





Luxembourg: the clear alternative

The Association of the Luxembourg Fund Industry (ALFI), the representative body for the Luxembourg investment fund community, was founded in 1988. Today it represents over a thousand Luxembourg-domiciled investment funds, asset management companies and a wide variety of service providers including depositary banks, fund administrators, transfer agents, distributors, law firms, consultants, tax advisers, auditors and accountants, specialist IT providers and communications agencies.

Luxembourg is the largest fund domicile in Europe and its investment fund industry is a worldwide leader in cross-border fund distribution. Luxembourg-domiciled investment structures are distributed in more than 50 countries around the globe, with a particular focus on Europe, Asia, Latin America and the Middle East.

ALFI defines its mission as to **“Lead industry efforts to make Luxembourg the most attractive international centre”**.

Its main objectives are to:

- **Help members capitalise on industry trends**

ALFI's many technical committees and working groups constantly review and analyse developments worldwide, as well as legal and regulatory changes in Luxembourg, the EU and beyond, to identify threats and opportunities for the Luxembourg fund industry.

- **Shape regulation**

An up-to-date, innovative legal and fiscal environment is critical to defend and improve Luxembourg's competitive position as a centre for the domiciliation, administration and distribution of investment funds.

Strong relationships with regulatory authorities, the government and the legislative body enable ALFI to make an effective contribution to decision-making through relevant input for changes to the regulatory framework, implementation of European directives and regulation of new products or services.

- **Foster dedication to professional standards, integrity and quality**

Investor trust is essential for success in collective investment services and ALFI thus does all it can to promote high professional standards, quality products and services, and integrity. Action in this area includes organizing training at all levels, defining codes of conduct, transparency and good corporate governance, and supporting initiatives to combat money laundering.

- **Promote the Luxembourg investment fund industry**

ALFI actively promotes the Luxembourg investment fund industry, its products and its services. It represents the sector in financial and economic missions organised by the Luxembourg government around the world and takes an active part in meetings of the global fund industry.

ALFI is an active member of the European Fund and Asset Management Association, of the European Federation for Retirement and of the International Investment Funds Association.

For more information, visit our website at www.alfi.lu

Please visit www.alfi.lu for the latest version of the programme

programme day 1 - tuesday, 20th november 2012 a.m.

08.00 – 08.45	<i>Registration & breakfast</i>
08.45 – 08.55	Welcome & introduction Marc Saluzzi, Chairman, ALFI, Luxembourg
08.55 – 09.00	Chairperson's introduction Julian Presber, Co-ordinator Relations with the Financial Centre, Luxembourg School of Finance, Luxembourg
09.00 – 09.20	The new environment for alternative funds and its prospects Francis Carpenter, Founder & Managing Partner, AyersRock, Luxembourg
09.20 – 10.10	Discussion on the new environment for alternative funds and its prospects Moderator: Francis Carpenter, Founder & Managing Partner, AyersRock, Luxembourg Panelists: - Pierre-Antoine de Selancy, Managing Director, 17 Capital Management LLP, London - Gilles Duruflé, Independant Consultant Venture Capital & Private Equity, Gilles Duruflé enr., Montreal - Andrew Hawkins, Founder & CEO, New Globe Capital Partners, London - David Shirreff, European Business Correspondent (Berlin), The Economist, London
10.10 – 10.35	Combining Private and Public Money Roger Havenith, Head of Unit, EU Commission, Brussels
10.35 – 11.05	<i>Refreshment break and visit of the exhibition area</i>
11.05 – 11.45	Funds in the Shadow Banking context Moderator: John Parkhouse, Partner, PwC, Luxembourg Panelists: - Alexander Marshall, Partner, Generation Investment Management LLP, London
11.45 – 12.25	The Luxembourg Freeport: What will it bring to the fund industry? Moderator: Thierry Hoeltgen, Partner, Deloitte, Luxembourg Panelists: - Miriam Mascherin, Managing Partner, Elite Advisers S.A., Luxembourg - David Arendt, Managing Director, the Luxembourg Freeport - Tony Reynard, Chairman of the Singapore Freeport, Singapore - Carlo Weisen, Managing Director, Brink's Security Luxembourg S.A., Luxembourg
12.25 – 12.30	Chairperson's wrap up
12.30 – 14.10	<i>Lunch hosted by Ernst & Young and UBS</i>

