

Complimentary attendance
for family offices

20-21 September 2011
Millennium Mayfair Hotel,
London

Family Office Leadership SUMMIT

Leading the way for successful structuring,
investment and management solutions for
the evolving family office

Keynote speakers



Stephen Thomas,
Professor of Finance,
CASS BUSINESS SCHOOL,
CITY UNIVERSITY LONDON



Matthew Fleming,
Director,
FLEMING FAMILY AND
PARTNERS

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Dear executive,

When planning this year's Summit we were determined to keep one question central to our thinking and research: "What are the current key leadership challenges faced by the senior executives within family offices?"

The programme you see here will offer you a broad, intelligent selection of answers to this and other key questions asked by the family office community, offered by a line-up speakers able to offer advice, experience and hindsight drawn from many different disciplines and perspectives.

We are delighted to welcome our 2011 keynote speakers:

On day one: **Professor Stephen Thomas**, Professor of Finance at Cass, one of the world's top business schools.

His opening presentation will focus on the bigger picture, offering an expert view on the current macro-economic climate and scenarios of what the future may hold, focussing his comments and predictions on what this means for wealth creators and preservers.

And on day two: **Matthew Fleming**, Director of Fleming Family and Partners, one of Europe's largest family offices.

Leveraging his experience as a key executive within the family office, Mr Fleming's presentation will offer a unique insight on how his family coped and thrived, from the decision to sell the business through to key lessons learnt in the first decade of the family office, this presentation promises to be one of the most important ever delivered to fellow family office executives.

Beyond the keynotes, highlights of the summit include:

- The 2011 **Leadership Debate** provides an interactive forum to ask leading family office CEOs questions from the family business to benchmarking the portfolios performance
- The **CIO Roundtable** addresses the perennial topic of asset allocation. "How should we be structuring our portfolios in order to best manage our clients' assets?"
- "How should family offices manage talent?" asks **Dominic Gibbs**, Director, Cayzer Trust, offering practical advice on how to manage managers and how involved family members should be within the office itself
- **Martin Jenkins**, Founder and CEO of Oxford Place offers his thoughts on "How to resolve family conflict?"
- **John Bender** will talk about his experiences as Special Advisor to The Princes' Charities

With such a high percentage of true family office executives attending and service providers limited, the Family Office Leadership Summit also provides you with the best networking opportunities to talk through these topics and issues with your peers:

- **Pre-event networking** – available online exclusively for family offices
- **New venue** – the Millennium Mayfair with larger lunch/networking space
- **Champagne roundtables** – choose your favourite topic and engage with experts and peers alike
- **Private dinner** – allowing for the exchange of ideas in a more convivial setting

So, make sure your diary is clear on the 20th and 21st of September and don't forget to register online at www.familyofficesummit.com

This year's event will be the best yet and I look forward to welcoming you personally.

Best wishes,



Jonathan Greene
Publisher, Family Office Intelligence

About your keynote speakers:



**Stephen Thomas, Professor of Finance,
CASS BUSINESS SCHOOL, CITY UNIVERSITY
LONDON**

Steve Thomas joined Cass in February 2007, after being Professor of Financial Markets at Southampton University since 1996, and prior to that at the University of Wales, Swansea, from 1992. He is a member of the editorial board of the Journal of Business Finance and Accounting and in a recent review was ranked 11th in Europe for finance research. He was a director of Bear Stearns' Global Alpha (hedge) fund, and currently is advisor to Hasley Investment Management's Global Momentum Fund; since 1988 he has been consulting editor of a range of credit publications for FT Interactive Data. He is on the education committee for CFA UK, and an examiner for their Investment Management Certificate.



**Matthew Fleming, Director,
FLEMING FAMILY AND PARTNERS**

Matthew Fleming is a fifth generation member of the Fleming family, the dynasty that established the merchant bank, Robert Fleming + Co. in the 1870s. Matthew was educated at Eton College and the Royal Academy, Sandhurst, and commissioned into the Royal Green Jackets. After completing his short service commission, Matthew embarked on a professional cricketing career between 1989 and 2002, captaining Kent and playing for the England one day international team. On retirement, he set up Fleming Media before re-joining Fleming Family + Partners, the successor firm to Robert Fleming, in 2008. He is a board member of the ECB, Vice President of the Professional Cricketers Association, a member of the MCC Committee, Director of FF+P Private Equity and a Director of Asquith + Partners.

