

# 2017 | FARAD FINANCE FORUM

TUESDAY  
MARCH 27<sup>TH</sup>.

9.00 - 18.00

LUXEMBOURG  
CHAMBER OF COMMERCE



Networking Cocktail and  
Walking Dinner from 18.00

## FEEDING THE FUTURE

THE LUXEMBOURG FINANCIAL PLACE IS CHANGING,  
DON'T BE LEFT BEHIND!

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# PROGRAMME

In order to improve your FFF experience we have mapped out your training day as a pathway through three major thematic clusters: **Regulatory framework**, **Technical Analysis** and **Pragmatic Examples**. Those three core fields are shown in colored areas in the programme.

Once the big picture framed by the **regulatory environment panels**, you will then be presented the **hottest topics from a technical perspective**. The last part of the training day will be dedicated to concrete examples and **product solutions**.

In each section, experts will cover topics of interest to the main Luxembourg core industries; investment funds, asset management, private equity, green finance and insurance as highlighted by the pictograms next to each panel or masterclass.

As a major training event, all participants will be provided with a certificate of attendance.

8.30-9.00



Registration and welcome coffee

**Mr. Fabio Morvilli**, President, Camera di Commercio Italo-Lussemburghese, Chairman

9.00-9.15

Welcome speech by **Mr. Marco Caldana**, Founder, **FARAD Group**

9.15-9.45

**Mr. Pierre Gramegna**, Minister of Finance, Grand Duchy of Luxembourg

9.45-10.15

**Mr. Claude Marx**, Directeur Général, **Commission de Surveillance du Secteur Financier**  
*Regulatory Developments*

10.25-11.10

## DOING BUSINESS IN LUXEMBOURG



### ROOM 1 - CHINA AT THE CROSSROADS : OPPORTUNITIES IN AND FOR LUXEMBOURG

Leader: Mr. Fabio Mastrosimone, Managing Director, Amicorp  
Speakers: Mr. Andreas Heinzmann, Partner, GSK Stockmann Luxembourg  
Representative of a Chinese bank in Luxembourg

### ROOM 2 - MIFID II: NEW PROPOSALS OF PORTFOLIO MANAGEMENT AND ONLINE PORTFOLIOS

Speakers: Mr. Raymond Groen Int Woud, Head of Product Distribution Oversight, Kneip  
Mr. Olivier Carré, Partner, PWC  
Representative of a Luxembourg Bank

### ROOM 3 - ANTI-MONEY LAUNDERING POLICIES AND KYC

Leader: Mrs Martina Cocciolillo, Lawyer, FARAD Group  
Speakers: Mr. Thierry Pouliquen, Partner, Pouliquen & Carat Associés  
Mr. Michel Turk, Substitut Principal, Cellule de renseignement financier (CRF)  
Representative of the ALCO (TBD)

### ROOM 4 - DRIVING FORCES OF THE PE MARKET IN LUXEMBOURG

Speakers: Mrs Frédérique Lifrange, Partner Elvinger Hoss Prussen  
Mr. Alberto Meriggio, Partner, Deloitte  
Mr. Marco Lagona, Head of Fund services, Amicorp  
Mr. Wim Dieryck, Chief Commercial Officer, OneLife



ASSET MANAGEMENT



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INSURANCE



PRIVATE EQUITY  
VENTURE CAPITAL



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11.30-12.00

**Guest Speaker: Mr. Thomas Kusstatscher**, Senior Advisor to Vice President, **European Investment Bank**

12.10-12.55

**CURRENT CHALLENGES AND FUTURE TRENDS****TECHNICAL ANALYSIS****GREEN FINANCE****ROOM 1 - DO GREEN BONDS REALLY MAKE THE DIFFERENCE. HOW?**

Leader: Mr. Marco Cipolla, Partner, FARAD Group

Speakers: Mrs. Jane Wilkinson, Head of Sustainable Finance, Luxembourg Green Exchange  
 Mr. Eudes Nitoumbi, Head of Business Development Issuer Services, Societe Generale Securities Services, Luxembourg  
 Mr Xiang Zhong, Head of Financial Markets & Institutions, Bank of China

**ROOM 2 - HOTTEST TECHNOLOGICAL TRENDS IN BANKING: NEXT-GENERATION SERVICES AND THE QUEST OF A MULTIDIMENSIONAL CUSTOMER EXPERIENCE****FINTECH**

Leader: Mr. Troy Bankhead, Director, Techcyte Europe

Speakers: Mrs. Julia Doukaki, Digital Transformation Expert, Initio  
 Mr. Sebastian Hasenack, Managing Director, Investify  
 Representative of Allfunds Bank

**ROOM 3 - THE GROWTH OF CHINESE FUNDS**

Leader: Mr. Marcus Peter, Partner, GSK Stockmann Luxembourg  
 Representative of a Chinese Bank  
 Representative of a Chinese Bank

**ROOM 4 - MARKET OUTLOOK 2018:****FINDING THE BEST OPPORTUNITIES IN TIMES OF UNCERTAINTY**

Leader: Mr. Giuseppe Fazi, Investments team, FARAD Group

Speakers: Mr. Stefan Van Geyt, Managing Director, KBL European Private Bankers S.A.  
 Ms. Nadège Dufosse, Head of Asset Allocation, Candriam  
 Mr. Pierre-Etienne Lorenceau, Founder, Leaders League (TBC)

**ROOM 5 - THE ROLE OF BANKS IN THE FUNDS INDUSTRY IN THE LIGHT OF THE NEW REGULATORY CHANGES: BETWEEN ASSETS SAFEGUARDING AND ACTIVITY MONITORING**

