

Family Office Forum London

Post-Event Report

The annual meeting of UHNWI and Family Offices based in the UK
4 - 5 October 2016 (next London event: 3 - 4 October 2017)

Introduction

The Family Office Forum London in October 2016 was originally planned for 100 UHNWI and Family Offices – that number grew to an incredible **136** UHNWI and genuine Family Offices attending! The positive feedback was overwhelming and we are grateful to have such high quality speakers and attendees. See attendee statements [here](#).

In view of the overwhelming demand for our events, we are actively preparing Family Office Forums in 2016/2017: [International](#) Zurich November 2016, [Dubai](#) February 2017, [Germany](#) May 2017, [London](#) October 2017, [International](#) Zurich November 2017, [Singapore](#) December 2017.

Programme, Speakers and Audience

The forum [programme](#) was based on recommendations and several months of research. However, it is thanks to our 43 [speakers](#) - who, like the audience, were predominantly UHNWI or Family Officers - that the Family Office Forum was such a success.

Our participants included royalty, former heads of states, UHNWI and VVIPs, widely recognized specialists, and many multi-generational Family Offices and Principals. It is because of this collective wealth of knowledge and experience that the event networking was of the highest calibre and most highly treasured amongst our guests.

Partner (Sponsors)

The support of our [partners](#) made the Family Office Forum possible and they have reported being elated with the contacts made during their participation. The very key to their success was the highly relevant topics and expertise of our carefully chosen partners.

Organisers' Summary

We would like to thank all the family officers, family members, experts and in particular, the speakers and partners. Many attended the Family Office Forum London 2016 to exchange information, learn about trends and solutions, hold stimulating discussions and last but not least, to network with peers.

We are looking forward to the next Family Office Forums in 2016/2017;
Please get in touch and secure your place: We very much look forward to welcoming you there!

Yours,

[Katja Mülheim](#) and [Tobias Prestel](#)

Attendee Structure

We are very happy with the composition of participants which was exceptionally high quality thanks to careful vetting and personal recommendations.

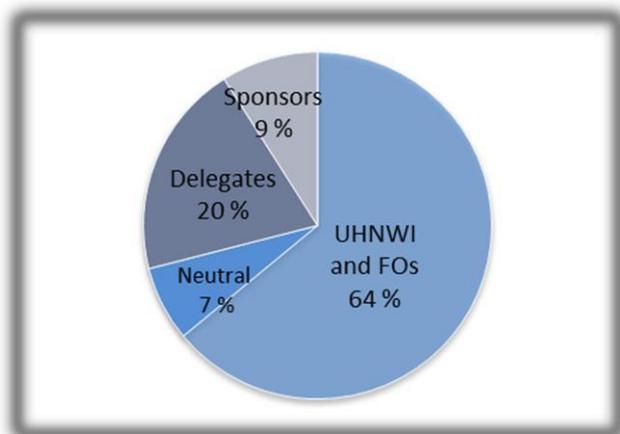
1. 136 UHNWI and Family Offices attended the Family Office Forum
2. The number of UHNWI and Family Offices was significantly higher than the number of Solution Providers (ratio investors: expert delegates was 3:1!)
3. Excellent level of active participation, in lively debates and networking opportunities

212 attendees in total

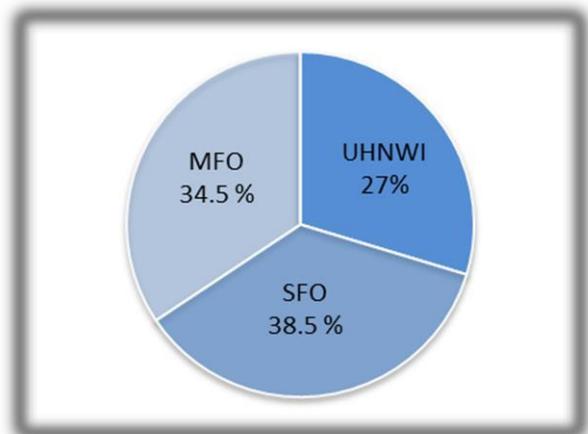
			<i>Assets under Management</i>
136 Family Officers und UHNWI	64 %		
40 UHNWI	19 %		> 25 bn *
49 Single Family Officers	23 %		> 60 bn *
47 Multi-Family Officers	22 %		> 36 bn *
			> 121 bn *
14 Neutrals	7 %		
05 Neutral Academics	2.5 %		
06 Neutral Experts	3 %		
03 Neutral Guests	1.5 %		
42 Delegates (36 companies)	20 %		> 22 bn *
20 Sponsor delegates (12 companies)	9 %		> 40 bn *
12 Sponsor companies	5.5 %		
08 Additional Sponsor Delegates	3.5 %		

Total 100 %			> 183 bn *
<i>See Appendix: Conservative estimate</i>			

Attendee Composition



Family Office Composition



Testimonials

The people I met at your wonderful event were genuine, insightful and really serious in their interactions with me. I came away with a lot of very good contacts, who I know will help me take my projects to the next level.

