

Join us when 140+
Principals, Family Offices,
CIOs and Experts meet!



Karam Hinduja



Tessy de Luxembourg
and Nassau



Lord Anthony Tudor St John



Lord Charlie Bowmont



Jim Mellon



Martin Schoeller



Lucius von Bethmann



Christina Ulardic



Dr. Ronit Meshie Mai Lami



Family Office Forum

London, 2nd - 3rd October 2018, The Dorchester



Driving Change And Opportunities For A Sustainable Future

This year has brought an unprecedented array of changes and opportunities to Family Offices and Wealth Owners.

The Prestel & Partner London Family Office Forum offers you first-hand insights into the various facets and benefits of health-care investing, how sound transition and succession management can contribute to a sustainable family office, and investment strategies for generations to come.

Prestel & Partner Family Office Forums provide "a safe place": An exchange between family principals, family office C-suite executives, wealth owners, private investors, and select few partners with topical expertise on best practice in family governance and investments.

Join your peers and meet 140+ investors.

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Free Entry
for genuine*
Family Offices

*Our definition of a Family Office is minimum £150m in assets and serving one or a few families (not a solution provider to many 3rd parties). Those doing both equally (being investor plus provider) are welcome to join us at a 50% fee.

Partners



Join us! Register online at www.prestelandpartner.com by email office@prestelandpartner.com or phone +44 (0) 20 339 7139 0

Family Office Forum

London, 2nd-3rd October 2018, The Dorchester



Join our **London Family Office Forum** to receive guidance on the most salient family office topics via engaging and interactive panel discussions on best practices, inspiring presentations, insightful case studies with key learning points and always considerable time dedicated to Questions & Answers after each session. In addition, Family Offices and Private investors are invited to our investment round table discussions for in-depth conversations.

“ Thank you so much for two excellent days. What wonderful company, interesting topics and all in such excellent surroundings. ”
Edward Hoare, Philanthropist

“ 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. ”
Viscount Chris Portman, Principal, Portman Estate

“ Thank you all for having me at this fantastic event. It was a great success for me because I met really interesting, committed and engaged people, who were able to share and give insight into ways to improve the work I am doing. The atmosphere was at once relaxed and serious, such that it enabled us to address the issues but at the same time enjoy each others’ company. For me, a very successful event all round. ”
Dr Auma Obama

“ Prestel and Partner did a great job fostering collaboration around shared interest and respect – creating relationships in a short period of time, with people from different countries, backgrounds and perspectives. ”
Josh Cohen, SFO

“ The best Family Office conference I have attended. The quality of the speakers and topics was fantastic, the networking opportunity between all was really good as there were genuine FO’s represented there and not just product salesmen. The venue and quality of the food was first class. ”
Richard Jaffee, Single Family Office Principal

The London Family Office Forum, 2nd-3rd October, 2018 is based on:

1. Extensive conversations with UHNWIs and months of research with Single and Multi Family Offices, private banks, banks with UHNWI management, academics and their partners.
2. The precise wishes and the active support of Family Offices. The agenda is based on the requirements and challenges of Family Offices in their day-to-day lives.
3. The long-standing expertise of the partners at Prestel & Partner, particularly with Family Offices. The genuine interests of Family Offices are at the core of our Forum. Please refer to our testimonials at www.prestelandpartner.com

The Family Office Forum takes a closer look. Topics are dealt with in depth to enable our participants to experience genuine progress in their work.

The Family Office Forum offers all participants a platform to exchange experiences, hear about the latest strategies and discuss them afterwards. It is the ideal environment to nurture important relationships and to meet new interesting contacts.

No product presentations or specific pitches - topics covered are key issues for Principals. These hands-on topics have clear advantages for all participants. The clear focus on added value, trends and strategies means that everyone stands to gain.

