



# THE FUTURE IS

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# ALFI

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**The Association of the Luxembourg Fund Industry (ALFI)**, the representative body for the Luxembourg investment fund community, was founded in 1988.

Today it represents more than 1,300 Luxembourg-domiciled investment funds, asset management companies and a wide variety of service providers including depository banks, fund administrators, transfer agents, distributors, law firms, consultants, tax advisers, auditors and accountants, specialist IT providers and communications agencies.

Luxembourg is the largest fund domicile in Europe and its investment fund industry is a worldwide leader in cross-border fund distribution. Luxembourg-domiciled investment structures are distributed in more than 70 countries around the globe, with a particular focus on Europe, Asia, Latin America and the Middle East.

ALFI defines its mission as to **“Lead industry efforts to make Luxembourg the most attractive international centre”**.

Its main objectives are to:

- **Help members capitalise on industry trends**

ALFI’s many technical committees and working groups constantly review and analyse developments worldwide, as well as legal and regulatory changes in Luxembourg, the EU and beyond, to identify threats and opportunities for the Luxembourg fund industry.

- **Shape regulation**

An up-to-date, innovative legal and fiscal environment is critical to defend and improve Luxembourg’s competitive position as a centre for the domiciliation, administration and distribution of investment funds. Strong relationships with regulatory authorities,

the government and the legislative body enable ALFI to make an effective contribution to decision-making through relevant input for changes to the regulatory framework, implementation of European directives and regulation of new products or services.

- **Foster dedication to professional standards, integrity and quality**

Investor trust is essential for success in collective investment services and ALFI thus does all it can to promote high professional standards, quality products and services, and integrity. Action in this area includes organizing training at all levels, defining codes of conduct, transparency and good corporate governance, and supporting initiatives to combat money laundering.

- **Promote the Luxembourg investment fund industry**

ALFI actively promotes the Luxembourg investment fund industry, its products and its services. It represents the sector in financial and economic missions organised by the Luxembourg government around the world and takes an active part in meetings of the global fund industry.

ALFI is an active member of the European Fund and Asset Management Association, of the European Federation for Retirement, of the International Investment Funds Association and of the Global Impact Investing Network.

For more information, visit our website at [www.alfi.lu](http://www.alfi.lu) and follow ALFI on



Please visit [www.alfi.lu](http://www.alfi.lu) for the latest version of the programme

## programme day 1 - tuesday, 25th november 2014 a.m.

08.15 – 09.00	<i>Registration &amp; breakfast</i>
09.00 – 09.10	Welcome & introduction Marc Saluzzi, Chairman, Association of the Luxembourg Fund Industry (ALFI), Luxembourg
09.10 – 09.15	Chairperson's introduction Steven Libby, Partner, Asset Management Leader, PwC, Luxembourg
09.15 – 09.35	An exciting time for Private Equity investments in Europe John Holloway, Director, Equity Investments, European Investment Fund, Luxembourg
09.35 – 10.05	Shaping the future of alternative investment funds Jean Guill, Director General, Commission de Surveillance du Secteur Financier Luxembourg Interviewed by: Claude Niedner, Partner, Arendt & Medernach, Luxembourg
10.05 – 10.35	<i>Refreshment break and visit of the exhibition area</i>
10.35 – 11.05	Domiciles of alternative investment funds - developments and trends Stefan Jaecklin, Partner Wealth and Asset Management, Oliver Wyman, Zurich
11.05 – 11.55	The attractiveness of alternative investments through Luxembourg Moderator: Pierre Weimerskirch, Managing Partner, Luxembourg Investment Solutions S.A., Luxembourg Panelists: - Ingo Bofinger, Head of Real Estate Gothaer Asset Management AG, Cologne - Erik Lundkvist, Portfolio Manager, Coeli Asset Management, Stockholm - Dr Georg Wunderlin, Chief Operating Officer, Auda International LP, New York - Anthony Shayle, Managing Director, Head of Global Real Estate UK Debt, UBS Global Asset Management (UK) Ltd
11.55 – 12.00	Chairperson's wrap up
12.00 – 14.00	<i>Lunch hosted by EY</i>

