Prestel & Partner

Family Office Forum

Singapore Edition, 5-6 March 2019, The Fullerton Hotel

> Incredibly exciting to exchange views with other Family Offices on various investment options at such a high level...
>
> Michael Prinz zu Salm-Salm

> Prestel and Partner did a great job fostering collaboration around shared interest and respect.
>
> Josh Cohen,
> Single Family Office

> Very stimulating and encouraging!
>
> Viscount Chris Portman,
> Principal, Portman Estate

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

Join us when APAC and international Family Offices meet and benefit from substantially more wealth owners being present than providers

- Benefit from a bespoke and curated programme with considerable time dedicated to in-depth discussions, knowledge and experience sharing and learning opportunities and Q&As
- Meet prominent speakers and have inspiring conversations covering diverse perspectives
- Topics for families by families - meet peers to exchange views on best practice with key takeaways in the most salient family office and investment areas of interest
- High family office and investor ratio - network with Family Offices and UHNWIs
- We provide full privacy for you, you choose with whom you engage, and we never give out your data – we don't even share the attendee list

Register: Principals or Family Offices have free admission*, solution providers simply register at office@prestelandpartner.com

* Our definition of a genuine Family Office demands a minimum of $150 million and working for one or a few (not a solution provider to many 3rd parties).

Free Entry for genuine* Family Offices and UHNWIs

Partners

Allianz Global Investors · pwc · AXA Investment Managers · BLOCKWALL · WEALTH-X · SECTORAL ASSET MANAGEMENT · Pafília · trendlines medical · agtech · labs · MAPLES GROUP

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

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Join our **Singapore 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 Singapore Family Office Forum, 5th-6th March, 2019 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

Family Office Forum

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Your advantage

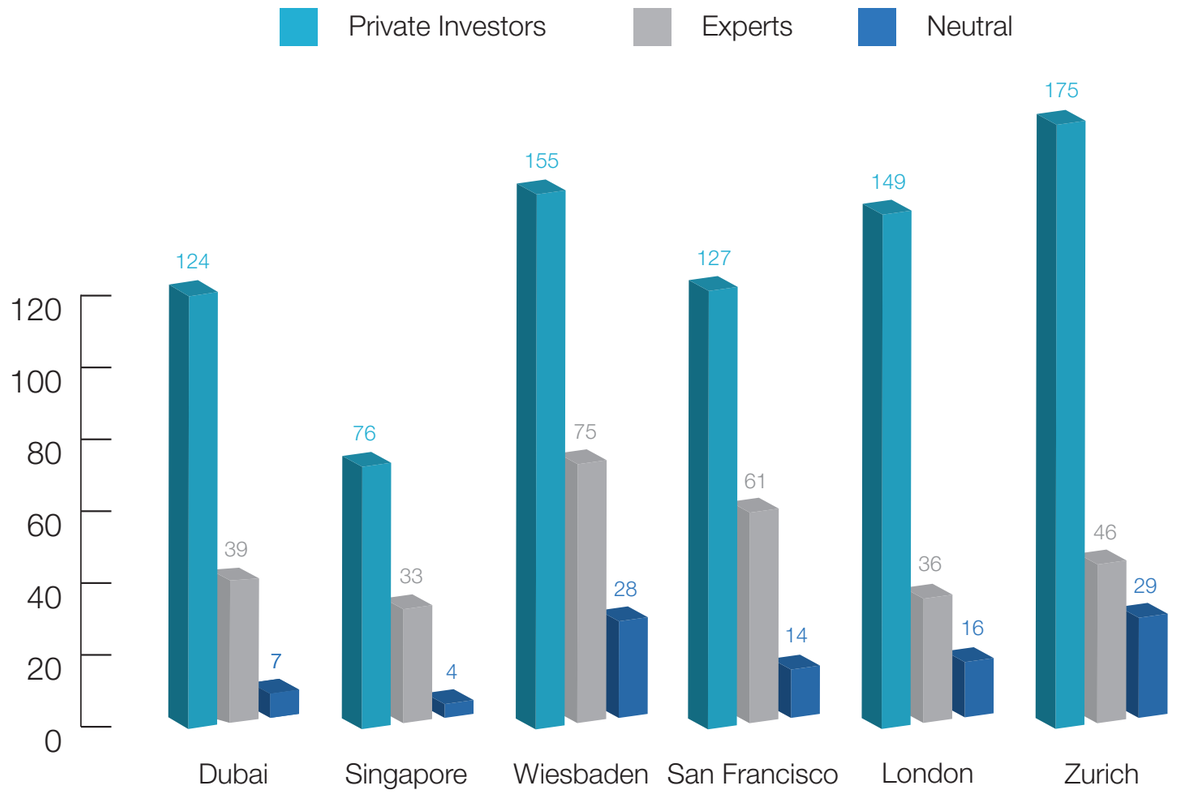
The audience: Our event is exclusively dedicated for Single Family Offices, Principals and Private Multi Family Offices who do not offer services or products but come to network and learn. At our event all other Family Offices and Experts who act as advisors or consultants or who offer products and/or 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 Family Offices, UHNWIs from the APAC region and all around the world.