Are you a Principal or Family Office? We are delighted to welcome you and offer you privileged free admission! Simply contact: office@prestelandpartner.com

Are you a genuine partner of, or solution provider to Principals or Family Offices? Simply contact: ticket@prestelandpartner.com

www.prestelandpartner.com

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Your advantage

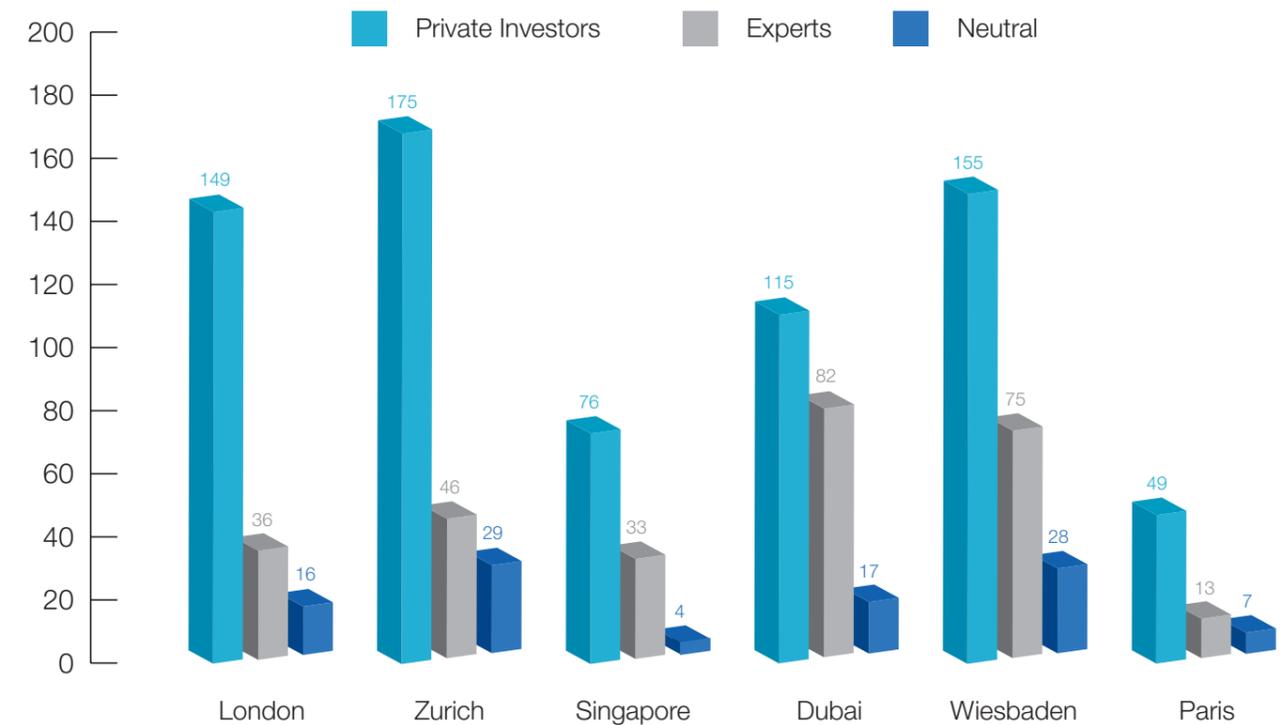
The audience: Our event is exclusively dedicated for Single Family Offices, Principals and Private Multi Family Offices who do not offer services or products but come to network and learn. At our event all other Family Offices and Experts who act as advisors or consultants or who offer products and/or solutions to third parties are considered to be solution providers.

The concept: More Family Officers than solution providers on stage and in the audience. Network with 140+ UK based Family Offices and UHNWIs.

The content: Bespoke and curated program with considerable time dedicated to in-depth discussions, knowledge and experience sharing and learning opportunities, and Q&As.

The Prestel & Partner Audience

A majority of Single and small Multi-Family Offices with the profiles of Principal, CEO, CIO, CFO, & COO.