## programme day 1 p.m. - REAL ESTATE Workshop

14.00 – 14.15	<p>Chairperson's introduction</p> <p>Keith Burman, Chairman of the ALFI Real Estate sub-committee, Partner, ManagementPlus, Luxembourg</p>
14.15 – 14.35	<p>ALFI Real Estate Funds Survey 2014</p> <p>Johan Terblanche, Partner, Dechert LLP, Luxembourg</p>
14.35 – 14.55	<p>Spotlight on the Real Estate markets: trends and what lies ahead</p> <p>Sam Martin, Head of Research &amp; Strategy, AEW, London</p>
14.55 – 15.45	<p>2014: an exciting year for Real Estate investment?</p> <p>Moderator: Stéphane Haot, Group Chief Commercial Officer, SGG Group, Luxembourg</p> <p>Panelists: - Rodrigo Delcourt, Partner, Linklaters LLP, Luxembourg          - Volker Kraft, Managing Partner, ECE Real Estate Partners GmbH, Hamburg          - Justin O'Connor, CEO, Cordea Savills, London          - Michel Van Geyte, COO, Leaseinvest, Antwerp</p>
15.45 – 16.15	<p><i>Refreshment break and visit of the exhibition area</i></p>
16.15 – 16.40	<p>The balancing act of emerging corporate governance considerations and investors' expectations</p> <p>Jeff Rupp, Director of Public Affairs, INREV, Brussels</p> <p>Interviewed by: Lize Griffiths, Partner, Deloitte, Luxembourg</p>
16.40 – 17.30	<p>Managing real estate funds: a challenging assignment in a changing world</p> <p>Moderator: Catherine Martougin, Partner, Arendt &amp; Medernach, Luxembourg</p> <p>Panelists: - Godfrey Abel, Independent Director, Luxembourg          - Alexandre Dumont, CEO, BIL Manage Invest, Luxembourg          - Dominique Moerenhout, CEO, BNP Paribas Real Estate Investment Management Luxembourg S.A.</p>
17.30 – 17.35	<p>Closing remarks</p>
17.35	<p><i>Wine-tasting hosted by Brown Brothers Harriman and Credit Suisse</i></p>

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## programme day 1 p.m. - PRIVATE EQUITY Workshop

14.00 – 14.05	<p><b>Chairperson's introduction</b></p> <p>Jérôme Wittamer, Chairman, Luxembourg Private Equity &amp; Venture Capital Association and Managing Partner, Genii Investment Management S.A., Luxembourg</p>
14.05 – 14.25	<p><b>The latest market trends in the European Private Equity Industry</b></p> <p>Nathalie Faure Beaulieu, Regional Managing Director, European Capital Financial Services, London</p> <p>Interviewed by: Alain Kinsch, Country Managing Partner, EMEIA Private Equity Fund Leader, EY Luxembourg</p>
14.25 – 15.05	<p><b>Infrastructure Investments – an asset class on the rise</b></p> <p>Moderator: Jean-Christian Six, Partner, Allen &amp; Overy, Luxembourg</p> <p>Panelists: - Elisabeth Clark, Director, Infrastructure &amp; Private Equity, UBS Global Asset Management, London</p> <p>- Dominik Bollier, Managing Partner, Credit Suisse Energy Infrastructure Partners A.G., Zurich</p> <p>- Matias Collan, Director, Poleol S.à r.l., Luxembourg</p>
15.05 – 15.45	<p><b>PE- strategic role in a more challenging environment</b></p> <p>Moderator: Nina Tannenbaum, Managing Director-Alternatives, AllianceBernstein, New York</p> <p>Panelists: - Sonia Trocmé-Le Page, Co-Founder &amp; Partner, Global Private Equity, Paris</p> <p>- Marcel Müller-Marbach, Head of Equity Investments, Legal Service, European Investment Fund, Luxembourg</p>
15.45 – 16.15	<i>Refreshment break and visit of the exhibition area</i>
16.15 – 16.55	<p><b>Africa, the rising continent</b></p> <p>Moderator: Bruce McGlogan, Head of Private Equity and Real Estate Fund Services, Maitland, Cape Town</p> <p>Panelists: - Sheila Reindorf, Executive Director, The Bureau S.A., Geneva</p> <p>- Lars Bode, Partner and Director, hbp-legal, Berlin</p> <p>- Mahon Slattery, Managing Director, Terraintegra, Luxembourg</p>
16.55 – 17.35	<p><b>How has VC profoundly transformed the Luxembourg economic landscape?</b></p> <p>Moderator: Jérôme Wittamer, Chairman, Luxembourg Private Equity &amp; Venture Capital Association and Managing Partner, Genii Investment Management S.A., Luxembourg</p> <p>Panelists: - Diego De Biasio, CEO, Technoport S.A., Luxembourg</p> <p>- Thomas Hartwell-Krämer, CEO and Managing Partner, Cross Seed Ventures S.à r.l., Luxembourg</p> <p>- Jean-Yves Hergott, Member, Luxembourg Business Angel Network, Luxembourg</p> <p>- Alexander Rhea, Managing Partner, New Angle Capital, Luxembourg</p>
17.35 – 17.40	<b>Chairperson's wrap up</b>
17.40	<i>Wine-tasting hosted by Brown Brothers Harriman and Credit Suisse</i>