programme day 1 p.m. - REAL ESTATE Workshop

14.10 – 14.15	<p>Chairperson's introduction</p> <p>Keith Burman, Senior Managing Director, Private Equity/Real Estate, State Street Global Services, Alternative Investment Solutions</p>
14.15 – 14.30	<p>Announcing the 2012 edition of the ALFI Real Estate Funds Survey</p> <p>Catherine Martougin, Partner, Arendt & Medernach, Luxembourg</p>
14.30 – 14.55	<p>Investors Universe from a European perspective</p> <p>Casper Hesp, Director Research and Market Information, INREV, Amsterdam</p>
14.55 – 15.40	<p>Latest trends in International Real Estate Asset Management</p> <p>Moderator: Stéphane Haot, Partner, Head of Real Estate & Infrastructure, KPMG, Luxembourg</p> <p>Panelists: - Peter Cassells, Senior Vice President, Prologis, Luxembourg - James Jacobs, Director, Lazard & Co Ltd., London - Dr Christoph Schumacher, Management Board, Union Investment Institutional Property GmbH, Hamburg</p>
15.40 – 16.10	Refreshment break and visit of the exhibition area
16.10 – 16.50	<p>The new world of Real Estate and Infrastructure financing</p> <p>Moderator: Joëlle Hauser, Partner, Clifford Chance, Luxembourg</p> <p>Panelists: - Philippe Benaroya, Managing Director – Infrastructure, Blackstone/GSO Capital Partners, Dublin - Rodrigo Guimarães, Partner, Explorer Investments, Lisbon - Michael Morgenroth, Managing Director/CIO, SIGNA Holding GmbH and CEO, SIGNA Real Estate Advisory AG (SIGNA READ), Düsseldorf - Etienne Wagner, Head of Compliance & Internal Control, AEW Europe, Paris</p>
16.50 – 17.25	<p>Infrastructure: the growing alternative asset</p> <p>Moderator: Jean-Christian Six, Partner, Allen & Overy, Luxembourg</p> <p>Panelists: - Philippe Taillardat, Co-Head of Infrastructure Investments Europe, First State Investments, London - David Walker, Fund Investments, Climate Change and Environment, European Investment Bank, Luxembourg - James Wardlaw, Partner, Campbell Lutyens, London</p>
17.25 – 17.30	Chairperson's closing remarks
17.30 – 19.00	Wine tasting hosted by Brown Brothers Harriman

programme day 1 p.m. - PRIVATE EQUITY Workshop

14.10 – 14.15	<p>Chairperson's introduction</p> <p>Gilles Dusemon, Partner, Arendt & Medernach, Luxembourg</p>
14.15 – 15.00	<p>AIFMD - Presentation of practical cases and implementation wins via insourced or outsourced solutions</p> <p>Moderator: Alexandre Prost-Gargoz, Managing Director, Alter Domus, Luxembourg</p> <p>Panelists: - Steve Bernat, Head of Distribution Services, Lemanik Asset Management S.A., Luxembourg</p> <p>- Julien Kinic, Managing Director, IDI Emerging Markets, Luxembourg</p> <p>- Patrick Mouterde, Partner, Chief Financial Officer, PAI Partners, Paris</p>
15.00 – 15.40	<p>Fund structuring: Key features</p> <p>Moderator: Nick Tabone, Partner Audit, Deloitte, Luxembourg</p> <p>Panelists: - Patricia Volhard, Partner, P+P Pöllath + Partners, Frankfurt-Main</p> <p>- Bruno Bertrand, Partner, Private Equity, Baker & McKenzie, Paris</p> <p>- Oliver Rochman, Partner Private Investment Funds, Proskauer, London</p>
15.40 – 16.10	<p><i>Refreshment break and visit of the exhibition area</i></p>
16.10 – 16.55	<p>LPs' view on current Private Equity and Venture Capital market and attractiveness of Luxembourg as a Private Equity Fund hub</p> <p>Moderator: Alain Kinsch, Country Managing Partner, Ernst & Young, Luxembourg</p> <p>Panelists: - Thomas Chevalier, Investment Director, SL Capital Partners, Edinburgh</p> <p>- John Holloway, Director, European Investment Fund, Luxembourg</p> <p>- Andreas Rizos, Head of Finance & Controlling, Principal, Golding Capital Partners GmbH, Munich</p>
16.55 – 17.30	<p>Maximize financial returns and support economic development: Can Life Sciences PVCs square the circle?</p> <p>Moderator: Patrizia Luchetta, Director, Directorate New Technologies & Life Sciences, Ministry of the Economy and Foreign Trade, Luxembourg</p> <p>Panelists: - Cédric Bisson, Venture Partner, Teralys Capital, Montreal, Canada</p> <p>- Raj Parekh, General Partner, Advent Venture Partners, London</p>
17.30 – 17.35	<p>Chairperson's closing remarks</p>
17.35 – 19.00	<p><i>Wine tasting hosted by Brown Brothers Harriman</i></p>