Leader: Mr. Frédéric Vonner, Partner, PWC

Speakers: Mr. Massimoluca Mattioli, Group Head of Institutional Banking, Banque Havilland  
 Mr. Javier Sola Camaño, Business Development, Banque de Patrimoines Privés  
 Mr. Alain Smeraldi, Head of Business Development, Societe Generale Securities Services, Luxembourg



ASSET MANAGEMENT



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14.15-14.30 Welcome speech by **Mr. Philippe Barthélémy**, CEO, FARAD Group

14.30-15.00 **Mr. Claude Wirion**, Président du Comité de Direction , **Commissariat aux Assurances**  
*IDD: la dernière ligne droite*

15.10-16.00

## MASTERCLASSES



### ROOM I - TAX EXPATRIATES, SPECIAL TAX REGIMES & LIFE INSURANCE POLICIES

Leader: Mr. Francesco Bruno, Senior Wealth Planner FARAD Group  
Speakers: Mr. Nicola Saccardo, Maisto e Associati (The Italian tax regime for new residents)  
Mr. Philip Tarplee, Director of Ill Ltd, Baloise  
Mr. Dominic Lawrance, Partner, Charles Russell Speechly (UK resident non domiciled)  
Mr. Laurent Gayet, AXA



### ROOM II - DIGITAL FUND DISTRIBUTION: STANDARDIZED OR CUSTOMIZED SOLUTION?

Leader: Mr. Luca Bruni, Senior Consulting Manager, Inito  
Speakers: Mr. Tobias Baumgartner, Nectar Financial (Switzerland)  
Mrs. Kelly Jorristma, Morningstar (Luxembourg)  
Mr. Paolo Brignardello, Responsable Product Management & Marketing, Fundsquare



### ROOM III - GREEN FINANCE: HOW TO BECOME AN SRI MARKET REFERENCE?

Speakers: Mr. Mario Mantrisi, General Manager, Luxflag  
Mr. Adrie Heinsbroek, Head of the Responsible Investment Team, NN Investment Partners  
Mr. Wim Van Hyfte, Head of Responsible Investments, Candriam



### ROOM IV - THE REFORM OF THE PROFESSIONAL SECRECY RULES

Leader: Mr. Marc Gouden, Philippe and Partners/APCAL legal advisor  
Speakers: Representative of Elvinger Hoss Prussen (TBD)



### ROOM V - THE SPECIALISED ASSURANCE FUND

Leader: Mr Thierry Morel, FARAD Group  
Speakers: Maître Olivier Roumélian, Artesia Legal  
Mr. Nicolas Palmitessa, Country manager France, Baloise  
Mr. Stephan Ludwig, Head of French markets, Vitis Life  
Mr. Antonio Valente, Head of Sales, CNP

16.00-16.20



Networking coffee break

16.20-17.10

## MASTERCLASSES



### ROOM I - BEYOND THE EVOLUTION OF IMPACT INVESTING: SOCIAL BUSINESS, MICROFINANCE, IMPACT MEASUREMENTS. WHERE DO WE STAND?



Leader: Mrs. Corinne Molitor, INNPACT  
Speakers: Mrs. Anne Contreras, Of Counsel, Arendt & Medernach  
Mrs. Claudia Belli, Head Social Business and Microfinance, BNP Paribas  
Mr. Bertrand Mariaux, Lawyer specialised in impact finance, Bertrand Mariaux Avocats



### ROOM II - PRIIPS, MIFID II & IDD IN THE FRAMEWORK OF INSURANCE COMPANIES SELLING UNDER FOS/LPS REGIME

Leader: Mrs. Nicoletta Garola, Senior Institutional Relationship Manager, FARAD Group  
Speakers: Mrs. Giovanna Aucone, Partner, PG Legal  
Mr. Anthony Dault, PWC  
Mrs. Germaine Brabants, Chief Legal Officer, Wealins



### ROOM III - THINK DIFFERENT: NEW APPROACHES IN PRIVATE EQUITY

Leader: Mr. Marco Cipolla, Partner, FARAD Group  
Speakers: Mr. Walter Ricciotti, CEO, Quadrivio Group  
Mr. Alessandro Corno, Equity Partner, Gatti Pavesi Bianchi



### ROOM IV - TAX EXPATRIATES, SPECIAL TAX REGIMES & LIFE INSURANCE POLICIES

Leader: Mr. Francesco Bruno, Senior Wealth Planner, FARAD Group  
Speakers: Mrs. Ana Castro Gonçalves, Partner Tax, Caiado Guerreiro ( Portugal )  
Mr. Arnaud Cywie, Avocat, Borel & Barbey Avocats ( Switzerland )  
Mr. Gonzalo García Pérez, Wealth Planner Manager for Iberia and Latam markets, OneLife  
Mr. Laurent Gayet, AXA



### ROOM V - HOW DIGITALISATION AND AUTOMATION CHANGE ASSET MANAGEMENT (FOR REAL)

Leader: Mr. Richard Nordin, Partner & Head of Sales, FA Solutions  
Speakers: Mr. Tuomas Saarinen, Chairman & Co-founder, Apollonian  
Mr. Joar Hagatun, CEO & Co-founder of robo-advisor, Kron.no

17.20-17.50

**Guest Speaker: Tom Theobald, Deputy CEO, Luxembourg for Finance**

18.00-22.00



*Show Cooking and Networking Cocktail*