

## Deloitte and EHP Conference Cross Border Distribution Conference

Tuesday, 3 March 2015

Chairman: Benjamin Collette, Partner, Deloitte Luxembourg  
New Luxembourg Congress Centre Kirchberg

		Time Frame	Subject	Speaker		
Distribution	Plenary 1	08.00 – 08.30	Registration and welcome coffee			
		08.30 – 08.40	Welcome by the hosts	<b>Jacques Elvinger</b> (Partner, Elvinger, Hoss & Prussen) <b>Lou Kiesch</b> (Partner, Deloitte Luxembourg)		
		08.40 – 08.45	Opening remarks by the chairman	<b>Benjamin Collette</b> , Chairman (Partner, Deloitte Luxembourg)		
		08.45 – 09.15	Getting it right - the importance of corporate culture	<b>Edward Bonham Carter</b> (Vice Chairman, Jupiter Fund Management plc.)		
		Channels	09.15 – 09.45	From the factory to the market. How to serve the product needs for different clients in various markets?	<b>Dr. Matthias Liermann</b> (MD Global Head of Product Platforms, DWS Investments)	
			09.45 – 10.35	Access to Mass Affluent investors via platforms	<b>Moderated by Michael John Flynn</b> (Director ACG, Deloitte Luxembourg) - <b>Chris Edge</b> (CEO, HSBC Securities Services) - <b>Olivier Huby</b> (CEO, MFEX) - <b>Richard Lepère</b> (Managing Director, Fund Channel SA, Luxembourg) - <b>Ian Taylor</b> (CEO at Integrated Financial Arrangements plc.)	
				10.35 – 11.05	<b>Coffee Break (Foyer 1)</b>	
		Geographics	11.05 – 11.50	Opportunities in China and China views on distribution opportunities in Europe	<b>Moderated by Nicolas Mackel</b> (CEO, Luxembourg for Finance) and <b>Gast Juncker</b> (Partner, Elvinger, Hoss & Prussen) - <b>Michael Chow</b> (Managing Director, Fullgoal Asset Management (HK) Ltd) - <b>Joseph Ho</b> (General Manager, Overseas Business Division, ICBC Private Banking (Head Office))	
			11.50 – 12.30	New Opportunities in South America?	<b>Moderated by Jérôme Wigny</b> (Partner, Elvinger, Hoss & Prussen) - <b>Denise Voss</b> (Conducting Officer, Franklin Templeton International Services S.à r.l.) - <b>Jaime de la Barra</b> (Partner, Senior Investment Strategist and Regional Head of Business Development, Compass Group) - <b>Claudio Basso</b> (Head of Multimanager Department, Deputy-CIO, AZ Fund Management S.A.)	
			Regulation	12.30 – 13.00	Brave new world? Impact of distribution - The view from the regulator	<b>Interviewed by Yves Francis</b> (Managing Partner, Deloitte Luxembourg) <b>Jean-Marc Goy</b> (Counsel for International Affairs, Commission de Surveillance du Secteur Financier (CSSF))
				13.00 – 14.00	<b>Lunch (Foyer 1)</b>	
	Workshop Sessions	14.00 – 15.00	Experiences of AIFM marketing rules and private placement (Plenary)	<b>Moderated by:</b> - François Kim Hugé (Director, Regulatory Consulting Deloitte) - Sophie Dupin (Partner, Elvinger, Hoss & Prussen)		
			Governance of Distributors (Room B)	<b>Moderated by:</b> - William Jones (Founder and Senior Partner ManagementPlus Group) - Sylvie Bajot (Deputy Chief Executive Officer, BNP Paribas Investment Partners) - Graham Goodhew (Director and Conducting Officer, J.P. Morgan Asset Management)		
			Distribution Opportunities of UCITS and AIFs (Room C)	<b>Moderated by:</b> - Peter Preisler (Head of Distribution for EMEA, T. Rowe Price (Luxembourg) Management S.à r.l.) - Enrico Turchi (Managing Director and Conducting Officer, Pioneer Asset Management S.A.) - Jason Trepanier (Chief Operating Officer, Natixis Global Asset Management International) - Christophe Girondel (Global Head of Institutional and Wholesale Distribution, Nordea Asset Management)		
		15.00 – 16.00	Experiences of AIFM marketing rules and private placement (Plenary)	<b>Moderated by:</b> - François Kim Hugé (Director, Regulatory Consulting Deloitte) - Sophie Dupin (Partner, Elvinger, Hoss & Prussen)		
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			16.00	<b>Cocktail (Foyer 1)</b>		