The content: Bespoke and curated programme 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

Singapore Edition, 5-6 March 2019, The Fullerton Hotel

Prestel & Partner

Ballroom Programme:

First Day - Morning of March 5th 2019

08:45 **Registration and Networking**

09:20 **Welcoming Address by Prestel & Partner**

How to Create Opportunities in a Changing World

09:30 **Keynote Address: How Family Offices Can Solve the World's Challenges**
Doing good is good for business
Gustav A. Eriksson, Stena Family Office

10:00 **Enabling Change: Opportunities in Healthcare and Agri-Food**
- Latest trends in healthcare and agri-food that will shape the industry and what the opportunities are for investors in these sectors
- Why invest in healthcare and agri-food services including technology, and why it's relevant not only globally but more so regional Asia
- Explore also the legal challenges and implications behind these opportunities

Sarai Kemp, VP Business Development, **Trendlines Agtech**
Christopher Aw, Managing Director, **two3six**

10:45 **Investments in Ecological Design & BioTech Projects**
Explore the latest trends in agriculture, halohytes and salt tolerant plants
Hazel Henderson, Global Futurist, Author, Fellow of The World Academy of Art and Science; Club of Rome

11:00 **Networking Morning Coffee and Refreshments**

11:30 **Private Debt Investing: Benefiting from Higher, Recurring, Dependable Cash Yields in a Low Return World**
- What is Private Debt investing and why is it attractive for Family Office investors?
- Why does Private Debt make sense for investors relative to other asset classes?
- What kind of recurring cash yields and total returns can be achieved, in what timeframe?
- How can Family Office investors access Private Debt investing opportunities?

Jason Green, Head of Institutional Business South East Asia, **Allianz Global Investors**

12:00 **Opportunities and Trends in Asia's infrastructure- Harnessing families' impact for Asia from Asia**
- Why are global funds increasingly active in emerging Asia's infrastructure
- Urbanization and digitalization is shaping infrastructure
- Economical energy storage technologies will disrupt transmission grids and support renewables integration
- A continuum of financing needed: Investment opportunities and ways to participate

Tan Keng Hwee Seth, Executive Director, **Infrastructure Asia**

12:30 **Networking Lunch**

Conference Programme Day 1

Family Office Forum

Singapore Edition, 5-6 March 2019, The Fullerton Hotel

Prestel & Partner

Ballroom Programme:

First Day - Afternoon of March 5th 2019

Leadership and Succession

13:30 **Why Purpose Driven Careers Will Become The Norm**
Receive insights on why and how the next generation is looking for more purpose and impact at work
Petra Freddi, Director of Asia, **Milken Institute**
Sann Carrière, Founder, **So Now Asia**
Moderator: Vikas Garg, Founder, **A Billion Veg**