Service providers are from various fields such as health, travel, international structuring, software, education or luxury goods – not uniquely from the financial industry. Partners contribute with and offer their expertise, without any upfront product sales.

Family Office Forum

London, 2nd-3rd October 2018, The Dorchester

Ballroom, The Dorchester: Presentations and panel discussions

Adjoining Gold Room: All day networking with refreshments

Adjoining Crystal Suite: CIO roundtables – see pages 8-9

First Day - Morning of 2nd October 2018, Ballroom:

07:40 Crush Hall (access via main entrance): **Registration and Reception with breakfast**

08:20 Family Office Forum opening address by the organisers Katja Mülheim and Tobias Prestel

08:25 Welcome Address by Mr Philipp Henle, Director of Dorchester Collection

Health Is The New Wealth

08:30 **Longevity: In the next few decades, life expectancy in developed world will increase to 110-120 years**

- This increase will be driven by therapies that exist today, without account for regenerative medicine and gene therapies that could extend life beyond the currently accepted limit of around 120 years of age
 - Longer lives will transform society and change the trajectory of education, careers and retirement
 - We are at the dawn of the longevity industry, growing to be the largest industry on the planet
- Jim Mellon, "British Billionaire Businessman"** (Wikipedia)

09:00 **Care about your own Health? An insight to the world's most exciting healthcare innovations and specialists**

- An exploration of the current market trends in healthcare and how customer expectations are changing
 - Insights from Bupa Global's current customer base - examining what they claim for, as well as where and why they travel for treatment
 - A journey around the world examining the latest healthcare innovations and cutting edge technologies
- Dr Søren Carstens, MD, Head of Clinical Operations, Bupa Global**

09:30 **Practical Advice from a Consultant to Scottish Police on Stress Management and PTSD**

It is said that we only use about 10% of our brain's capacity. This is a myth. However, do we use our brain to its full capacity? We can train our brain to see better, hear better, process information faster and more accurately, and train our body to be stronger, fitter and faster: Deal with All Obstacles

Lyn Lyons, Clinical Hypnotherapist

09:50 **Healthcare as an Investment**

- Why healthcare investments continue to be an area of great interest to many family offices
 - The impact of healthcare and life sciences – a look at the positive solutions and returns
- Dr. Ahmed Emara, MD, MBA Group; CEO & Managing Director, ReAya Holding (Saudi Arabia)**

10:20 Networking and Refreshments - **Meet other Family Offices, Principals and experts**

The Only Constant You Can Count On Is Change

11:10 **Investing in businesses involving Disruption and Change, an Investor's Insight**

Across a range of industries including media, healthcare, financial services and fintech

Karam Hinduja, S.P. Hinduja Family Office and Founder of **Timeless Media**

11:40 **How is Artificial Intelligence and machine learning likely to impact on our lives - the Fourth Industrial Revolution**

Lord Anthony Tudor St John, 22nd Baron St John of Bletso, Investor; Chairman of several Public and Privately listed companies; Crossbench member of the House of Lords since 1978, **House of Lords Ad Hoc Select Committee on AI**

12:10 **Blockchain and Cryptoassets – The current status for Investors**

Insights from Europe's first fully regulated Alternative Investment Fund (AIF) for Cryptocurrencies, which due to selecting and investing in many different solutions, has an independent view

Christian Weber, Managing Director & Partner, **Postera Capital**
Martin Schmidt, CFA, Partner and Co-Founder, **Postera Capital**

12:30 Lunch and networking in the Ballroom Foyer - **Meet other Family Offices, Principals and experts**

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First Day - Afternoon of 2nd October 2018, Ballroom:

Leadership And Succession

13:40 **A Personal Insight: The Advantage of Having An External Mentor At An Early Stage**

- No Family Member = Independent and Personally Detached
- Role Model and Sparring Partner
- Broadening Horizon beyond Expectation

Lucius von Bethmann, Next Gen Family Member, **Bethmann Family**; Banking, Trade, Diplomacy and Philanthropy since the 15th Century (Wikipedia)

