

**Deloitte, EHP and RBSL Conference**  
**“Cross Border Distribution – the Journey continues...”**  
**Thursday, 6 March 2014**  
**Chairman: Jacques Elvinger**  
**New Luxembourg Congress Centre Kirchberg**

Time Frame	Subject	Speaker
08.00 – 08.30	Registration and welcome coffee	
08.30 – 08.45	Introduction by the hosts	<b>Lou Kiesch</b> (Partner, Deloitte Luxembourg) <b>Jacques Elvinger</b> (Partner, Elvinger, Hoss & Prussen) <b>Kevin Brown</b> (Chairman, RBS Luxembourg)
08.45 – 09.15	When is safer not safe in Asset Management?	<b>Jean-Pierre Zigrand</b> (Director, Systemic Risk Centre at London School of Economics and Political Science)
09.15 – 09.45	Challenges and opportunities of Asset Management	<b>Christian Dargnat</b> (CEO, BNP Paribas Asset Management, President, EFAMA)
09.45 – 10.30	Distribution of Alternative Funds - future trends following transposition of the AIFM Directive	<b>Moderated by Revel Wood</b> (Chief Executive Officer, RBS (Luxembourg) S.A.) <ul style="list-style-type: none"> <li>• <b>Shoqat Bunglawala</b> (Managing Director, Goldman Sachs Asset Management, UK)</li> <li>• <b>Sheenagh Gordon-Hart</b> (Client &amp; Industry Research Executive, JP Morgan Europe Limited)</li> <li>• <b>Geoff Radcliffe</b> (Managing Director, Blackrock (Luxembourg) S.A.)</li> </ul>
10.30 – 10.45	<b>Coffee Break (Foyer 1)</b>	
10.45 – 11.45	Distribution at cross-roads? The effect of MIFID, Inducements, Prips, etc.	<b>Moderated by Lou Kiesch</b> (Partner, Deloitte Luxembourg) <ul style="list-style-type: none"> <li>• <b>Arnout Bloys van Treslong</b> (Directeur Marketing, ING Amsterdam)</li> <li>• <b>Benoît Durand</b> (Head of Client Services, Edmond de Rothschild Asset Management)</li> <li>• <b>Christophe Gloser</b> (Country Head, Fidelity Worldwide Investments, France)</li> <li>• <b>Peter Grimmett</b> (Head of Fund Regulatory Development, The M&amp;G Group)</li> </ul>
11.45 – 12.15	Is US regulation shaping the mutual fund industry in Europe?	<b>Presented by Cary Stier</b> (Global IM Leader, Deloitte USA)
12.15 – 12.45	Regulatory evolution and its impact on distribution in Hong Kong	<b>Interviewed by Gast Juncker</b> (Partner, Elvinger, Hoss & Prussen) <ul style="list-style-type: none"> <li>• <b>Jeremy Lam</b> (Partner, Deacons)</li> </ul>
12.45 – 14.00	<b>Lunch (Foyer 1)</b>	

Plenary 1

<p><b>14.00 – 15.00</b></p>	<p><b>Workshop sessions:</b></p> <ul style="list-style-type: none"> <li>• AML and KYC within international distribution (<a href="#">Room E</a>)</li> <li>• An efficient cross-border distribution infrastructure outside of the EU (<a href="#">Room B</a>)</li> <li>• Structuring of products to meet the needs of Distributors and Investors (<a href="#">Room D</a>)</li> <li>• Private placement &amp; reporting obligations on AIFMD: an update (<a href="#">Plenary 1</a>)</li> </ul>	<p><b>Moderated by Marco Zwick</b> (Conducting Officer, Schroders Investment Management (Luxembourg) S.A.)</p> <p><b>Co-animated by Michael John Flynn</b> (Director ACG, Deloitte Luxembourg), <b>Jeremy Lam</b> (Partner, Deacons) and <b>Florence Bal</b> (Corporate Counsel, Franklin Templeton International Services S.à r.l.)</p> <p><b>Moderated by David Moroney</b> (Executive Director, Head of Structured Derivatives Product Development, RBS International Banking)</p> <p><b>Moderated by Jérôme Wigny</b> (Partner, Elvinger, Hoss &amp; Prussen)</p>
<p><b>15.00 – 16.00</b></p>	<p><b>Workshop sessions:</b></p> <ul style="list-style-type: none"> <li>• AML and KYC within international distribution (<a href="#">Room E</a>)</li> <li>• An efficient cross-border distribution infrastructure outside of the EU (<a href="#">Room B</a>)</li> <li>• Structuring of products to meet the needs of Distributors and Investors (<a href="#">Room D</a>)</li> <li>• Private placement &amp; reporting obligations on AIFMD: an update (<a href="#">Plenary 1</a>)</li> </ul>	<p><b>Moderated by Marco Zwick</b> (Conducting Officer, Schroders Investment Management (Luxembourg) S.A.)</p> <p><b>Co-animated by Michael John Flynn</b> (Director ACG, Deloitte Luxembourg), <b>Jeremy Lam</b> (Partner, Deacons) and <b>Florence Bal</b> (Corporate Counsel, Franklin Templeton International Services S.à r.l.)</p> <p><b>Moderated by David Moroney</b> (Executive Director, Head of Structured Derivatives Product Development, RBS International Banking)</p> <p><b>Moderated by Jérôme Wigny</b> (Partner, Elvinger, Hoss &amp; Prussen)</p>
<p><b>16.00</b>      <b>Cocktail (Foyer 1)</b></p>		