## programme day 1 p.m. - HEDGE FUNDS Workshop

14.00 – 14.05	<p>Chairperson's introduction</p> <p>Paul de Quant, Associate, The Directors' Office, Luxembourg</p>
14.05 – 14.25	<p>Keynote speech</p>
14.25 – 15.05	<p>Will European investors be the driver for reaching a three trillion Euro Hedge Fund Industry?</p> <p>Moderator: Serge Weyland, Head of Financial Institutions, Banque Internationale Luxembourg S.A., Luxembourg</p> <p>Panelists: - Eric Charbonnier, Partner, Alfi Partners, Paris - Renato Guerriero, Global Head of European Client Relations, Candriam - Markus Storr, Head of Hedge Funds, FERI AG, Bad Homburg</p>
15.05 – 15.45	<p>Attractiveness of Luxembourg domicile in the eye of non-European Alternative managers: Myth or Reality?</p> <p>Moderator: Régis Malcourant, Partner, PwC, Luxembourg</p> <p>Panelists: - Tobias A. Ettlín, Vice President , AQR Capital Management (Europe) LLP - Raymond Mouhadeb, U.S. General Counsel, Lombard Odier Asset Management - Jérôme Wigny, Partner, Elvinger, Hoss &amp; Prussen, Luxembourg</p>
15.45 – 16.15	<p><i>Refreshment break and visit of the exhibition area</i></p>
16.15 – 16.50	<p>Activist strategies, myths and realities</p> <p>Jim McNally, Partner, Schulte Roth &amp; Zabel LLP, London</p> <p>Interviewed by: William Jones, Founder &amp; Partner, ManagementPlus, Luxembourg</p>
16.50 – 17.30	<p>The evolving service solutions for your Luxembourg Hedge Fund under AIFMD</p> <p>Moderator: Nicholas Curwen, Country Head, SS&amp;C GlobeOp (Luxembourg) S.à r.l., Luxembourg</p> <p>Panelists: - Stefan Corthouts, Executive Director, J.P. Morgan Bank Luxembourg - Jeffrey Nadal, Head of Business Development, European Fund Administration S.A., Luxembourg - Peter Salvage, Partner, Managing Director and EMEA Head of Alternative Investments, Citi, London</p>
17.30 – 17.35	<p>Chairperson's wrap up</p>
17.35	<p><i>Wine-tasting hosted by Brown Brothers Harriman and Credit Suisse</i></p>

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## programme day 2 - wednesday, 26th november 2014 a.m.