Dr Auma Obama

The Prestel events are the best of all the conferences I attend. The quality of the speakers, content, attendees and food is first class. Enjoyed your London Dorchester conference very much. With many thanks,

Ian W Rice, Principal

Was a fascinating event with thought provoking presentations and an array of sector specialists in attendance. You could not have provided a more welcoming atmosphere.

Alex Loudon, Principal

An extraordinary forum. The participants were of an exceptionally high calibre. The presentations were highly entertaining and most relevant.

Scott & Carmen Young, Gemini Capital Consulting Ltd

Thank you for an excellent event - great topics and likeminded people. It was worth it to fly all the way to London for that. I look forward your next events. Sincerely,

Tiia Rohelsaar

I had a wonderful time attending the Prestel Family Office Forum. The event was very well organised. I also found all the speakers truly engaging. It is my first time this year and I'd be delighted to attend your event again in the near future.

Tram Anh Nguyen, Niveda Group

The Platinum of all Family Office Summits, two spectacular days. The highest standard of excellent in every way imaginable!

Wendy Coumantaros

The discussions were deeply researched, the topics relevant, the journey meaningful and the operations seamless. There is a reason you are the power house of Family Office Forums globally and every delegate a true believer!

Aradhana Khowala, CEO & Founder, Aptamind Partners

Brilliant, informative and refreshingly different! Thank you,

Dominik von Eynern, Principal

Congratulations on an excellent event. It was in a great location with mostly fascinating speakers covering a wide range of topics that had something for everyone. Of course it is the people that make the event and the eclectic mixture made it a very interesting couple of days.

Julius Bozzino

Let me please thank you for inviting me to participate in the Family Office Forum. It was exactly as you said it would be and I found it very stimulating and encouraging.

Your reputation for finding influential 'can do' people who need to communicate with each other is certainly not exaggerated. It is indeed very important work that you do. Again, thank you, it was a real pleasure to meet you and your wonderful team. With warmest regards,

Viscount Chris Portman, Principal, Portman Estate

Many thanks for organising such a wonderful conference over the last two days. I thoroughly enjoyed all the speakers and met some interesting people.

Julia de Boinville

A big thank you for the conference last week. It was very interesting and good to catch-up with a number of familiar faces one normally doesn't see on events! Thank you also for the excellent event lunch at China Tang. Kind regards,

JJ Jardine-Paterson, Principal

I have been to numerous conferences over my career and the event last week definitely ranked at the top of the list. The speakers were very interesting and the networking opportunities incredibly helpful and productive. I spoke with many other first-time attendees and they felt similarly. Regards, **Eric Kolodner, Armacom**

I wanted to congratulate you for the amazing event you organized in London. It was most interesting and most appreciated by all participants I could speak to. Very very well done! Thank you and see you soon,

Daniele Bartoccioni-Menconi, Managing Director, Merrill Lynch

I just wanted to both congratulate and thank you for an excellent event. As someone who has worked both within a Family Office and on the provider side of the fence, I thought that the topics were a refreshing change from many conferences, and provided delegates with a lot of food for thought. The organisation was superb and hassle free and I very much enjoyed meeting, speaking to and listening to the people who attended. **Peter Coulthard, Ernst & Young**

Appendix

Assets Under Management (AUM) of the participants:

Buy Side > AUM 121 bn, Sell Side > AUM 62 bn (Total 183 bn).

We cannot divulge any specific on this information as attendee privacy is of utmost importance to us. Our strict confidentiality of information is an absolute precondition for the attendance of most Family Officers and UHNWI.

40 attending UHNWI – AUM > 25 bn

The “Asset Top 5” of the attending UHNWI together have an average of AUM 10000m each
The remaining UHNWI have a median of AUM 600m each

49 attending Single Family Offices – AUM > 60 bn

The “Asset Top 10” of the attending SFOs together have > 60 bn, an average of > 4 bn AUM each
The remaining SFOs have a median of AUM 500m each

47 attending Multi Family Offices – AUM > 36 bn

The “Asset Top 10” of the attending MFOs together have an average of > 3 bn AUM each
The remaining MFOs have a median of AUM 350m each

Please note that asset managers or bank departments are not counted as MFOs. They are listed as delegates.

12 Partner (Sponsors) with AUM > 40 bn

“With AUM”: The assets of partners such as Sotheby’s are not included in this list.
Only 6 out of our 12 Partner/Sponsor corporations are financial service institutions with AUM.

42 Delegates with AUM → 22 bn

In addition to the partners (sponsors) above, a number of paying delegates attended
32 of these delegates were management level financial solution providers with an average AUM of > 1 bn.

The AUM listed here relates to the decision makers present at the Family Office Forum.

Example: Deutsche Bank worldwide AUM > 700 bn, DB PWM worldwide AUM > 270 bn:

We do not use these figures for the purpose of this report, but apply the figures that only attending managers are directly responsible for:

The total of AUM stated is therefore a conservative estimate.