14:15 **Next Generation: Ideas around Sustainability in the Family Business**
Ethan Koh, Entrepreneur**, 4th Generation Member**
Rebecca Eu, Founder, **Mei's Own**
Moderator: Rebekah Lin, 3rd Generation Member

Making Money While Doing Good

15:00 **Impact Investments, Quo Vaditis – Views on Best Practices and Practical Approaches**
- Measuring impact and expected returns in different regions
- Controlling projects and receiving insights on their true impact
- Tackling a challenge: Impact still means different things to different investors

Charles-Antoine Janssen, Co-Founder and Managing Partner, **Kois;** Board Member, **UCB**

15:30 **Networking Afternoon Coffee and Refreshments**

16:00 **Keynote Address: Profitable Returns Through Sustainable Farming**
- Elevating the poorest farmers' incomes through contract farming
- Using innovation to create high returns
- Creating tomorrow's food for profit today

Arvind Narula, Chairman & Founder, **Urmatt Group**

16:30 **Experiences of an Impact Investor: Sustainable Forestry in South America**
- Impact Investments in Sustainable Forestry
- Beating myths about impact investments in Emerging Markets
- High-added-value forestry, as an alternative to land destruction
- Case study: attractive ecological, social, and financial returns

Dr. Maurizio Totta, Entrepreneur & Investor

17:00 **ESG and Responsible Investing - A Panel Discussion**
A general overview on ESG and responsible investing, and what's on the horizon for family offices and private investors looking into ESG and responsible investing; how we can incorporate ESG considerations into an investment approach and does investing sustainably compromise returns? Along with a few specifics in sustainable agro and forest investing Opportunities, trends on social impact, and returns
Anubhuti Gupta, Head of Portfolio Management and Director for Asia, Rosenberg Equities, **AXA Investment Managers**
Matthew McGarvey, Co-Founder, **Xylem Capital**
Arvind Narula, Chairman & Founder, **Urmatt Group**
Moderator: Dr. Maurizio Totta, Entrepreneur & Investor

17:45 **Networking Drinks Reception in the Post Bar**
Cocktail Address by
Jérôme Georges Pfund, Chief Executive Office, **Sectoral Asset Management Inc.**

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Ballroom Programme:

Second Day - Morning of March 6th 2019

08:30 **Registration and Networking**

09:00 **Welcoming Address by Prestel & Partner**

09:10 **Morning Keynote: Strengthening UK/Asia Relations in an Uncertain World: the Opportunities for Asian Family Offices and Investors**
- The current environment (including Brexit, UK and Singapore Partnership for the Future)
- How the UK is faring as an investment destination amid Brexit
- Where the opportunities lie for Asian Family offices and investors

Andrew Scott Norman Wightman CMG**, British High Commissioner to Singapore**

Governance and Operation Insights

09:30 **Investor Asset Allocation, Performance and Risk**
- A review of a survey conducted by the Maples Group to show average asset allocation, performance and risk across a wide range of institutional investors
- Operational and technological requirements to monitor asset allocation, performance and risk
- Family Office case study for asset allocation, performance and risk monitoring

Mark Weir, Regional Head of Fund Services - Americas, **Maples Group**

10:00 **Family Office Structures - Tax Considerations**
- Tax landscape and impact to family holding structures
- Why families consider Singapore when setting up family office?
- Singapore tax and overview of tax incentives in Singapore
- Case study

Anuj Kagalwala, Partner, **PwC**

10:20 **Family Office Trends & Regulation – A Singapore Perspective**
Kelly Teo, Deputy Director and Head, Banking Development Division, **MAS**
Dino Tan, Director, Family Businesses and International Organisation Programme Office, **EDB**
Moderator: Anuj Kagalwala, Partner, **PwC**

