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GENÈVE PLACE FINANCIÈRE

## Organisers

STEP Association Suisse Romande

VISIONCOMPLIANCE

## Practical information

DATE: 5 MAY 2014

**Venue:**
Hotel President Wilson
47, Quai Wilson
1201 Genève
Tel. +41 (0) 22 906 66 66

**How to register:**
by fax: +41 (0) 22 807 28 01
by email: info@visioncompliance.ch
by post:
Institut VisionCompliance
7, Rue de l'Arquebuse
P.O. BOX 5221
1211 Genève 11

**Fees**
Non STEP members : CHF 1190.-
STEP members : CHF 850.-
(VAT 8 % non included)
a 10% discount of the fees is deducted from the fees of the 2nd or more attendees from the same institution.

**Accreditation**
The seminar is accredited for 6.5 hours of CPD (Continuing Professional Development), for 6.5 hours of Training, STEP, Law Society (England and Wales), Bar Council (England and Wales).

**Registration and payment**
Upon reception of your registration, Institut VisionCompliance will issue an invoice. Your registration will be binding on the organisers only after payment has been received in full.

**Payment by bank transfers**
Relevant banking details are provided in the invoice.

**Substitution & cancellation policy**
Substitutions form the same company are accepted at any time. Cancellation requests must be received in writing, by post or by email, by the following dates end of business (Geneva):

- 1st April 2014 refund 80%
- 8 April 2014 refund 40%
- After 10 April 2014 no refund will be made for cancellation

## Registration form

**To register, please complete the form with your details:**

☐ I am a member of STEP membership n°: ____________
☐ I am part of a delegation from my company
*a 10% discount of the fees is deducted from the fees of the 2nd or more attendee from the same institution.*

Name: ____________

Surname: ____________

Position: ____________

Company: ____________

Address: ____________

____________

Postcode: ________ City: ____________

Country: ____________

Tel: ____________

Mobile: ____________

Email: ____________

Signature:

The organisers reserve the right to change the programme if, despite their best efforts, circumstances oblige them to do so.

VISIONCOMPLIANCE · STEP Society of Trust and Estate Practitioners

## Conference organisers

STEP Society of Trust and Estate Practitioners

STEP is a unique professional body providing members of a local, national and international learning and business network focusing on the responsible stewardship of assets today and across the generations with education, training, representation and networking for its members.

Members advise clients on the broad business management of personal finance. Full members of STEP are the most experienced and senior practitioners in the field of trusts and estates.

www.step.org

www.step-geneva-conference.ch

CONTACT
Stephanie JARRETT
stephanie.jarrett@bakernet.com
022 707 98 00

VISIONCOMPLIANCE

VisionCompliance partners up with STEP Association Suisse Romande to plan and organise the annual STEP Geneva Conference. VisionCompliance offers compliance outsourcing services, bringing in-house solutions via its compliance practitioners across areas such as AML, LBVM, etc.

Part of its educational program, VisionCompliance offers comprehensive course providing in-depth knowledge in all significant issues of compliance and legal banking.

Additionally, VisionCompliance markets its own e-learning modules aiming to mitigate risks by training banks' employees in compliance and regulatory issues (AML, cross-border, code of conduct, FATCA, etc.). With the quiz, its learning management system provides the tracking records banks need.

www.visioncompliance.ch

CONTACT
Millicent LARREY
millicent@visioncompliance.ch
022 807 28 00


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## Location

HOTEL PRESIDENT WILSON
47 Quai Wilson
1201 Geneva I Switzerland
Tel: +41 22 906 66 66

# STEP GENEVA CONFERENCE

5 May 2014

Hôtel Président Wilson, Geneva

*The future of wealth management in Switzerland*

www.step-geneva-conference.ch


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## 08:30 - 08:45 Morning coffee

## 08:30 - 09:45 Introduction and welcome remarks

**Stéphanie JARRETT**, TEP, Partner, Baker & McKenzie, Geneva

Chairman of STEP Geneva

Stephanie specializes in strategic planning and training for financial institutions and advising families on business and personal succession planning typically involving trusts and international tax planning. Stephanie is member of the Scientific Committee of the SACTM.

## 08:45 - 09:30 The future of wealth management in Switzerland

*With all that has been happening in the wealth management industry in Switzerland during the past few years, and particularly during the past year, it is important to share a vision of where the wealth management industry will be in Switzerland in the years ahead.*

Keynote speaker

**Frédéric ROCHAT**, Managing Partner, Co-Head of Private Clients, Lombard Odier & Cie SA

Frédéric Rochat spent the first part of his career working for the investment banking arm of Goldman Sachs Group in London and New York. Mr. Rochat joined Lombard Odier in 2010 to assume responsibility for the development of the bank's private clients' activities in London. In 2013 he was appointed co-head of the firm's private clients' activities.

## 09:30 - 10:15 Dealing with clients from major emerging regions

*Understanding the source of power and wealth of clients from emerging regions : these are just some of the issues that trustees and advisors face with clients from Africa, Asia, the Middle East and India.*

**Nicholas JACOB**, TEP, Partner, Lawrence Graham LLP, London

Nick is specialised in taxation and trusts with a particular emphasis on trusts for non-UK domiciliaries and on inward investment into the UK, yet also for clients from Hong Kong, Singapore & Malaysia., and is a Deputy Chairman of the Board of The Society of Trust and Estate Practitioners (STEP).