14:00 **Succession Planning using Studies on Behaviour**

- A closer look at succession planning beyond tax and legal issues
- The 'fair' allocation of wealth
- The effective governance of wealth
- Ideas to mitigate risks in wealth transition

Dominik von Eynern, Family Member; Partner, **Blu Family Office**

14:30 **Panel Discussion: NextGen – Advice from those concerned**

Lucius von Bethmann, Next Gen Family Member, **Bethmann Family**
Lord Charlie Bowmont, Founder, **Capstar**; Family Member, **Duke of Roxburghe** and **Westminster Estate**
Aneel Ranadive, Next Gen Entrepreneur
Moderator: Catherine Shiang, Family Member

15:00 Networking and Refreshments - **Meet other Family Offices, Principals and experts**

16:00 **Panel Discussion: Diffusing potential family disagreements, avoiding financial disputes and creating harmony**

How to manage family relationships within a wealthy family? Discussing some case studies:
 Case Study 1: A patriarchal authoritative position - Examples how ruling from the top can create disharmony and discontent
 Case Study 2: A participative position - Involving minor children in decision-making about certain family topics: e.g. charity giving, the future of the family holiday home, minor investments in start-up businesses etc.
 Case Study 3: Avoiding any disagreements by sharing assets - Starting the next generation with a level playing field and without assumptions that they will co-operate financially

Dominik von Eynern, Family Member; Partner, **Blu Family Office**
Dr. Ronit Meshie Mai Lami, PhD, Individual & Family Wealth Psychology Across Generations
Moderator: Richard Joynt, Executive Director, **Ocorian**

16:40 **The Wonders Of The Emotional Side Of Money And Wealth**

- Individuals within families becoming contributing leaders
 - Operating in a safe space with each other
 - Developing a model which holds the individual, the relationships with each other
 - Setting guiding principles by the family for the family
- Francesco Lombardo**, Managing Director, **Veritage**

17:15 **Magic by David Jarre** - www.davidjarre.com

17:40 **Drinks Reception** sponsored by **National Geographic Expeditions**

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Second Day - Morning of 3rd October 2018, Ballroom:

08.30 Crush Hall (access via main entrance): **Registration and Reception with breakfast refreshments**

09.20 Family Office Forum opening address by the organisers Katja Mülheim and Tobias Prestel

Governance And Operations Insights

09.30 **What you can learn from the Difference of European vs. US Family Business Performance**

- Insights: What differentiates the way US family businesses are run and managed vs the European ones
- How do Family Businesses compare to public companies where there is not a family in control of the companies
- What lessons can we learn?

Stefano Natella, Head of Research, **Guggenheim Partners Securities**

10.00 **The case for a Family Insurance entity – the ‘captive’ concept in a Private Wealth management context**

- Case studies from wealthy families
- Traditional insurance, self insurance and hybrid models
- Access to re-insurance markets
- Bespoke policy wording and other benefits

Paul Pybus, Managing Director, **Adjure Global**

10.30 Networking and Refreshments - **Meet other Family Offices, Principals and experts**

11:00 **Co-Investments between Families - A Conversation of Those Concerned**
Challenges and Opportunities of Family Co-Investments: A look into Advantages and Disadvantages, plus Practical Implications, Good and Bad

Dr. Stephan Knobloch, Principal, SFO
Dr. Maurizio Totta, Principal, SFO
Moderator: Matthew C. Le Merle, Managing Partner, **Fifth Era & Keiretsu Capital**

11:30 **“Better safe than sorry”: Assuring secure, discreet and trustworthy lifestyle & travel management**
Combining state of the art technology with highly trained and experienced former military personnel

- Managing risk management and discreet tasks
- Having close protection in every day life and special situations
- The need for a property review and residential security
- Achieving technical and cyber security

