



Family Office & Wealth Preservation Diversification through alternative investment

1st & 2nd October 2008
Warwick Hotel ****
Geneva, Switzerland

Dr Ariel Sergio Goekmen (Switzerland)
Director; **Credit Suisse Head Office**

Dr Steen Ehler (Switzerland)
Managing Director;
Ferguson Partners Family Office

Mrs Stella Mitchell-Voisin (Switzerland)
Founder and Client Services Director;
Close Summit Trust Company SA.

Ms Barbara Hauser (Switzerland)
Director Private Wealth Advisory;
Stanford Group (Suisse) AG

Dr. Dirk Soehnholz (Germany)
Managing Partner;

Feri Institutional Advisors GmbH

Mr Jack Schwager (United Kingdom)
Investment director; **Fortune Group**

Dr Ranjan Bhaduri (United States)
Managing Director - Head of Research;
AlphaMetrix LLC

Mr Maximilian Spiess (United Kingdom)
VP-European Business Development;
FX Concepts UK Ltd

Mr Malcolm Glaister (United Kingdom)
Head of Family Offices and UHNW Sales (Europe);
AIG Global Investment Corp. (Europe) Ltd.

Ms Caroline Garnham (United Kingdom)
Partner; **Lawrence Graham LLP**

Mr Francis Akpata (United Kingdom)
Former head of Investor relations and
business development

Mr Hugues Salomé (Switzerland)
Director - Tax & Legal Services
PricewaterhouseCoopers SA

Mr Jean Golinelli (Switzerland)
Managing Director;
CB Richard Ellis - PI Performance

Mr Fred Fruitman (United States)
Managing Director; **Loeb Partners**

Ms Rosalyn Breedy (United Kingdom)
Of Counsel; **Withers LLP**

Mr Christian Mustad (Switzerland)
Associate; **Edgar Brandt Advisory SA**

Dr Salvatore Imperatore (United Kingdom)
Pareto Capital International

Mr Constantin Salameh (Switzerland)
Managing Director; **SAFINVEST SA**

Conference chairman

Ms Barbara Hauser

Director, Private Wealth Advisory
Stanford Group (Suisse) AG



With the collaboration of

Mr Francis Akpata

Former head of Investor relations
and business development



Our partners



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Programme

DAY ONE 1st October 2008

09:00 Chairman's welcome & opening remarks

Ms Barbara Hauser (Switzerland)
Director Private Wealth Advisory; Stanford Group (Suisse) AG

09:10 Comparison between single and multi family Offices

- Evolution of SFOs and MFOs
- Pros and cons
- Differences/Similarities
- Hybrid and other forms
- Which model for whom, when: experiences

Dr Steen Ehlern (Switzerland)
Managing Director; Ferguson Partners Family Office

09:55 The Importance of Family Governance

- Creating a Family Office Structure to include Family Governance procedures
- Family Purpose
- Procedure
- Governance
- Private Trustee Company implementing the Family Governance through the wealth structure

Ms Caroline Garnham (United Kingdom)
Partner; Lawrence Graham LLP

10:40 Coffee

11:00 The Private Trusts Companies & Family Offices

- How PTCs work?
- What their uses are
- How the FO and PTC work together
- Who does what

Mrs Stella Mitchell-Voisin (Switzerland)
Founder and Client Services Director; Close Summit Trust Company SA.

11:45 Opening the door to outsiders

Panel Discussion

- Moving from the buy-side to sell side

- Distribution internal products
- Competing with institutional companies
- Remaining independent
- Legal implications
- Conducting business outside the domestic remit
- Dealing with other family offices

Chaired by:

Ms Rosalyn Breedy (United Kingdom)
Of Counsel; Withers LLP

Accompanied by:

Mr Francis Akpata (United Kingdom)
Former head of Investor relations and business development

Dr Salvatore Imperatore (United Kingdom)
Pareto Capital International

12:30 Lunch

14:00 Risks Management for the Wealthy Family

- More volatilly, less risk appetite, changed strategy?
- Falling assets prices"we are long term investors now"
- Risk factors to consider (behavioural finance and more)

Dr Ariel Sergio Goekmen (Switzerland)
Director; Credit Suisse Head Office

14:45 Focus on the Next Generation:

- Including them in the family decision-making process
- Inspiring them to pursue a form of "happiness"
- Intertwining Individual Independence and Family Coalitions

Ms Barbara Hauser (Switzerland)
Director Private Wealth Advisory; Stanford Group (Suisse) AG

15:30 Coffee

15:45 Improved risk-adjusted performance by currency investing

- What you should know about currency as an asset class
- Optimal investment structures for family offices
- Outlook for currency markets for the rest of the year and into 2009

Mr Maximilian Spiess (United Kingdom)
VP-European Business Development; FX Concepts UK



16:30 Operational benchmarking initiative for Family Offices

- Scope and objectives of the initiative
- Project methodology
- Family Office Leadership Model
- Selected Best Practices with Family Offices
- Key learnings from the initiative

Mr Constantin Salameh (Switzerland)
Managing Director, SAFINVEST SA

17:15 Cocktail

TORBETOU
BARRISTERS & SOLICITORS
AL-JARBOU LLP

DAY TWO 2nd October 2008

09:00 Chairman's Introduction

Ms Barbara Hauser (Switzerland)
Director Private Wealth Advisory; Stanford Group (Suisse) AG

09:10 Liquid Hedge Funds

- Liquidity Matters
 - The Value of Liquidity
 - Portfolio Management & Liquidity
 - Risk Management & Liquidity
- A type of Liquid Hedge Fund: Short-term/High Frequency Trading
 - Uncorrelated, high-frequency trading
 - Benefits for Portfolio

Dr Ranjan Bhaduri (United States of America)
Managing Director - Head of Research;
AlphaMetrics LLC

09:55 Transparent Hedge fund Investing: The Managed Account Alternative for the Institutional Investor

- Hedge funds vs traditional investing
- Fear of hedge funds
- Lack of transparency
- Managed accounts as alternative investment structure
- Advantages of managed accounts
- Downside of managed accounts
- Using transparency

Mr Jack Schwager (United Kingdom)
Investment director; Fortune Group

10:40 Coffee

11:00 130/30, Hedge fund replication and other new topics: what is really behind all this?

- Clearly increasing demand for alternatives
- Increasing supply in structured products and listed Alternatives
- Limited quality supply in Alternatives
- Selection of offers becomes even more complicated than today
- Are relations with product providers becoming more important again?
- Which specific strategies are especially attractive: real estate opportunity funds, long-bias hedgefunds, microcap private equity, cleantech venture?

Dr. Dirk Soehholz (Germany)
Managing Partner, Feri Institutional Advisors GmbH

11:45 The search for zero correlation - alternative risks

- 'Insurance Linked' Investing
- Optimal Hedge Fund of Hedge Funds

Mr Malcolm Glaister (United Kingdom)
Head of Family Offices and UHNW Sales (Europe);
AIG Global Investment Corp.(Europe) Ltd.

12:30 Lunch

14:00 Real estate : safe heaven or risky play ?

- Brief review of major real estate markets
- Will value keep falling ?
- Are there opportunities, where ?
- How far Real Estate can be an hedge in trouble times ?

Mr Jean Golinelli (Switzerland)
Managing Director
CB Richard Ellis - PI Performance

14:45 Is now the time to increase a family's allocation to private equity and hedge funds?

- The key features of the current investment environment as they relate to private equity and hedge funds
- Defining what families should want from private equity and hedge funds
- Determining whether these goals are achievable in the short, medium and long term

· Some lessons learned in investing through a family office

Mr Fred Fruitman (United States of America)

Managing Director
Loeb Partners

15:30 Coffee

15:45 Swiss tax environment for family offices

- What tax regimes are available for family offices establishing in Switzerland?
- Are tax incentives available for their employees?
- Taxation of offshore investment vehicles: forthcoming developments

Mr Hugues Salomé (Switzerland)

Director - Tax & Legal Services
PricewaterhouseCoopers SA

16:30 Managing direct investments in private companies: specificities and challenges

- The dual objectives pursued by (U)HNWIs when investing directly in private companies
- Why/how private companies are different
- The reasons for frequent disappointments
- Keys to meeting a diverse set of expectations

Mr Christian Mustad (Switzerland)

Associate
Edgar Brandt Advisory SA

17:15 Close of the conference

Financial Events *International*



Family Office & Wealth preservation:
Diversification through alternative investments

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