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programme day 1 p.m. - **HEDGE FUNDS Workshop**

14.10 – 14.15	<p>Chairperson's introduction</p> <p>Michael Ferguson, Partner, Asset Management Leader, Ernst & Young, Luxembourg</p>
14.15 – 14.45	<p>Hedge Funds – dealing with the myths and realities</p> <p>Dominic Tonner, Communications Manager, Alternative Investment Management Association (AIMA), London</p>
14.45 – 15.40	<p>The future world of Prime Brokerage – dealing with the evolving regulatory and investor demands</p> <p>Moderator: Jérôme Wigny, Partner Elvinger, Hoss & Prussen, Luxembourg</p> <p>Panelists: - Florence Fontan, Head of Public Affairs, BNP Paribas Securities Services, Luxembourg</p> <p>- Heidi Zatlukal, Managing Director, Morgan Stanley & Co International, London</p> <p>- John Fortescue, Vice President-Prime Services, Credit Suisse Securities Europe Ltd., London</p> <p>- Brian McMahon, Managing Director, BNY Mellon Alternative Services, Luxembourg</p>
15.40 – 16.10	<i>Refreshment break and visit of the exhibition area</i>
16.10 – 16.50	<p>Non-Executive Directors – acting in the best interests of the managers or investors?</p> <p>Moderator: Dr Richard Goddard, Independent Director, The Directors' Office, Luxembourg</p> <p>Panelists: - Derek Delaney, Managing Partner, DMS Offshore Investment Services (Europe) Limited, Dublin</p> <p>- Bill Jones, Managing Partner, ManagementPlus (Luxembourg) S.A., Luxembourg</p> <p>- Sean Scott, Partner, Harneys, London</p>
16.50 – 17.30	<p>Luxembourg servicing Hedge Funds – are service providers meeting clients' needs?</p> <p>Moderator: Luc de Vet, Managing Director, Citco Fund Services (Luxembourg) S.A., Luxembourg</p> <p>Panelists: - Justin Egan, Managing Director, Carne Global Financial Services, Luxembourg S.à r.l., Luxembourg</p> <p>- Brian Odendaal, Managed Account Service Provider Management, MAN, London</p> <p>- Tim Roniger, Senior Managing Director, Gottex Fund Management S.à r.l., Lausanne</p> <p>- Marc Russell-Jones, Managing Director, J.P. Morgan Europe Ltd., London</p>
17.30 – 17.35	Chairperson's closing remarks
17.35 – 19.00	<i>Wine tasting hosted by Brown Brothers Harriman</i>

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programme day 2 - wednesday 21st november 2012 a.m.

