



centre de conférences kirchberg, luxembourg
september 12th & 13th, 2013

www.alfi.lu

NICSA & HKIFA

NICSA (formerly National Investment Company Service Association) is where the global investment management community meets to discuss and develop operational best practices. NICSA provides forums that enable 10,000 professionals in the industry to collaborate on standards, stay up-to-date and connect with their peers.

Membership in NICSA is for corporations and is open to all types of firms playing a role in the investment management industry.

Hong Kong Investment Funds Association (HKIFA) is a non-profit-making organisation that represents the asset management industry in Hong Kong. It has two major roles, namely consultation and education. On consultation, HKIFA works closely with the authorities to relay the views of its members on issues that have implications for the asset management industry. On education, it spearheads initiatives to enable Hong Kong people to understand more about the risk/return characteristics of mutual funds; and to use them effectively for retirement investment and other financial planning purposes.

Current members include asset managers, custodians, transfers agents, audit firms, broker-dealers, consulting firms and technology firms. Members operate in major financial centers around the world.

Connecting investment industry professionals to best practices since 1962.

Visit www.nicsa.org

HKIFA has 56 fund management companies as full/overseas members. They manage about 1,200 SFC-authorized funds as at the end of March 2013, involving total assets of over US\$1,000 billion. In addition, we have 69 affiliate and associate members.

www.hkifa.org.hk

ALFI

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 and of the International Investment Funds Association.

For more information, visit our website at www.alfi.lu and follow ALFI on



programme day 1 a.m.

8.00 – 08.45 Registration

08.45 – 09.00 Welcome

Theresa Hamacher, CFA, President, NICSA, Boston, MA

Lieven Debruyne, Chairman, Hong Kong Investment Funds Association (HKIFA), Hong Kong

Marc Saluzzi, Chairman, Association of the Luxembourg Fund Industry (ALFI), Luxembourg

09.00 – 09.10 Chairman's Introduction

Thomas Seale, CEO, European Fund Administration S.A., Luxembourg

09.10 – 09.40 Letter from America

Jerry Webman, Chief Economist, OppenheimerFunds Inc., New York

09.40 – 10.10 Present and future challenges facing our industry

Massimo Tosato, Chief Executive, Schroder Investment Management Ltd., London

Interviewed by: **Rafik Fischer**, General Manager, Group Head of Global Investor Services, KBL European Private Bankers S.A., Luxembourg

10.10 – 10.40 Refreshment break and opportunity to visit the exhibition area

10.40-11.25 Keynote speech

Carla Harris, Managing Director, Emerging Managers Program, Morgan Stanley Investment Management, New York

11.25 – 12.15 Regaining the trust of investors – implications for the Asset Management Industry

Moderator: **Michael Ferguson**, Partner, Asset Management Leader, Ernst & Young, Luxembourg

Panelists: **Diana MackayWilliams**, CEO, MacKayWilliams, London

Denise Voss, Conducting Officer, Franklin Templeton Investments, Luxembourg

Lieven Debruyne, Chairman, HKIFA, Hong Kong

Alex Hocter-Duncan, Managing Director, BlackRock, London

Guillaume Prache, Managing Director, The European Federation of Financial Service users, Brussels

12.15 – 12.20 Chairperson's wrap up

12.20 – 14.20 Lunch hosted by Credit Suisse and Ernst & Young



programme day 1 p.m.

14.20 – 14.25 Chairperson's introduction

Geoffrey Cook, Partner, Brown Brothers Harriman, Luxembourg

14.25 – 15.15 Meet the regulators

Moderator: **Freddy Brausch**, Partner, Linklaters LLP, Luxembourg

Panelists: **Jean Guill**, Director General, CSSF, Luxembourg
Daniel Walter Maeda Bernardo, Assistant Director, Registration and Authorization
Division Collective Investment Schemes Department, Comissão de Valores
Mobiliarios - CVM, Rio de Janeiro

15.15 – 15.45 Refreshment break visit of the exhibition area

15.45 – 16.35 Pension Funds: is there appetite for innovation ?

Moderator: **Claude Kremer**, Partner, Arendt & Medernach, Luxembourg

Panelists: **Allan Polack**, Chairman, CEO Asset Management Head of Investment Management
AB Nordea, Copenhagen
Andrés Trivelli González, Managing Partner, Larrain Vial, Santiago de Chile
Freddy Van den Spiegel, Professeur Université de Bruxelles (VUB) et Vlerick
Business School, Brussels

16.35 – 17.20 Social media: a splendid opportunity for fund promoters

Moderator: **Troy Bankhead**, Head of Marketing & Communication, KNEIP, Luxembourg

Panelists: **Theresa Hamacher**, CFA, President, NICSA, Boston, MA
Mary Hunter Hieronimus, EMEA Regional Business Manager, Thomson Reuters,
Luxembourg
Baldwin Berges, Managing Partner, Silk Invest Limited, London
Tom Laranjo, Managing Director, Total Media International, London

17.20 – 17.25 Chairperson's wrap up

From 17.25 Cocktail sponsored by PwC



programme day 2 a.m.