## 10:15 - 10:45 Coffee break

## 10:45 - 11:30 Family governance and succession of clients from major emerging regions

*Overview of family governance and the trustee's role in implementing family governance structures including issues of succession planning.*

**Hakan HILLERSTÖM**, Director of Hakan Hillerstöm Family Business Advisory Services

Hakan Hillerström is the founding member of the Genevest Consulting Group (venture capital). He previously worked in his family's own business (shipping), for Banque Kleinwort Benson (private banking) and for PricewaterhouseCoopers where he created a European Family Business and Family Office Service.

## 11:30 - 12:15 Managing and protecting assets of clients from emerging regions

*Asset protection, management of exotic investments and dealing with difficult assets, estate planning for digital assets (digital files, Twitter and Facebook accounts, password-protected bank and brokerage accounts): all are just some of the challenges facing families from regions of emerging wealth.*

**Nishith DESAI**, Nishith Desai Associates, Legal & Tax Counseling Worldwide Mumbai

Nishith Desai is the founder of an international law firm and an international tax and corporate law expert. Other areas of his practice include private equity, venture capital funds, international listings, M&A transactions, e-commerce taxation, intellectual property rights, media and entertainment laws, complex information technology.

## 12:15 - 13:45 Lunch

## 13:45 - 14:30 Dealing with private clients – issues for trustees

*The challenges facing trustees today are myriad. While the topics may be perennial, the globalization of investments and multiple nationalities and residences of families have increased the burden on trustees.*

**Xavier ISAAC, TEP**, Head of Trust & Fiduciary of Salamanca Group

Xavier Isaac is the Head of Trust & Fiduciary of Salamanca, a leading trust group which provides bespoke family wealth structuring and administration services. Prior to joining Salamanca Group, Xavier was Chief Executive Officer of Investec Trust in 2005, he gained over 20 years of experience in various management positions at ABN AMRO Bank and Trust in Luxembourg, Geneva and Jersey.

## 14:30 - 15:15 Tax and estate planning strategies for the assets of private clients

*How wealth is held and the tax and non-tax issues surrounding such holdings pose many challenges for families and their advisors. There will be consideration of the management of art collections, philanthropy as well as the tracing of stolen assets and the related litigation issues faced by trustees, banks and insurance companies.*

**Karen SANIG**, Partner and Head of Art Law at Mishcon de Reya Solicitors, London

Karen Sanig is a Partner and Head of Art Law at Mishcon de Reya Solicitors, London. She founded Art Law at the firm in 1995. Karen advises on all art-related legal issues. Clients include major collectors, foundations, living artists, artists' estates, dealers and galleries. Karen is honorary legal counsel to the Hermitage Foundation, Israel.

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## 15:15 - 15:45 Coffee break

## 15:45 - 16:30 Exit Strategies for European private clients

*Is getting up and going a good solution? Regularisation of assets and tax amnesties; impact on the Swiss wealth management industry.*

**Alain MOREAU**, Associé FBT Avocats

Alain Moreau is a Partner with FBT and the head of the Paris Office. He holds the "tax law" specialisation of the Bar Association. Alain Moreau has a 20-year experience in French as well as international tax. More specifically, Alain Moreau has been devoting himself for several years to issues related to foreign investments in France as well as to French-Swiss financial transactions.

**José Manuel ORTIZ DE JUAN**, Lawyer. Of Counsel at Cuatrecasas Gonçalves Pereira

Mr. Ortiz is a member of the Criteria Coordination Center of the firm's finance and tax practice. He is an expert in the asset and tax planning of investments. He lectures on the taxation of financial transactions in the Finance LLM at Colegio Universitario de Estudios Financieros and at the Universidad Complutense de Madrid.

## 16:30 - 17:45 Panel discussion – working in a transparent world

*FATCA in Switzerland – an update / reporting duties for trustees under FATCA ; Worldwide automatic and spontaneous exchange of information – an update; Closing remarks.*

**Moderator :** Stéphanie JARRETT, TEP, Partner, Baker & McKenzie, Geneva

**Christian BOVET**, Professeur ordinaire à la Faculté de droit, Université de Genève

Christian Bovet is full professor at the University of Geneva law school. He received an LL.M. degree from Columbia Law School (New York) in 1988 and worked for over a year as foreign associate with the New York office of Debevoise & Plimpton. He was appointed to the Swiss telecommunications regulator (ComCom) in 1999 and sits on the board of the Swiss Banking Ombudsman Foundation.

**Adam JAGUSIEWICZ**, Senior Vice President, Banque Pictet & Cie, Geneva

Adam holds a law degree from the University of Geneva and was admitted to the Geneva Bar Association. He heads the transversal / cross-departments projects team at the legal department of the bank and regulatory matters impacting among others trusts.

**Brent VANDERBROOK**, Founding member of Vanderbrook & Co

Brent Vanderbrook is active in the Swiss market place assisting banks, trust companies, family offices and global families with U.S. tax planning and regulatory compliance. He assists banks and trust companies on compliance with the Foreign Account Tax Compliance Act ("FATCA") and advises clients making voluntary disclosures with the US Internal Revenue Service.

## 17:45 - 19:00 Cocktail Reception