **Keynote panel session: Curaçao - gateway to Latin America**

- History of Curaçao's infrastructure and financial services industry
- Why is Curaçao distinct among Caribbean jurisdictions?
- The future of Curaçao: political and economic changes; what can we expect?
- The role of alternative gateways: spotlight on Spain

**Eric de Vries**, Partner, **HBN Law****Eric Garcia**, Managing Director, **GiroBank****Bryan Irausquin**, Senior Tax Manager, **Ernst and Young****David Dick**, Minister for Economic Affairs and Tourism,**Island Territory of Curaçao****Juan Navarro**, Managing Director, **Amicorp** (Curaçao)**Ruud Thuis**, President, **Curaçao Chamber of Commerce and Industry****Luis González**, Senior Manager, Latin American Business Centre-Europe, **Landwell**

10:00 Morning break

10:30 **Panel session: Distressed de-stressed - strategies to succeed in the LatAm distressed securities market**

- Ripple effect of the U.S. credit crisis
- Distinguishing between the financial health of an entire country and financial health of a company
- Growth of companies with corporate bonds trading at distressed levels
- Stressed versus distressed and their risk versus return

Ali AlSari, Senior Vice President, San Diego Private Client, **Merrill Lynch****Olaf Neubert**, Managing Partner, **Hedges Capital Inc.****Marc Der Kinderen**, Managing Partner, **747 Capital****Tom Krasner**, Principal, **Concise Capital Management**

RECOVERING FROM A WORLD IN CRISIS

11:15 **Panel session: Decoupling debunked**

- Rise in correlations between markets and asset classes
- What have we learned?
- Economic outlook for the year ahead
- The impacts of globalization and increased leverage
- Strategies toward emerging stronger

Sam Luft, Global Chief Market Strategist,**Folio Asset Management****Mustafa Saiyid**, Monetary and Capital Markets Department, **International Monetary Fund****Humberto Banuelos**, Managing Director,**Progress Investments LLC**

12:00 Networking lunch

1:15 **Panel session: Rebuilding faith in the financial industry**

- Rebuilding credibility and re-branding
- Client retention: new strategies toward client satisfaction
- Preserving privacy despite heightened scrutiny
- Financial centers in the "white" age: transitioning from black to grey and white lists

Edgar Fernandez, Director, **Merrill Lynch Wealth Management****Henk Oonk**, Managing Director, **ANT Management****Luis Alberto Quijano Axle**, CFO, **Grupo Bepensa**

2:00



This is the revolutionary, exciting, quick, and non-pressurized way to meet conference attendees and establish connections. Bring lots of business cards, and be on first name terms with senior executives in the wealth management industry!

PORTFOLIO MANAGEMENT

2:45 **Panel session: Your portfolio on steroids**

- Crash-testing your portfolio
- Embedding the portfolio with strategic, tactical and tail risk allocation
- Working with draw-down, volatility and liquidity budgets
- Portfolio intervention and repair in a crisis

Ashok Rajan, Head, Investment Policy, UHNW Investment Office, Investment Management & Guidance, **Merrill Lynch Global****Private Client****Charles Krusen**, CEO, **Krusen Capital Management****Felipe Ruiz**, Director, International Wealth Structuring, **Scotiabank**

3:30 Afternoon break

3:50 **Panel session: The death of diversification? New models for asset allocation**

- How did the 2008 convergence of correlations of asset classes affect faith in diversification?
- Lessons learned: modifying our assumptions about asset class returns
- Moving forward: examining what new tactical approaches to asset allocation work? Which ones don't?

Salomon Konig, CIO, **H.A.M. Wealth****Bob Finder**, Managing Director, Investment ManagementConsulting Group, **Wells Fargo Advisors****Rafael Zamora**, Managing Director, **Numa Asset Management**

FAMILY OFFICES

4:35 **Panel session: Running an effective family office**

- Meeting the needs of HNWLs versus UHNWLs
- Handling the challenges associated with multi-jurisdictional families
- Managing expectations while maintaining integrity
- Impacts of emotional ownership and family dynamics

Carol Pepper, Chief Executive Officer and Founder, **Pepper International****Juan Constantino Martinez**, Chairman of the Board, **PREBEL****Dr. Steen Ehlern**, Managing Director, **Ferguson Partners Family Office****Marc Silverman**, President, **Strategic Initiatives Inc.**5:20 **Panel session: How to survive the new world order - erosion, regulation and jurisdictional compliance**

- Managing liquidity
- Financial melt-down/innovations
- Secrecy vs. privacy
- Jurisdictional compliance
- Terrorist & illicit financing

Pieter Olthof, Managing Director, **CMTC****Gary M. Brass**, Managing Director, **Consulta Ltd.**

5:50 Close of day one

Day Two: Wednesday, May 12, 2010

HEDGE FUNDS & ALTERNATIVE INVESTMENT STRATEGIES

8:30 Breakfast and registration

9:00 Opening remarks

HEDGE FUNDS & ALTERNATIVE INVESTMENTS

9:15 **Panel session: Blurring the lines - have hedge funds and private equity funds finally converged?**

- Examining how the rise in investment competition has contributed to the shift in hedge fund advisers' approach to investment opportunities
- Analyzing the increase in illiquidity
- The evolving structure of hedge funds; integration of large equity stakes in private companies
- Comparing and contrasting securities regulations for hedge funds and private equity funds; what will future regulatory measures look like?