8.15 – 09.00 *Registration & breakfast*

09.00 – 09.05 **Chairperson's Introduction**

Sébastien Danloy, Head of Investor Services, Europe & Offshore, Managing Director, RBC Investor Services, Luxembourg

09.05 – 09.35 **Coming of Age: Asia's role in Global Asset Management**

Shiv Taneja, Managing Director, Cerulli Associates, London

9.35 – 10.10 **Investing in China - how to navigate through regulations**

Peng Wah Choy, CEO, Harvest Global Investments Limited, Hong Kong

10.10 – 10.40 *Refreshment break and visit of the exhibition area*

10.40 – 11.15 **The Brazilian Investment Fund Industry - recent trends and challenges**

José Carlos Doherty, Chief Executive Officer, Brazilian Financial and Capital Markets Association (ANBIMA), São Paulo

11.15 – 11.55 **Addressing the challenges of today's Global Distribution model**

Moderator: **Marty Dobbins**, Senior Vice President, Managing Director, State Street Bank Luxembourg,
Luxembourg

Panelists: **Lina Medeiros**, President, MFS International Ltd., London
Grant Cameron, Managing Director - Investment Funds, Investec Asset Management, London
Johannes Höring, General Manager, Universal-Investment- Luxembourg S.A., Luxembourg

11.55 – 12.00 **Chairperson's wrap up**

12.00 – 14.00 *Lunch hosted by BNP Paribas Securities Services and Deloitte*



BNP PARIBAS
SECURITIES SERVICES

Deloitte.

programme day 2 p.m.

14.00 – 14.05 Chairperson's introduction

José-Benjamin Longrée, Asset Management Business Development Leader PwC, Luxembourg

14.05 – 14.55 Navigating the Swiss regulatory landscape for effective distribution

Moderator: **Lou Kiesch**, Partner, Deloitte, Luxembourg

Panelists: **Anton Commissaris**, Head of Wholesale Distribution Switzerland & EMEA, Credit Suisse Core Investments, Zurich

Martin Jufer, Member of the Group Management Board, Head of Operations, Swiss & Global Asset Management, Zurich

Alexandre Meyer, General Counsel of Lombard Odier Investment Managers, Geneva and Board Member of the Swiss Funds Association (SFA)

Martin Thommen, President, Swiss Funds Association SFA, Basel

14.55 – 15.25 Refreshment break and visit of the exhibition area

15.25 – 15.35 Luxembourg's IGA on FATCA – the negotiator's view

Alphonse Berns, Negotiator of the Luxembourg Intergovernmental Agreement with the USA, Luxembourg

15.35 – 16.15 Luxembourg's IGA on FATCA – the practitioners' view

Moderator: **Gérard Laures**, Partner Banking and Finance, KPMG, Luxembourg

Panelists: **Gudrun Göbel**, COO Cross Border FPS, Société Générale Securities Services, Luxembourg

Frederic Batardy, Senior Tax Manager, KBL European Private Bankers, Luxembourg

Jon Griffin, Managing Director, JP Morgan Asset Management, Luxembourg

16.15 – 16.45 Distribution of UCITS & Non-UCITS funds going forward

Jacques Elvinger, Partner, Elvinger Hoss & Prussen, Luxembourg

José-Benjamin Longrée, Asset Management Business Development Leader PwC, Luxembourg

16.45 – 16.50 Chairperson's closing remarks

conference information

- 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 (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
- 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. For group reservations and special group fees, please contact Parthen R&S.
- Accommodation:** Partner hotels of the conference:

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LUXURY HOTELS



For special accommodation rates at our partner hotels, please refer to our website www.alfi.lu (events section). For other hotels or tourist information you may visit www.lcto.lu.

Sponsorship & Exhibition: Please contact events@alfi.lu or visit our website www.alfi.lu.

Internet corner: Facilitated by



registration conditions

- 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 page.
- Early Bird Fee:** Is only applicable if your payment is made by **19 July 2013**. After this date, the normal rate applies.
- Conference attendees list:** Registrations received by **2 September 2013** 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 **2 September 2013** in order to have the correct name appear on the printed delegates list.
 - The “2 day-package deal” is for one specific delegate only. Splitting the package between 2 people (1 day each) will be subject to a charge of € 300.
 - **Part-time substitution is not possible.**
- Cancellations:** Must be made in writing to the registration office ‘Parthen R&S’. If the cancellation is received by **2 September 2013**, 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 **2 September 2013** 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
- 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
www.alfi.lu
Contact: ALFI events team at events@alfi.lu

For access map, programme, hotel and other information, please refer to www.alfi.lu

payment options

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 (+31 20 57 27 377) who wish to pay by credit card, please contact the registration office «Parthen».

Invoice address:

An invoice will be emailed to the billing contact as indicated during registration. VAT will be applied according to VAT legislation (see below).

fees

Fees *:	Non-Members		ALFI/NICSA/HKIFA Members ***	
	Early bird**	Normal	Early bird **	Normal
Conference Day 1 or Conference Day 2	€ 960	€ 1,025	€ 740	€ 790
Conference Package: (Day 1 & 2)	€ 1,635	€ 1,765	€ 1,260	€ 1,360

* Fees are subject to 3% VAT.

** Early Bird Rate for registration payments made by **19 July 2013**.

*** In order to benefit from the member rate, the invoice has to be addressed to the member company.

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 number 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 number section/field.

registration form

PLEASE COMPLETE IN BLOCK CAPITALS

First & Last Name:	<input type="checkbox"/> Mr. <input type="checkbox"/> Ms
Title:	
Department:	
Company:	
Street:	
ZIP-Code, City:	
State/Country:	
E-mail for confirmation (mandatory)	
Phone:	
Fax:	
Remarks:	

Conference Day 1 Conference Day 2 Conference package (Day 1 + Day 2)

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, see VAT legislation page.

Invoice address:

Company:	
VAT number (mandatory) see previous page	
<input type="checkbox"/> ALFI/NICSA/HKIFA member (please check if applicable)	
Street:	
ZIP-Code, City:	
State/Country:	
E-mail for sending invoice:	

I herewith register for the 2013 ALFI Global Distribution Conference and confirm that I have carefully read and accept 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

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