08.15 – 09.00	<i>Registration &amp; breakfast</i>
09.00 – 09.05	<b>Chairperson's introduction</b> <b>Geoffrey Cook</b> , Partner, Brown Brothers Harriman (Luxembourg) S.C.A., Luxembourg
09.05 – 09.35	<b>Disruptions, new business models and opportunities</b> <b>Adam Bates</b> , Head of Creative Thinking, KPMG, London
09.35 – 10.20	<b>Taxing Times for Alternative Funds</b> Moderator: <b>James Bermingham</b> , Partner, Director and General Counsel, Aztec Financial Services (Luxembourg) S.A. Panelists: - <b>Bénédicte Moens Colleau</b> , Partner, Cross-Border Tax, Deloitte Tax & Consulting, Luxembourg - <b>Roger Exwood</b> , Head of Product Tax EMEA, BlackRock Investment Management (UK) Limited, London - <b>Keith O'Donnell</b> , Managing Partner, Atoz, Luxembourg
10.20 – 10.50	<i>Refreshment break and visit of the exhibition area</i>
10.50 – 11.35	<b>Alternative Investment Management Companies – is there an optimal operating model?</b> Moderator: <b>Michael Ferguson</b> , Partner, Asset Manager Leader, EY, Luxembourg Panelists: - <b>Denise Voss</b> , Conducting Officer, Franklin Templeton Investments, Luxembourg - <b>Peter Baxter</b> , Managing Director, M & G Real Estate (Luxembourg) S.A. - <b>Rudolf Kömen</b> , Conducting Officer and Board Member, Credit Suisse Fund Management S.A., Luxembourg - <b>Ken MacRae</b> , Managing Director, Hines Luxembourg S.à r.l.
11.35 – 12.05	<b>Building a successful brand in the Private Equity world</b> <b>Nigel Williams</b> , Chairman, Royalton Partners, Luxembourg Interviewed by: <b>Jacques Elvinger</b> , Partner, Elvinger, Hoss & Prussen, Luxembourg
12.05 – 12.10	<b>Chairperson's wrap up</b>
12.15 – 14.15	<i>Lunch hosted by Societe Generale Securities Services</i>

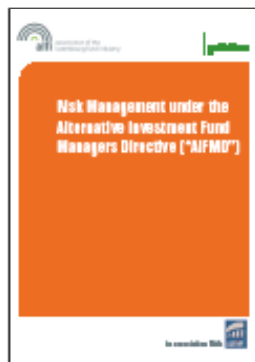
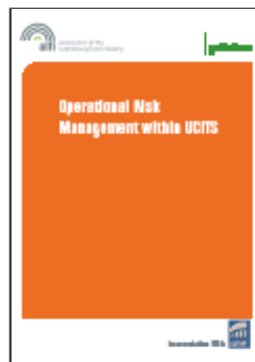
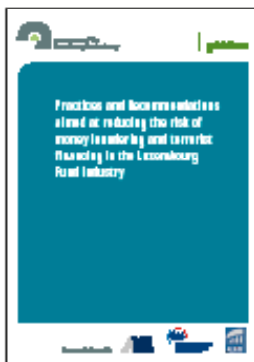
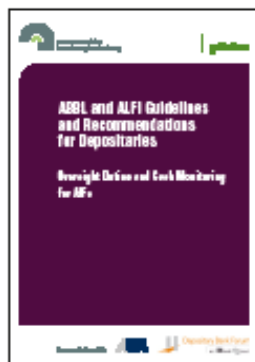
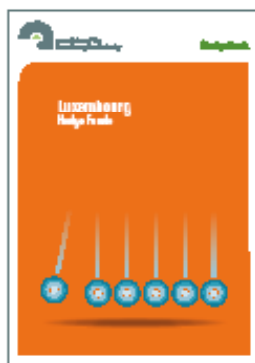


## programme day 2 - wednesday, 26th november 2014 p.m.

14.15 – 14.20	<p><b>Chairperson's introduction</b></p> <p>Brian McMahon, Managing Director Business Development, BNY Mellon Alternative Investment Services, Luxembourg</p>
14.20 – 15.00	<p><b>Is private placement a solution?</b></p> <p>Moderator: <b>Hermann Beythan</b>, Partner, Linklaters LLP, Luxembourg Panelists: - <b>Denise Jud</b>, Executive Director, Head Legal Distribution, Swiss &amp; Global Asset Management Ltd., Zurich - <b>Marcus Mecklenburg</b>, Director Head of Legal, BVI, Frankfurt am Main - <b>Christoph Rohr</b>, Partner, Naegeli &amp; Partners Attorneys at Law Ltd., Zurich</p>
15.00 – 15.30	<p><i>Refreshment break and visit of the exhibition area</i></p>
15.30 – 16.15	<p><b>The depositary brain-twister: comply with AIFMD and keep investors and the AIFM happy</b></p> <p>Moderator: <b>Anne-Sophie Minaldo</b>, Partner, KPMG, Luxembourg Panelists: - <b>Maria Chiapolino</b>, Head of Depositary Services, SGG Group, Luxembourg - <b>Sébastien Danloy</b>, Managing Director, Continental Europe &amp; Offshore Investor &amp; Treasury Services, CEO RBC Investor Services Bank S.A., Luxembourg</p>
16.15 – 16.45	<p><b>The future of Alternatives in the European economies over the coming years</b></p> <p><b>Tilman Lueder</b>, Head of Asset Management Unit, European Commission - DG Internal Market and Services, Brussels</p> <p>Interviewed by: <b>Antoine Kremer</b>, Head of EU ABBL/ALFI Representative Office, Brussels</p>
16.45 – 16.50	<p><i>Closing remarks</i></p>