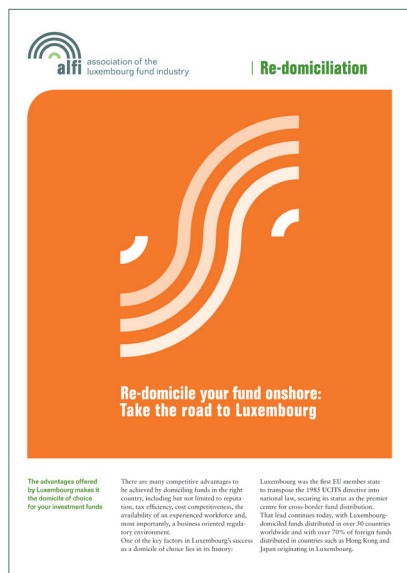
08.00 – 08.45	<i>Registration & breakfast</i>
08.45 – 08.50	Chairperson's introduction Nathalie Dogniez , Partner, Head of Investment Management, KPMG, Luxembourg
08.50 – 09.35	Practical consequences of the AIFMD – two selected topics Impact on Management Companies Jacques Elvinger , Partner Elvinger, Hoss & Prussen, Luxembourg Impact on Depositaries Jean-Michel Loehr , Chief Industry & Government Relations, RBC Investor Services, Luxembourg Bill Scrimgeour , Global Head of Regulatory & Industry Affairs, HSBC Securities Services/HSBC Bank plc, London
09.35 – 10.00	Modernisation of the Luxembourg Limited Partnership Hermann Beythan , Partner, Linklaters LLP, Luxembourg
10.00 – 10.35	<i>Refreshment break and visit of the exhibition area</i>
10.35 – 11.20	The new landscape after AIFMD Moderator: Freddy Brausch , Partner, Linklaters LLP, Luxembourg Panelists: - Eef Verachtert , Senior Vice President, Alternatives & Strategic Planning, Investor Services, Brown Brothers Harriman, Luxembourg - Pierre-Antoine Boulat , CEO, UBS Fund Services (Luxembourg) S.A., Luxembourg - Maarten Nauta , Legal Counsel/Project Manager AIFMD, Bouwfonds REIM, The Netherlands
11.20 – 12.10	Preferred options for approaching investors Moderator: Claude Niedner , Partner, Arendt & Medernach, Luxembourg Panelists: - Christopher Hilditch , Partner, Schulte Roth & Zabel, London - Dr. Dirk Söhnholz , Managing Director and COO, Veritas Investment GmbH, Frankfurt-Main - Thomas van Ditzhuyzen , Head of Private Labelling Europe, Swiss & Global Asset Management Ltd. Zurich - Dr. Hermann Wüstefeld , Managing Director, Head of Closed-end Fund Production & Management, DWS Finanz-Service GmbH, Frankfurt-Main
12.10 – 12.15	Chairperson's wrap up
12.15 – 14.00	<i>Lunch hosted by Credit Suisse Fund Services (Luxembourg) S.A. and Societe Generale Securities Services</i>

programme day 2 - wednesday 21st november 2012 p.m.

14.00 – 14.05	<p>Chairperson's introduction</p> <p>Nathalie Dogniez, Partner, Head of Investment Management, KPMG, Luxembourg</p>
14.05 – 15.05	<p>Risk Management under the AIFMD – Practical implementation for Hedge Funds, Private Equity and Real Estate Funds</p> <p>Moderator: Olivier Carré, Partner, PwC, Luxembourg</p> <p>Panelists: - Christoph Adamy, Head of Risk Management, Allianz Global Investors Luxembourg, Luxembourg</p> <p>- Jérôme Alméras, Managing Partner, NATIXIS Environnement & Infrastructures, Luxembourg</p> <p>- Alain Hoscheid, Conseiller de Direction 1ère classe, Commission de Surveillance du Secteur Financier, Luxembourg</p> <p>- Günther Skrzypek, Managing Partner, Augur Capital, Frankfurt -Main</p>
15.05 – 15.35	<i>Refreshment break and visit of the exhibition area</i>
15.35 – 16.30	<p>Liability mitigation and insurance for alternative investment fund managers</p> <p>Moderator: Henry Kelly, Independent Director, KellyConsult S.à r.l., Luxembourg</p> <p>Panelists: - Monique Bachner, Member of the Board of Directors, ILA (Institut Luxembourgeois des Administrateurs), Luxembourg</p> <p>- Robert Kelly, Senior Partner, Baronsmead Partners LLP, London</p> <p>- Thomas Nummer, Managing Director, Carne Global Financial Services, Luxembourg</p> <p>- David Van den Berghe, Regional Manager - FI, Allianz Global Corporate & Specialty, Antwerp</p>
16.30 – 16.35	<i>Chairperson's closing remarks</i>

alfi brochures & publications

All ALFI Brochures & Publications can be downloaded from www.alfi.lu.
To order paper copies, please contact info@alfi.lu.



