



# International Ras-Al-Khaimah (U.A.E.) Family Office and Investment summit

*Family Wealth enhancement & preservation:  
the Western way VS Islamic Shariah Compliant way*

April 7 - 9, 2008

Hilton Hotel, Ras-Al-Khaimah Emirate  
United Arab Emirates

Under the Patronage of

*His Highness the Crown Prince  
and Deputy Ruler of RAK*

***Sheikh Saoud Bin Saqr Al Qassimi***



Outstanding panel  
of Experts  
sharing with you  
their knowledge and insights

**Dr Ludovic Verbist** (Switzerland)  
Managing Director; **AAMIL Ltd**

**Ms Lisa Gray** (United States of America)  
President/CEO;  
**Graymatter Strategies LLC**

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

**Mr Samuel Lohman** (United Arab Emirates)  
President and Managing Director; **GMT AML Advisors Ltd**

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

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

**Dr Hatim Tahir** (United Arab Emirates)  
Head of training, **DIFX Academy**  
**Dubai International Financial Exchange**

**Ms Justine Markovitz** (Switzerland)  
Principal; **Withers LLP**

**Mr Mohamad Bakkar** (Lebanon)  
Attorney at Law;  
**Arab Economy Establishment**

**Mr Christophe Durand** (United Arab Emirates)  
**Abu Dhabi Investment Company**

**Mr Oussama El Omari** (United Arab Emirates)  
CEO / Director General;  
**Ras-Al-Khaimah Free Trade Zone Authority**

**Ms Maryam Saeed A. Al Murshedi** (United Arab Emirates)  
Assistant Director General;  
**Ras-Al-Khaimah Free Trade Zone Authority**

**Dr Sabahuddin Azmi** (United Arab Emirates)  
**Emirates Institute for Banking and Financial Studies Sharjah**



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# Programme

April 7th, 2008

## 09:00 Welcome speech and introduction



**Dr Ludovic Verbist** (Switzerland)  
Managing Director  
AAMIL Ltd



**Dr Nabil Charaf** (Switzerland)  
Attorney at Law  
President  
Financial Events International

## 09:10 New ways to manage family wealth & Best practices in wealth management in the Gulf countries

- What is the real question?
- Old trade route
- New land and a map
- Solution and conclusion

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

## 09:55 Understanding Family Offices and clients needs in the GCC region

- Background, dynamics and differences: Western countries vs. Middle East
- Different Family Office models
- Key parameters: single Family Offices vs. multi-client Family Offices
- Creation and dispersion of wealth: preservation and growth
- Principles of Islamic Banking and Shariah Law

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

## 10:40 Coffee break

## 11:00 The Family Office in the Indian Ocean

- Definition of Family Office
- Attributes needed: permanency, legal environment, rule of law, structures, fiscal environment, timezone
- Survey of some countries: Seychelles, Republic of Mauritius, Singapore, Hong Kong

**Dr Ludovic Verbist** (Switzerland)  
Managing Director  
AAMIL Ltd

## 11:45 Best Practices in Family Business Governance and Family Constitutions

- The keys to the successful continuation of a family business
- How to implement and evaluate sound corporate governance of a private company
- Ways to promote family harmony leading to the success of a family business
- How to create a flexible Family Constitution

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

## 12:30 Lunch

## 14:00 Structured products

- Definition of structured products
- Examples of structures
- How to use Structured products in your portfolio
- Improvement of Risk / Reward

**Mr Christophe Durand** (United Arab Emirates)  
Abu Dhabi Investment Company

## 14:45 The role of trusts in the Family Office

- Use of private trust companies
- Involvement of family members
- Trusts for holding family wealth
- Trusts for holding the Family Office

**Ms Justine Markovitz** (Switzerland)  
Principal  
Withers LLP

## 15:30 Coffee break

## 15:45 Succession Planning in Arab Countries vs. in Western Countries

- Impact of Islam on the Arab Family Business
- Corporate Governance: Arab vs Western Family Business
- Succession Planning: Arab vs Western Family Business
- What is Next? A new generation of Arab Leaders

**Mr Mohamad Bakkar** (Lebanon)  
Attorney at Law  
Arab Economy Establishment

## 16:30 The growth of Shariah- compliant securitised debt market in the Gulf Cooperation Council

- Structures of asset based securitization (ABS) instruments
- The Regulatory Challenges facing its growth

**Dr Hatim Tahir** (United Arab Emirates)  
Head of training, DIFX Academy  
Dubai International Financial Exchange

## 17:15 Cocktail

Hosted by  
*His Highness the Crown Prince  
and Deputy Ruler of Ras Al-Khaimah  
Sheikh Saoud Bin Saqr Al Qassimi*

April 8th, 2008

## 09:00 Welcome speech and introduction

**Dr Nabil Charaf** (Switzerland)  
Attorney at Law  
President  
Financial Events International

## 09:10 Compliance environment in the United Arab Emirates

- United Arab Emirates Law and Regulation
- The Dubai International Financial Center
- Regional Developments
- International Developments
- GMT AML Advisors Ltd's Practical AML Compliance Checklist

**Mr Samuel Lohman** (United Arab Emirates)  
President and Managing Director  
GMT AML Advisors Ltd

## 09:55 Shariah compliant house financing- United Arab Emirates scenario

- UAE house financing sector and Islamic financial institutions
- Shariah compliant house financing
- Different models of Shariah compliant house financing
- Case studies

**Dr Sabahuddin Azmi** (United Arab Emirates)  
Emirates Institute for Banking and Financial Studies Sharjah

## 10:30 Coffee Break

## 10:50 Understanding Gulf Cooperation Council clients customs & how best to meet their needs

- The Shariah view of wealth
- New wealth, new markets, Islamic traditions
- Multi-generational wealth management
- Shariah inheritance laws
- Succession planning and gender roles

**Ms Lisa Gray** (United States of America)  
President/CEO  
Graymatter Strategies LLC

## 11:35 Ras-Al-Khaimah international business companies

**Mr Oussama El Omari** (United Arab Emirates)  
CEO / Director General  
Ras-Al-Khaimah Free Trade Zone Authority

## 12:00 Real Estate and tourism development projects

**Ms Maryam Saeed A. Al Murshedi** (United Arab Emirates)  
Assistant Director General  
Ras-Al-Khaimah Free Trade Zone Authority

## 12:30 Lunch

## 14:00 Visit of the Free Trade Zone

## 15:30 Visit of the new Golf of Ras-Al-Khaimah

## 16:30 Visit of the New Hilton Beach hotel

## 18:00 Refreshments

April 9th, 2008

## Visit of Dubai

### Meet the most influential & successful businessman:

**Mr Jumaa Al Ghurair** (United Arab Emirates)  
Al Manal Company

### Places to visit in Dubai

- The famous gold market
- The Burj Al-Arab hotel
- The city center
- The Al-Ghurair center
- The creek
- The port of Dubai

## Thanks to our Media Partners



Reach Dubai  
in 45 minutes  
from Ras-Al-Khaima  
through Emirates road

## Places to visit

### **Rulers Palace**

Al Duhaisah St

### **Golf Club**

Al Duhaisah St

### **Al Hamara Fort**

Sh. Muhammad Bin Salim  
Road



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