# alfi brochures & publications

## Brochures and publications



## conference information

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- Venue:** Nouveau Centre de Conférences Kirchberg (NCKK)  
4, Place de l'Europe, L-1499 Luxembourg
- Parking:** Please use the "Place de l'Europe" car park. Taxis and private cars are only allowed to stop for drop off. There are no parking spaces in front of the venue. For a detailed access plan including parking facilities, please refer to our website: [www.alfi.lu](http://www.alfi.lu) (events section)
- Registrations:** Registration is managed by Parthen R&S. For any requests concerning your registration please contact:  
**Parthen R&S - Registration office**  
P.O. Box 25, NL-1180 AA Amstelveen, The Netherlands  
Phone: +31 20 5727301, Fax: +31 20 5727377  
E-mail: [registration@parthen.nl](mailto:registration@parthen.nl)
- Conference fees:** Please refer to the Fees & VAT Legislation information page. **Conference fees** include full access to the booked conference sessions, the exhibition area and lunch for **one delegate** as well as one conference documentation pack. Fees do not include travel or hotel accommodation.
- Group reservations and fees:** Groups (10 registrants from the same company) 10% discount on the final invoiced amount. For booking conditions, please contact the registration office at [registration@parthen.nl](mailto:registration@parthen.nl).
- 50 FREE TICKETS  
for Asset Managers &  
Institutional Investors**
- 
- ALFI is offering 50 free tickets for asset managers and institutional investors who are not based in Luxembourg. Download the application form on the event webpage and send it to [events@alfi.lu](mailto:events@alfi.lu) by 26 September 2014
- Accommodation:** Partner hotels of the conference:
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- For special accommodation rates at our partner hotels, please refer to our website [www.alfi.lu](http://www.alfi.lu) (events section). For other hotels or tourist information you may visit [www.lcto.lu](http://www.lcto.lu).
- Sponsorship & Exhibition:** Please contact [events@alfi.lu](mailto:events@alfi.lu) or visit our website [www.alfi.lu](http://www.alfi.lu).

## registration conditions

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- Your registration is valid for **one delegate only**.
- Confirmation and payment:**
- An email confirmation will be sent upon receipt of registration to the registrant.
  - The invoice will be sent by email to the billing contact as provided at the registration.
  - Conference fees must be paid prior to the event. Full pre-payment or a credit card guarantee is required. See payment options on next page.
- Early Bird Fee:** Is only applicable if your payment is made by **3 October 2014**. After this date, the normal rate applies.
- Conference attendees list:** Registrations received by **12 November 2014** will be included on the printed delegates list given to all attendees.
- Name changes/substitutions:**
- Please send a written notice to the registration office 'Parthen R&S' (*details below*) by **12 November 2014** in order to have the correct name appear on the printed delegates list.
  - **Partial and/or split registrations are not permitted.**
- Cancellations:** Must be made in writing to the registration office 'Parthen R&S'. If the cancellation is received by **12 November 2014**, reimbursement of the registration fee, minus a €50 handling charge will be made. For cancellations received after this date, or if registrants fail to attend, the full cost is due and no refund will be made.
- Late registrations:** Registrations made after **12 November 2014** are welcome (subject to availability) but will not be listed on the printed delegates list. A credit card guarantee is required as the full fee is due upon receipt of your registration number.
- Registration office:** **Parthen R&S**  
P.O. Box 25, NL-1180 AA Amstelveen, The Netherlands  
Phone: +31 20 5727301, Fax: +31 20 5727377  
E-mail: [registration@parthen.nl](mailto:registration@parthen.nl)
- Conference organiser:** **ALFI, Association of the Luxembourg Fund Industry**  
Phone: +352 22 30 26 1  
Fax: +352 22 30 93  
12, rue Erasme - L-1468 Luxembourg  
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Contact: ALFI events team at [events@alfi.lu](mailto:events@alfi.lu)

For access map, programme, hotel and other information, please refer to [www.alfi.lu](http://www.alfi.lu)

## fees

Fees *:	Non-Members		ALFI/CAIA Members***	
	Early bird rate **	Normal rate	Early bird rate **	Normal rate
	€ 1,320	€ 1,540	€ 990	€ 1,210

\* Fees are subject to 3% VAT.