conference information

- Venue:** Nouveau Centre de Conférences Kirchberg (NCKK)
4, Place de l'Europe, L-1499 Luxembourg
- Parking:** Please use the "Place de l'Europe" car park. Taxis and private cars are only allowed to stop for drop off. There are no parking spaces in front of the venue. For a detailed access plan, please refer to our website: www.alfi.lu
- Registrations:** Registrations are managed by Parthen R&S. For any requests concerning your registration, please contact:
Parthen R&S - Registration office
P.O. Box 25, NL-1180 AA Amstelveen, The Netherlands
Phone: +31 20 5727301, Fax: +31 20 5727377
E-mail: registration@parthen.nl
- Conference fees:** Please refer to the Fees & VAT legislation information page. Conference fees include full access to the booked conference sessions, the exhibition area and lunch for one delegate as well as one conference documentation package. Fees do not include travel or hotel accommodation.
- Group reservations and fees:** Group deal: One free ticket for every 10 tickets booked under your company name.
- Accommodation:** To reserve your accommodation, please go to <https://congress.lcto.lu/en/>. You will need the following access code: AEAIFC12 and a valid VISA or MASTERCARD credit card in order to guarantee your booking.
Hotel bookings are managed by **Luxembourg Convention Bureau**:
Tel.: +352 / 22 75 65 - Fax: +352 / 46 70 73,
E-mail: convention.bureau@lcto.lu.
- Partner hotels of the conference:
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- Meliã Hotel Luxembourg 4* deluxe (opposite the conference venue, 1 minute walk) www.melia-luxembourg.com
Novotel Luxembourg Kirchberg 4* (5 minutes walk to the conference venue) www.novotel.com
Sofitel Luxembourg Europe 5* (located next to the Novotel above - 5 minutes walk to the conference venue) www.sofitel.com
- For tourist information you may visit www.lcto.lu.
- Sponsorship & Exhibition:** Please contact events@alfi.lu or visit our website www.alfi.lu.

registration conditions

- Your registration is valid for **one delegate only**.
- Confirmation and payment:**
- An email confirmation will be sent upon receipt of registration to the registrant.
 - The invoice will be sent by email to the billing contact as provided during the registration process.
 - Conference fees must be paid prior to the event. Full pre-payment or a credit card guarantee is required. See fees, VAT legislation, payment page.
- Early Bird fee:** Is only applicable if your registration is made and paid by **5 October 2012**. After this date, the normal fee applies.
- Conference attendees list:** Registrations received by **9 November 2012** will be listed on the printed delegates list given to all attendees.
- Name changes/substitutions:** Please send a written notice to the registration office 'Parthen R&S' (*details below*) by **9 November 2012** in order to have the correct name appear on the printed delegates list. Partial and/or split registrations are not permitted.
- Cancellations:** Must be made in writing to the registration office 'Parthen R&S'. If the cancellation is received by **9 November 2012**, reimbursement of the registration fee, minus a € 50 handling charge will be made. For cancellations received after this date, or if registrants fail to attend, the full cost is due and no refund will be made.
- Late registrations:** Registrations made after **9 November 2012** are welcome (subject to availability) but may not be listed on the printed delegates list. A credit card guarantee is required as *the full fee is due upon receipt of your registration number*.
- Registration office:** Parthen R&S
P.O. Box 25, NL-1180 AA Amstelveen, The Netherlands
Phone: +31 20 5727301, Fax: +31 20 5727377
E-mail: registration@parthen.nl
- Conference organiser:** ALFI, Association of the Luxembourg Fund Industry
Phone: +352 22 30 26 1
Fax: +352 22 30 93
12, rue Erasme - L-1468 Luxembourg
www.alfi.lu
Contact: ALFI events team at events@alfi.lu

For access map, programme, hotel and other information, please refer to www.alfi.lu

fees

Fees *:	Non-Members		ALFI/CAIA members***	
	Early bird rate **	Normal rate	Early bird rate **	Normal rate
	€ 1,200	€ 1,400	€ 900	€ 1,100

* Fees are subject to 3% VAT.