Lord Charlie Bowmont, Founder, **Capstar**; Family Member, **Duke of Roxburghe and Westminster Estate**

12:00 Lunch and networking in the Ballroom Foyer - **Meet other Family Offices, Principals and experts**

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Second Day - Afternoon of 3rd October 2018, Ballroom:

Combining Returns With Doing Good

13:30 **Investor Perspective : Climate Change and its Impact on Agriculture & the Food Supply Chain – Examples from Africa**
Lessons learned (and shared in this Session!) working with impact businesses along the entire supply chain whereby trying to find systemic solutions addressing risks and funding needs

Christina Ulardic, Investor; Head Market Development Africa, **Swiss Re Corporate Solutions**
Organiser’s note: This presentation is pure intelligence and zero sales, as Swiss Re Corporate does not work with Family Offices and Private Investors

14:00 **Environmental Capitalism - profitably driving game changing Sustainability in Agriculture**
Jason takes us on a tour of these and other of his businesses that solve waste and food challenges . He describes himself as an Environmental Capitalist and was awarded the UN Innovation Prize for Africa in 2013.

Jason Drew, Impact Investor; Founder and CEO, **AgriProtein**

14:30 **Driving Conservation Ecology through Business Development: A case study (Eco Estrela, Brazil)**
The preservation and management of biodiversity and natural resources –Profitable (!) ways to conserve species, habitats, landscapes, and ecosystems as quickly, as efficiently, and as economically as possible

Dariusz Bak, General Manager, **Gremi International SARL**

15:00 Networking and Refreshments - **Meet other Family Offices, Principals and experts**

15:50 **Water as Challenge and Opportunity: Desalination as Impact Investment with Returns through Agriculture**
The sustainability initiative from a company that focuses on the sustainable supply chain which becomes more important with growing consumption in the poor countries

Martin Schoeller, Co-Chairman, **Schoeller Group** and
Dipl.-Ing. Ali Al-Hakim, CEO, **Boreal Light**

16:10 **Profitability Without Harming Our Planet: Learn From The Kering Story**

- How impact investing changes from something exotic, to standard
- Metrics in sustainability within a business and its operations and supply chain
- Sourcing luxury goods and its challenges in the face of climate change
- How private equity and conscious investing can stop climate change

Michael Beutler, Sustainable Operations Director, **Kering**

16:40 **Panel Discussion: Impact Investments Quo Vadis – Views on Best Practice and Practical Approaches as Family or Family Office Investor**

Tessy de Luxembourg and Nassau
Jason Drew, Impact Investor; Founder and CEO, **AgriProtein**
Martin Schoeller, Co-Chairman, **Schoeller Group**

17:30 **Chairman’s remarks and end of the Family Office Forum, London 2018**

First Day - 2nd October 2018

CIO roundtables in the Crystal Suite

An exchange of opinions, views and experiences made. Hear from experts and learn from peers.

These roundtables are held parallel to the plenary room's various insightful sessions and will allow attendees to join in-depth discussions around specific investment-related topics.

09:30 Yachting in all Facettes - Insights for all having or considering a Yacht

From Renting to Buying, from Administration to Maintenance and Operations - what you should know

Martin Baum, Pantaenius Yacht Insurance

Michael Breman, Lürssen Werft GmbH & Co. KG

Toby McLauren, Ocean Independence AG

Moderator: Derek Munro, Yacht Consultancy Ltd

11:20 How to manage the risk of divorce in a Family Office

- Informed consensual estate planning: What does it mean? Why is it important? How could it go wrong? Example Pre- and post-nuptial agreements: Are they effective? When are they appropriate? What if a family member won't sign?
- When divorce triggers unexpected tax issues: What are the worst case scenarios? How can they be avoided?
- Reputational risk to the family: How can a Family Office minimise press intrusion and maximise privacy?
- Role-playing divorce as a "fire-alarm" moment: Why is it a good idea? What is best practice? How would a Family Office go about it?

