



association of the
luxembourg fund industry

25th EDITION

50 FREE TICKETS
for international
asset managers
and institutional
investors

ALFI GLOBAL DISTRIBUTION CONFERENCE

Tomorrow's global funds' world

20 & 21 September 2016
European Convention Center, Luxembourg

in association with

NICSA



Embracing the evolution of the global funds' world

Day 1 - programme am - Tuesday, 20 September

07.45 – 08.30 **Registration & breakfast**

08.30 – 08.45 **Welcome by the Chairman of ALFI**

Denise Voss, Chairman, Association of the Luxembourg Fund Industry (ALFI)

08.45 – 08.50 **Chairperson's introduction**

Patrick Zurstrassen, Honorary Chairman of ecoDa, The Director's Office, former ALFI Chairman 1992-1995, Luxembourg

08.50 – 09.10 **Welcome speech**

H.E. Pierre Gramegna, Minister of Finance, Luxembourg

09.10 – 09.30 **Political challenges facing the global fund distribution landscape**

Viviane Reding, Former Vice President of the European Commission, Member of the European Parliament

09.30 – 10.15 **Practical solutions: management company and fund passporting post-Brexit**

Moderator: Noel Fessey, COO Product Schroders Group and Managing Director, Schroders Luxembourg, ALFI Board Member

Panelists: Geoffrey Cook, Partner, Brown Brothers Harriman (Luxembourg), S.C.A., Luxembourg
Jérôme Wigny, Partner, Elvinger Hoss Prussen, Luxembourg
Revel Wood, CEO, FundRock Management Company S.A, Luxembourg

10.15 – 10.45 **Refreshment break and visit of the exhibition area**

10.45 – 11.20 **Interview with the Regulator – CSSF**

Claude Marx, Director General, Commission de Surveillance du Secteur Financier, (CSSF), Luxembourg

Interviewed by: Freddy Brausch, Partner, Linklaters LLP, Luxembourg, ALFI Vice Chairman in charge of National Affairs

11.20 – 12.05 **A world map of the Funds world – from the hot to the cold spots**

- Myths and realities of today and tomorrow's target markets i.e. USA, South Africa, Brazil, etc.
- The do's and don'ts of global distribution: a reality check from a distribution standpoint

Moderator: José-Benjamin Longrée, Partner, PwC, Luxembourg

Panelists: Rafael Aguilera, Executive Director, EY, Luxembourg
Nils Kruse, Head of Legal & Compliance, GAM (Luxembourg) S.A.
Gabriele Miodini, Head of Sales & Client Management, Eurizon Capital S.A., Luxembourg
Martin Vogel, CEO, MDO Management Company S.A. Luxembourg

12.05 – 12.15 **Chairperson's closing remarks**

12.15– 14.15 **Lunch hosted by**



Engaging the Investor's needs: Focus on the end investor

Day 1 - programme pm - Tuesday, 20 September

14.15 – 14.30 **Chairperson's introduction**

Denise Voss, Chairman, Association of the Luxembourg Fund Industry (ALFI)

14.30 – 15.00 **The investor of today and tomorrow: a Cerulli research on the end investor**

- Brand recognition
- Comfort with certain investments versus Asset Allocation
- IFAs versus D2C and Robot advice

Angelos Gousios, Associate Director, Cerulli Associates Europe Ltd., London

15.00 – 15.30 **Refreshment break and visit of the exhibition area**

15.30 – 16.00 **Change in distribution models - adapting to the needs of the investor and distribution**

- Setting the scene: How have investors' needs and expectations changed?

Guillaume Prache, Managing Director, Better Finance, Brussels

16.00 – 16.45 **Change in distribution models – investor, distribution and market needs**

- Investor needs and interest, product appetite
- Environment, intermediation structure and contact

Moderator: Gudrun Göbel, Executive Director Operations, FundRock Management Company S.A., Luxembourg

Panelists: Oliver Bilal, Head of EMEA, UBS Asset Management (UK) Ltd., London
Tobias Ettlin, Compliance Officer, AQR Capital Management (Europe) LLP, London
Steve Haswell, Managing Director, Head of EMEA, Macquarie Investment Management, Munich
Guillaume Prache, Managing Director, Better Finance, Brussels