11:00 **Networking Morning Coffee and Refreshments**

11:30 **Best Practices in Setting Up a Family Office**
- As a major family business, do I need a family office? How do I establish mine?
- Transition from an "Embedded Family Office" or an investment arm to a Single Family Office
- Do I create my own Single Family Office, or do I join up with other families in a Multi Family Office
- Maintaining a flexible approach and creating a family office for the right reasons

David Werdiger, Entrepreneur

12:00 **Insights on Chinese Single Family Offices**
Findings and key highlights from a recent study on twenty major Chinese Single Family Offices
Dr. Gao Hao (Tony), Director, **Global Family Business Research Center, Tsinghua University**

12:30 **Understanding Family Investments**
- What do business families look for when they invest?
- How do business families assess performance?
- What constitutes a good investment partner for family offices and family firms?

Joel Lou, Co-Founder and Operating Partner, **BCV**
Lam Shumei, Principal, Azul World and Founder, **PEAL**
Dr. Lee Oi Kum, Founder, **Houde Foundation**
Moderator: Professor Annie Koh, Singapore Management University

13:00 **Networking Lunch**

Conference Programme Day 2

Family Office Forum

Singapore Edition, 5-6 March 2019, The Fullerton Hotel

Ballroom Programme:

Second Day - Afternoon of March 6th 2019

Our Sustainable Future As Your Opportunity

14:00 **AI - Friend or Foe?**
More and more technology companies and investment opportunities have an angle where new technologies such artificial intelligence (AI) or the Internet of Things (IoT) play an increasingly important role in terms of IP, valuation and successful long-term execution of business plans and sustainability. In this session we will explore different aspects of AI and its impacts on our mission, values, portfolio companies and society as a whole.
Rob Garrett, Entrepreneur and Investor, Managing Partner at Hezar Ventures
Goh Yiping, Partner, Quest Ventures
Shiyan Goh, Managing Director, Hustle Fund, Investor to multiple Tech Companies
Moderator: Toby Ruckert, Founder and CEO, **UIB.ai**

14:30 **Embracing Cyber Risk Management for Family Office Longevity – Key Findings from a White Paper**
Eugene Cheong, Managing Director, **Delta Insurance Singapore**

15:00 **"We Come to Each Stage of Our Lives as an Innocent". La Rochefoucauld**
Contrarian insights from a business consigliere to UHNWs and Family Offices on making new old friends for deal making in Asia; why lawyers can be the problem not the solution and how to learn from the lessons of others
Rupert Boswall, Chairman **RPC** Singapore, Hong Kong, and London

15:30 **Networking Afternoon Coffee and Refreshments**

16:00 **The Power of Change from Within**
Braille without borders - the advantages of being blind
Paul Kronenberg, Founder, **Kantharis**

16:30 **Keynote Address: Happy, Healthy and Wealthy Beyond 100**
Dr. M (Bhupendra Kumar Modi)

17:00 **Closing Remarks from Prestel & Partner**

17:05 **End of Family Office Forum Singapore 2019**

Round Table Room Programme:

Niche Investment Deep-Dives Include Interactive Discussions on:

Day 1 - Tuesday 5th March 2019

10:00 - 11:00 am

- **Blockchain - a New Asset Class or Hype?**

  Laurenz Apiarius, Managing Partner, **Blockwall Management GmbH**

Day 2 - Wednesday 6th March 2019

11:30 am - 12:30 pm

- **Private Debt Investing: Know-How and Sharing**

  • Private Debt offers Family Office investors attractive recurring cash yields and total returns in reasonable timeframes, but how best to take advantage? A moderated discussion in which hands-on know-how and practical learnings will be shared.

  Sumit Bhandari, Lead Portfolio Manager Asia Private Credit, **Allianz Global Investors**
  Jason Green, Head of Institutional Business South East Asia, **Allianz Global Investors**

2:00 - 3:00 pm

- **Hedge Fund Roundtable**

  Matthias Knab, Owner, **Opalesque**

4:00 - 5:00 pm

- **Impact Investing Roundtable: Going Direct**

  A discussion on how to achieve both profit and positive impact through direct investments.