Clare Archer, Partner and Head of Private Client, Penningtons Manches LLP

Simon Blain, Private Wealth Group Partner, Family Department, Pennington Manches LLP

14:00 "Just how hard is it to invest in the right Tech?"

In this roundtable discussion we will consider what the barriers are and experiences to overcome them, such as: Whether to invest early or later? Risk versus reward. How to mitigate risks.

Moderator: Konstantin Sidorov, Partner, The London Technology Club

16:00 CryptoAssets As A Liquid Tool

A discussion: Buying and selling Bitcoin, Ether and about 30 other Cryptoassets 24 hours a day, seven days a week – does it make sense?

Lucas Friss, Head of Business Development, London, Cumberland, a DRW Company

James Radecki, Global Head of Business Development, Cumberland, a DRW Company

17:00 Private Equity in Frontier and Emerging Markets (Direct or through Funds)

Challenges and Opportunities for Family Office Investors – Traps to Avoid, Lessons learned, Best Practise and Views on Current Developments

Moderator: Dirk de Vlaam, Senior Vice President, Sarona Asset Management

Second Day - 3rd October 2018

CIO roundtables in the Crystal Suite

An exchange of opinions, views and experiences made. Hear from experts and learn from peers.

These roundtables are held parallel to the plenary room's various insightful sessions and will allow attendees to join in-depth discussions around specific investment-related topics.

10:00 Structural Trends are more important than Economic Cycles

- Why macro indicators are not helpful for equity investors
- How disruptive innovations could affect your portfolio
- 2025 - Who are potential winners?
- How to benefit from structural growth trends within a multi asset solution

Moderator: Jan-Christoph Herbst, Absolute Return Team, MainFirst

11:00 Tax opportunities for UK property investors

An overview of valuable tax reliefs for family offices holding UK residential and commercial property: Despite the new tax laws aimed at property investors, there are still many ways to achieve tax savings

Craig Kemsley, Partner, Head of Tax and Legacy, Calibrate Law

14:00 UK Real Estate as an Asset Class within a Family Office Portfolio

- Insight into the current economic challenges within the UK economy - Ruth Lea
- Investment characteristics of Real Estate through economic cycles of growth and volatility - Chris Horler
- Beyond Strategy - The pressure and emotional stress of wealth preservation - Ross Mitchell

These three brief introductory speeches (15 minutes in total maximum) are followed by an interactive dialogue between all attending, on experience, concerns, advice or questions about the core topic of investing in UK real estate

Moderators:

Chris Horler, Director, Head of Real Estate, Arbuthnot Latham

Ross Mitchell, Director, Head of International Private Banking, Arbuthnot Latham

Ruth Lea, CBE, Economic Adviser, Arbuthnot Banking Group

16:00 Hedge Funds as a Family Office Investor

- Hedge Funds: Why?
- How to source hedge funds and Due Diligence
- Seeding of hedge funds
- What is the right time to get in and when to get out of a hedge fund

Moderator: Matthias Knab, Director, Opalesque

Background of Participants

More Family Offices on stage than service providers. More Family Offices in the audience than service providers. For further information on the composition of our audience please see: www.prestelandpartner.com

The high quality and relevance of our delegates is ensured because of

1. Our in-depth research and individual contacts
2. The personal and individual invitations to the Family Office Forum

Free participation is exclusive to Family Offices. Only genuinely relevant partners of Family Offices will be able to purchase a delegate pass. In addition the number of delegate passes is strictly limited. This ensures that the participating Family Offices enjoy a meeting among peers.

*Our definition of a Family Office; minimum £150m in assets and serves one or a few families (not a solution provider to 3rd parties). Those doing both (family investor and solution provider to FOs) are welcome to join us at 50% of the standard fee.