16.45 – 17.00 **Chairperson's wrap up**

17.00 – 18.30 **Cocktail hosted by**



Asset Management & Distribution: global and beyond

Day 2 - programme am - Wednesday, 21 September

08.00 – 08.30 **Registration & breakfast**

08.30 – 08.45 **Chairperson's introduction**

Rafik Fischer, Group Head of Business Development, KBL European Private Bankers Luxembourg and former ALFI Chairman 1998-2001

08.45 – 09.25 **Setting up a Fund in Luxembourg: a Chinese perspective on investment and distribution opportunities**

Moderator: Marc Saluzzi, former ALFI Chairman 2011-2015

Panelists: **Miller Guo**, Chief Executive Officer, GF International Asset Management (UK), London

09.25 – 09.50 **Out of the box speaker**

- Surviving Artificial Intelligence

Calum Chace, Futurist, Writer and A.I. Commentator

09.50 – 10.20 **Refreshment break and visit of the exhibition area**

10.20 – 10.45 **Accelerating change. Where will these Fintechs take us in the future?**

- Changing customer profiles and preferences - what do the Nintendo generation want from investment services?
- How are changing customer behaviours and advances in technology driving innovation in investment services?
- What are some of the strategies traditional institutions are implementing to ensure they stay ahead of the game?

Nasir Zubairi, Fintech Advisor and Investor

10.45– 11.30 **Robo-advice – What's happening around the globe?**

- Are robo advisors gaining traction in the US and elsewhere?
- How are robo advisors influencing distribution models?
- What are the main challenges for global distribution?

Moderator: Sergio Venti, Director Strategy & Regulatory Consulting, Deloitte, Luxembourg

Panelists: Mathias Helleu, Executive Chairman 8Securities, Hong Kong
Mike Kane, Co-Founder and Master Sensei, Hedgeable, New York
Bill Packman, COO, Nutmeg, London

11.30– 12.00 **Smart Borders and beyond**

- Discover the innovative EU Smart Borders initiative
- Identity – a common challenge
- And the Future with biometrics

Krum Garkov, Executive Director, eu-LISA, Tallinn

Interviewed by: J.R. Lowry, Senior Vice President and Head of EMEA, State Street Global Exchange, London

12.00 – 12.15 **Chairperson's wrap up**

12.15 – 14.10 **Lunch hosted by**



BNP PARIBAS

Deloitte.

Regulation, Tax & Pension...a never ending story

Day 2 - programme pm - Wednesday, 21 September

14.10 – 14.25

Chairperson's introduction

Thomas Seale, CEO, European Fund Administration S.A., Luxembourg,
former ALFI Chairman 2003-2007

14.25 – 15.10

The regulatory & tax landscape – A never ending story

- Current trends: regulatory compliance, KIDD, MiFID II, CMU, PRIIPS, ELTIFs, BEPS,
- Update on EU Commission' Directives review
- Regulatory enforcement – UCITS V and beyond

Florence Stainier, Partner, Arendt & Medernach S.A., Luxembourg
Pascale Leroy, Partner, KPMG, Luxembourg
Patrick Mischo, Partner, Allen & Overy, Luxembourg

15.10 – 15.55

The Pension Funds story: Are we moving towards a single market on private pension?

- An Insurance Company's perspective
- An Asset Manager's perspective i.e., Robeco - The proposal of a European Personal Pension
- A non-European perspective

Jacqueline Lommen, Director European Pensions, Robeco Institutional Asset Management, Rotterdam
Bernard Delbecque, Director for Economics and Research, EFAMA, Brussels
Allan Polack, Group CEO, PFA Pension, Copenhagen

15.55 – 16.25

Refreshment break and visit of the exhibition area

16.25 – 16.55

Ways to improve efficiency in investor identification and global distribution oversight

- Manual processes versus possible automation
- Needs for market standardisation and developments

Moderator: Marco Zwick, Global Head of Compliance, RBC Investor & Securities Services, Luxembourg
and Chairman ALFI AML Committee

Panelists: Olivier Portenseigne, Managing Director, Fundsquare S.A., Luxembourg
Enrico Turchi, Managing Director, Pioneer Asset Management, Luxembourg
Jon Wedgbury, Manager, ACA Compliance (Europe) Limited, London

16.55 – 17.00

Chairperson's wrap up

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