  Dr. Maurizio Totta, Entrepreneur, Investor

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The Prestel and Partner Promise

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**

Free participation is exclusive to Family Offices and 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 genuine Family Office demands a minimum of $150 million and working for one or a few (= not a solution provider to many 3rd parties).**

If you want to become a partner please contact office@prestelandpartner.com

Partners

Allianz Global Investors · pwc · AXA Investment Managers · BLOCKWALL · WEALTH-X · SECTORAL ASSET MANAGEMENT · Pafília · trendlines medical • agtech • labs · MAPLES GROUP

Media Partners

Ethical Markets · OPALESQUE · funds global ASIA · COINTELEGRAPH The Future of Money

Notes

Family Office Forum
Singapore Edition, 5-6 March 2019, The Fullerton Hotel

Secure your place at the Family Office Forum Singapore

5-6 March 2019, The Fullerton Hotel

Register Now

	Until 30th January 2019	From 31st January 2019	Number
Both Days: 5th and 6th of March 2019	$2690 + VAT Save $200	$2890 + VAT	
One Day Only: 5th or 6th of March 2019	$2190 + VAT Save $200	$2390 + VAT	
Prices in USD		**Total**	

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

Free Admission for Family Offices

Are you a genuine* Family Office? You have the privilege of free admission.
Please contact tobias.prestel@prestelandpartner.com

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

* P&P 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.

Privacy

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

Cancellation policy

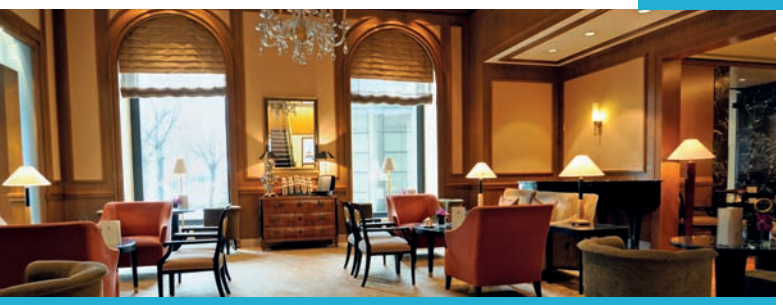
1. If you are unable to attend your place is transferable.
2. Invoiced amounts are due in full. Prestel and Partner will not issue refunds.
3. If you register but can not attend Prestel and Partner will provide you with conference documentation.
4. Prestel and Partner reserves the right to amend the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

Registration

Prestel & Partner

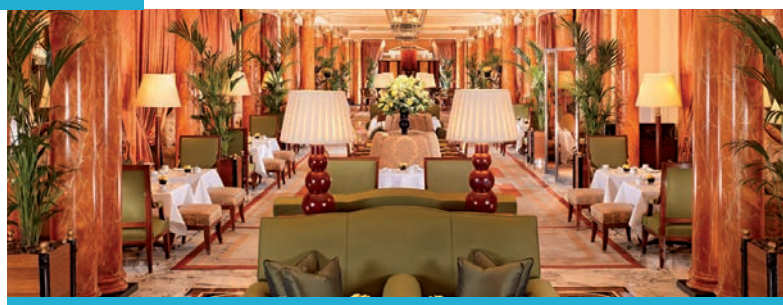
Upcoming Editions Of Our Family Office Collection

Register Now



Wiesbaden, 9-10th April 2019

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



London, 25-26th September 2019

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

New York, 15-16th October 2019

100+ North American UHNWI and Family Offices meet.

Zurich, 12-13th November 2019

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

Dubai, March 2020

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

Singapore, May 2020

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

Family Offices and UHNWI's enjoy free entry!

*Our definition of a Family Office is a minimum of $150m in assets from only one or few families / wealth owners, and the Family Office is working for these families (not as a solution provider to many 3rd parties). Please contact office@prestelandpartner.com

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

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