** Early Bird Fee for registration made and paid by **5 October 2012**.

*** In order to benefit from the member rate, the invoice has to be addressed to the member company.

VAT legislation

VAT applies in accordance with European regulation. Please complete the **VAT Number** section according to one of the following options:

For companies within the EU:

1. For registrations from a VAT registered company it is mandatory to provide a **VAT number** (for reporting purposes) in order to process your registration.
2. For registrations from companies that are not VAT registered - please mark 'N/A' in the VAT section/field.

For companies outside the EU:

3. For registrations received from all companies outside the EU, it is not mandatory to provide your VAT number, but please mark 'Non EU' in the VAT section/field.

payment

Conference fees must be paid prior to the conference. All payments are to be made in Euro. Please quote name, company and invoice number for each attendee.

1) By bank transfer to the following bank account: ING Bank Luxembourg - 52, Route d'Esch - L- 2965 Luxembourg	
Account holder:	Stg. Parthen R&S Derdengelden: Stroombaan 4, 1181 VX Amstelveen, The Netherlands
BIC/Swift Code:	CELLLULL
Account number:	IBAN LU05 0141 1369 1300 0000

2) By Credit Card: Please register online and choose the credit card payment option. For registrations by fax who wish to pay by credit card, please contact the registration office «Parthen R&S».

Invoice address:

An invoice will be e-mailed to the billing contact as indicated at registration. VAT will be applied according to the VAT legislation (details above).

registration form

PLEASE COMPLETE IN BLOCK CAPITALS

First & Last Name:	<input type="checkbox"/> Mr. <input type="checkbox"/> Ms
Title:	
Department:	
Company:	
Street:	
ZIP-Code, City:	
State/Country:	
E-mail for confirmation (mandatory)	
Phone:	
Fax:	
Remarks:	

Please select one of the following Day 1 afternoon workshops:		
<input type="checkbox"/> Hedge Funds	<input type="checkbox"/> Private Equity	<input type="checkbox"/> Real Estate

Fees/VAT legislation: Please refer to the [previous page](#).

Important: In order to benefit from the member rate, the invoice has to be addressed to the member company. *Completing the VAT field is mandatory.* The VAT number provided must be that of the company to be invoiced.

Invoice address:

Company:	
VAT number (mandatory) see previous page	
<input type="checkbox"/> ALFI/CAIA members (please check if applicable)	
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ZIP-Code, City:	
State/Country:	
E-mail for sending invoice:	

I herewith register for the ALFI European Alternative Investment Funds Conference and confirm that I have carefully read and accepted the registration conditions and VAT information set out in this document.

Date: _____ Signature: _____

alfi events calendar

Month	Organised by ALFI	ALFI participation in events organised by Luxembourg for Finance or Luxembourg for Business	Worldwide conferences endorsed by ALFI
2012			
September			
24 - 27	ALFI Roadshow to Asia (Tokyo, Hong Kong, Singapore)		SuperReturn Asia
25			UCITS London
October			
4 & 5	ALFI Roadshow to Switzerland (Zurich, Geneva)		
8 - 10		Real Estate Conference at Exporeal in Munich	
10 & 12			FundForum USA
15 - 19		Financial Mission to Latin America (Mexico, São Paulo, Rio de Janeiro)	
19	ALFI Roadshow to Santiago de Chile		
28			HKIFA Annual Conference
November			
6 & 7			ITAS Asia
6 - 9			SuperInvestor Paris
11 - 14			FundForum Middle East
12	ALFI Roadshow to Frankfurt		
14		Financial Seminar in Paris	
16	ALFI Breakfast Seminar in New York		
27 - 29			FundForum Latin America
December			
4 & 5			Global Custody Forum
5		Financial Seminar in Milan	
2013			
January			
14 & 15		Exhibition booth & Workshop at Asian Financial Forum in Hong Kong	
March			
19 & 20	ALFI Spring Conference		
19	ALFI Gala Dinner		
May			
21	ALFI Roadshow to London		
22	ALFI Roadshow to Edinburgh		
September			
12 & 13	ALFI Global Distribution Conference		
15 - 19			IOSCO 2013 Luxembourg

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