Programme

Day one

Tuesday 20th September 2011

08.15 Registration

09.00 Chairman's opening address: **Ian Morley**, Chairman, WENTWORTH HALL

09.15 **KEYNOTE ADDRESS: A macro economic overview: The current, the future and the opportunities for families and their advisers**

- An overview of current market conditions and short and long term projections
- Managing wealth in real terms
- Making sense of macro-economic cycles to meet investment and wealth creation and preservation roles
- Geo-politics and risk management

Stephen Thomas, Professor of Finance, CASS BUSINESS SCHOOL, CITY UNIVERSITY LONDON

09.45 **THE LEADERSHIP DEBATE: Prominent CEOs discuss effective management to maintain the optimum family office service for your families**

- Defining the optimum family office structure to satisfy the stakeholders
 - The MFO vs. SFO debate – where are we now?
 - How does the mission of a family influence the way a family office is set up?
 - For the single family office and multi family office, what strengths need to take priority?
- Managing risk, the big picture:
 - Understanding costs and risks when structuring a family office
 - How are family offices mitigating their overall business and investment risk?
- Identifying the best practices in benchmarking

- Effective marketing to HNWI's – creating awareness of the family office

Geoffroy Dedieu, CEO, TY DANJUMA FAMILY OFFICE

Melvin Glapion, Head of Business Intelligence, KROLL

Paul Reynolds, Chief Executive, THAMESIS LTD

Daniel Shakhani, Principal, GLENDEVON KING ASSET MANAGEMENT

10.35 Morning coffee and networking break

11.05 **INVESTMENT OPPORTUNITY SHOWCASE: Quick fire product pitches followed by Q and A**

Anders Hallberg, Managing Director, HEALTHINVEST PARTNERS AB

Duncan Reid, Director, INGENIOUS INVESTMENTS

Oliver Hemsley, CEO, NUMIS SECURITIES LIMITED

A representative, CREO SELECT OPPORTUNITIES FUND, L.P

12.05 **EXPERT PRESENTATION: Tax, non-domiciliaries and residence**

- Residency issues
 - Which countries are most favourable to HNWI's and where should they choose to be resident for tax purposes?
 - How attractive is London to wealthy families and HNWI's
 - London vs. Switzerland?
- The relationships between tax authorities and tax payer – hostile vs. friendly

Speaker to be confirmed please visit www.familyofficesummit.com for updates

12.45 Lunch

13.45 **PANEL DISCUSSION: Creating and maintaining a strong alignment of interests between funds and their investors**

- How to get value for money from your investment managers
- From fee structure to key-man clauses – the role of good governance in due diligence and negotiations
- Points of best practice to ensure investors are treated fairly
- Are the interests of the industry competing with the interests of the investors?

Craig Baker, Global Head of Research, TOWERS WATSON INVESTMENT

Matteo Dante Perruccio, Chief Executive and Founding Partner, HERMES BPK PARTNERS

Further panellists to be confirmed, please visit www.familyofficesummit.com for updates

14.15 **INVESTMENT OPPORTUNITY SHOWCASE: Quick fire product pitches followed by Q and A**

David Taft, President, IBS CAPITAL

Ernesto Prado, Chief Investment Officer, AYALTIS AG

James Kenney, Fund Manager, AVIVA INVESTORS

A representative, ACPI INVESTMENTS LTD

15.15 Afternoon coffee and networking break

15.30 **INTERACTIVE DISCUSSION: Gold as a strategic asset for long-term wealth preservation**

- How is gold part of the commodity super cycle?
- How will the demand and supply picture for gold unfold in 2011 and beyond?
- Will Chinese demand for gold eclipse India?
 - What are the likely macro scenarios and risks relevant to asset management in 2011 and beyond?
- How does gold add value in a portfolio context?
 - How might the role of gold change in the future with regard to a new financial and regulatory architecture?
 - How is the dynamic within the central bank sector changing with respect to gold?

Marcus Grubb, Managing Director, Investment, THE WORLD GOLD COUNCIL

Jonathan Fry, Private Wealth Director, JONATHANFRY PLC

Kjeld Thygesen, Director, LION RESOURCE ADVISORS