\*\* Early Bird Fee for registration made and paid by **3 October 2014**.

\*\*\* In order to benefit from the member rate, the invoice has to be addressed to the member company.  
NEW: 10% group discount for more than 10 names registered and paid by the same company.  
Please contact registration@parthen.nl

## VAT legislation

VAT applies in accordance with European regulation. Please complete the **VAT Number** section according to one of the following options:

*For companies within the EU:*

1. For registrations from a VAT registered company it is mandatory to provide a **VAT number** (for reporting purposes) in order to process your registration.
2. For registrations from companies that are not VAT registered - please mark 'N/A' in the VAT section/field.

*For companies outside the EU:*

3. For registrations received from all companies outside the EU, it is not mandatory to provide your VAT number, but please mark 'Non EU' in the VAT section/field.

## payment

**Conference fees must be paid prior to the conference.** All payments are to be made in Euro. Please quote name, company and invoice number for each attendee.

### 1) By bank transfer to the following bank account:

ING Bank Luxembourg - 52, Route d'Esch - L- 2965 Luxembourg

Account holder:	Stg. Parthen R&S Derdengelden: Stroombaan 4, 1181 VX Amstelveen, The Netherlands
BIC/Swift Code:	CELLLULL
Account number:	IBAN LU05 0141 1369 1300 0000

**2) By Credit Card:** Please register online and choose the credit card payment option. For registrations by fax who wish to pay by credit card, please contact the registration office «Parthen R&S».

### Invoice address:

An invoice will be e-mailed to the billing contact as indicated at registration. VAT will be applied according to the VAT legislation (details above).

# registration form

PLEASE COMPLETE IN BLOCK CAPITALS

First & Last Name:	r Mr. r Ms
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Company:	
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ZIP-Code, City:	
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<b>E-mail for confirmation (mandatory)</b>	
Phone:	
Fax:	
Remarks:	

Please select one of the following Day 1 afternoon workshops:		
r Hedge Funds	r Private Equity	r Real Estate

Fees/VAT legislation: Please refer to the [previous page](#).

**Important:** In order to benefit from the member rate, the invoice has to be addressed to the member company. *Completing the VAT field is mandatory.* The VAT number provided must be that of the company to be invoiced.

Invoice address:

Company:	
VAT number (mandatory) see previous page	
r <b>ALFI/CAIA members</b> (please check if applicable)	
Street:	
ZIP-Code, City:	
State/Country:	
E-mail for sending invoice:	

I herewith register for the ALFI European Alternative Investment Funds Conference and confirm that I have carefully read and accepted the registration conditions and VAT information set out in this document.

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

Registration by fax: +31 20 57 27 377

Registration by email: [registration@parthen.nl](mailto:registration@parthen.nl)

## alfi events calendar

Month	Organised by ALFI	Worldwide conferences endorsed by ALFI
<b>2014</b>		
<b>December</b>		
1		FundForum Latin America (date & venue tbc)
<b>2015</b>		
<b>March</b>		
24-25	ALFI Spring Conference (Luxembourg)	
<b>April</b>		
20-21	April ALFI London Conference (London)	
28	ALFI Risk Management Conference (Luxembourg)	
<b>September</b>		
15-16	ALFI Global Distribution Conference (Luxembourg)	
<b>October</b>		
21-22		Global Fund Distribution Asia (Hong Kong)
22		Hedge Fund Start up Forum (London)
27-29		Fund Forum USA (Boston)
<b>November</b>		
3		Hong Kong Investment Funds Association - 8th Annual Conference
4-5		ITAS Asia (Hong Kong)
12-14		European Microfinance Week (London)
18-21		SuperInvestor 2014 (Paris)
<b>December</b>		
1		Global Custody Forum (London)
1-2	ALFI European Investment Funds Conference (Luxembourg)	
1-3		FundForum Latin America
2-4		SuperReturn Africa (Cape Town)

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