Sonny Saksena, Managing Director, **Finles Capital Management**
Arun Kaul, CIO, **Hillsdale Investment Management**
Nabil Zaki, Managing Director, **Global Finance and Derivatives Associates**
Russell Deakin, Partner, **CRP (Companhia de Participacoes)**

10:00 **Keynote address: Hedge fund and private equity strategies that will improve portfolios and reduce risk**

- Lessons from 2008 and 2009: Just what did this crisis and rebound teach us about AI and portfolio construction?
- Examining investment opportunities: How does one build a strong portfolio with alternatives for 201 and beyond
- Research, due diligence, advice and investment standards: How these services will set you apart

David Bailin, Managing Director and Global Head of Managed Investments, **Citi Private Bank**

10:30 Morning break

11:00 **Panel session: Spicing up your portfolio - can the inclusion of high-risk assets to a well diversified portfolio minimize investment risk?**

- Exploring the value of diversifying asset classes; strategies to effectively weigh risk versus return
- Knowing how to allocate your resources: successful inclusion of hedge funds, real estate and private equity investments in your portfolio
- Exploring real estate asset classes in Latin America
- Understanding the weight of non-traditional asset classes; luxury beachfront hotels and resorts

Kathleen MacLaren, Managing Partner, **MacLaren Advisors LLC**
Karsten Schroeder, Chief Executive Officer, **Amplitude Capital**
David Brillembourg, Founder and CEO, **Brilla Group**

FUND ADMINISTRATION SERVICES

11:45 **Panel session: Making accountability count - the increase in outsourced fund administration services**

- Chronicling the increased need for independent fund administrators in light of the Madoff scandal
- Strategies for employing an independent fund administrator to validate Net Asset Value and assuage investors' anxieties
- The importance of maintaining accurate reports of fund pricing, cash positions and trading positions
- The benefits gained by working with a qualified administrator

Robert Schaeffer, Business Development, **HBM Fund Services**
Marc Der Kinderen, Managing Partner, **747 Capital**

12:15 Networking lunch

2:15



Delegates have the opportunity to choose from one of the following roundtables. These interactive sessions will enable delegates to weigh in on the issues like-minded organizations are facing.

Roundtable 1: How to work effectively with Latin American families – implications for communication, succession and governance of family offices

Marc Silverman, President, **Strategic Initiatives Inc.**

Roundtable 2: Selecting the right advisors in the decade of due diligence

Phil Strassler, Partner, **SFO Advisor Select**
Elizabeth Mathieu, Partner, **SFO Advisor Select**

THE FUTURE OF OFFSHORE BANKING

3:00 **Keynote address: Why tax havens are a blessing**

- Liability of high taxation on corporations
- Ramifications of high taxation/restricting deferral on a competitive global economy
- The conflict between Germany and Liechtenstein: what have we learned?
- How will the creation of an "OPEC" for politicians affect high—and low—tax nations?
- To what extent is the dissolution of tax havens an impediment to corporate growth?

Daniel Mitchell, Senior Fellow and Tax Reform Expert, **CATO Institute**

3:30 Afternoon break

3:50 **Panel session: Private wealth perspectives - comparing offshore jurisdictions**

- Combating negative perceptions associated with offshore banking
- Knowing where to invest; choosing an offshore domicile
- Latin American outlook: trends and expectations
- Latin American versus Caribbean jurisdictional structures

Erik Halvorsen, Senior Vice President and Director, **Swiss Asset Advisors**

Loes de Bot, Deputy Managing Director, **ANT Management**
Benno Raeber, Partner, **Prime Advisory Group**
Jacques Leuba, Head of Wealth Intermediaries, **Banque Heritage**

KNOWING THE RULES: CHANGES AND TRANSITIONS IN THE FINANCIAL INDUSTRY

4:35 **Panel session: The truth about TIEAs - understanding the facts**

- New OECD regulations and structures
- Benefits and risks of TIEAs for businesses and clients
- The effects and implications of increased oversight
- How have low-tax jurisdictions changed?
- What outcomes can we anticipate for "tax havens"?
- Upholding and understanding compliance regulations

Xandra Kleine, Partner, **Spigthoff Attorneys**
Wade George, Tax Leader, Caribbean, **Ernst & Young**
Julian Lopez Ramirez, Director General of Customs, Acting Director of Fiscal Affairs, **Government of Netherlands Antilles**

5:25 Close of conference

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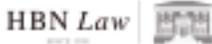
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Pre-conference workshop

Monday, May 10, 2010

List your fund on the Dutch Caribbean Securities Exchange

The launch of the Dutch Caribbean Securities Exchange provides new opportunities for funds interested in expanding their global reach. A workshop day devoted to learning strategic approaches to successfully listing on the exchange.

10:00 Understanding the exchanges

- What is the Dutch Caribbean Securities Exchange? (DCSX)
- How does it compare to other securities exchanges?
- Who should list on the DCSX and why?

11:00 Refreshment break

11:15 Communications strategies in an era of transparency

- Impacts of the global economic crisis on investor relations
- The increased importance of transparency and its effects on exchanges
- How to successfully communicate information to the marketplace
- Strategies to efficiently “supervise” the marketplace

12:15 Lunch

1:15 Regulatory changes and their implications

- Understanding the regulatory changes and how they affect your investments
- Regulations for the DCSX in comparison with other exchange regulations
- Political and economic conditions of Curacao and the Netherlands Antilles: what are the effects on the DCSX?
- How has increased pressure for transparency impacted the regulations of securities exchanges?

2:15 Refreshment break

2:30 Publish your initial offering on the Dutch Caribbean Securities Exchange

- The basics: the listing process of private versus public placements
- Selecting a reputable listing advisor
- Maximizing visibility

Your workshop leaders:

Henk Oonk, Managing Director, **ANT Management**
Luis Santine, Director of Business Development Services, **CIFA**
Robin von Bokhorst, Partner, **STvB Advocaten**

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