Who is a Partner

Partners are industry leaders in their respective fields and work with or for Single and Multi Family Offices. The Family Office Forum is not a sales show: partners do not present financial products but assist Family Office with optimization. **If you want to become a sponsor please contact office@prestelandpartner.com**

Partners



Family Office Forum

Register Now



Zurich, 13-14th November 2018

160+ International Family Offices and UHNWI from all over the globe are expected to join in November.



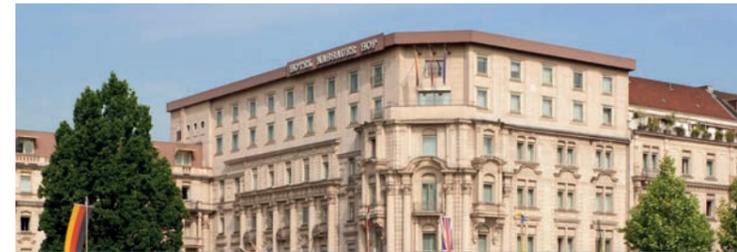
Dubai, 5-6th February 2019

The MENA Family Office Forum for 100+ Principals and genuine *Family Offices with a clear minority of service providers.



Singapore, 5-6th March 2019

100+ Asia-based Family Offices and UHNWI are expected, as per our unique definition below.



Wiesbaden, 9-10th April 2019

Join us when 160+ genuine* German speaking Family Offices meet.



Paris, 14-15th May 2019

Meet 100+ Francophone Family Offices and UHNWI.



San Francisco, 11th -12th September 2019

100+ North American UHNWI and Family Offices meet.

Family Offices and UHNWI's enjoy free entry!

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Do you work with Family Offices? The Family Office Forum is not a sales show and places for service providers are strictly limited! To register please visit www.prestelandpartner.com

Your Registration:

Online at: www.prestelandpartner.com under tab "Become a Delegate" or send an email to: office@prestelandpartner.com

By phone: Please dial +44(0) 20 339 71390

Family Office Forum

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Reserve your place at the Family Office Forum London

2nd-3rd October 2018, The Dorchester

Register Now

Free Admission for Family Offices

Are you a wealth owner, family principal or a C-suite executive of a genuine* Family Office?

You have the privilege of free admission. Please contact: tobias.prestel@prestelandpartner.com

For commercial multi-family offices, advisors we offer a limited amount of tickets, please book yours: ticket@prestelandpartner.com

For any sponsorship opportunities, please contact: office@prestelandpartner.com

	From August 10th, 2018	Number
Both Days: 2nd and 3rd October, 2018	£3090 + VAT	
One Day Only: 2nd or 3rd October, 2018	£2590 + VAT	
	Total	

Registration fee includes refreshments, coffee breaks, snacks, buffet lunch, drinks and conference documentation. Accommodation and travel is not included. VAT subject to government change.

Your contact details

Delegate name: _____

Title: _____

Company: _____

Address: _____

Country: _____

Telephone: _____

Email: _____

Permission granted by (name and signature): _____

How to register

In writing: Post us this form, or fax it to +44 (0) 20 3397139 1

Online: www.prestelandpartner.com in the section "Become a Delegate" or email office@prestelandpartner.com

By phone: +44 (0) 20 339 7139 0

Payment Details

Bank transfer: Prestel and Partner Ltd
 Account: 46223368, Sort code 30-99-93,
 BIC LOYD GB21132,
 IBAN GB43 LOYD 3099 9346 2233 68,
 Lloyds TSB Bank

Payments due within 10 days of invoice date, and in advance of the Family Office Forum. For terms and conditions see www.prestelandpartner.com

Privacy

Tick here if you do not wish to receive information from Prestel and Partner Ltd.

Cancellation policy

1. If you are unable to attend your place is transferable.
2. Invoiced amounts are due in full. Prestel and Partner will not issue refunds.
3. If you register but can not attend Prestel and Partner will provide you with conference documentation.
4. Prestel and Partner reserves the right to amend the conference programme and schedule without notice.
5. Prestel and Partner is not responsible for any costs occurring due to any changes or cancellations.

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