

PRIVATE INVESTOR: RUSSIA & CIS

13-14 October 2015, The Chelsea Harbour Hotel, London

Day 1, 13 October 2015, Tuesday

08:30 Registration & morning coffee

10:00 SESSION 1. DEFINING CLIENT PROFILES, BEHAVIOUR AND NEEDS

With leading private bankers/wealth managers from Russia, the CIS and Europe

- Current investment realities in Russia
- What are the latest structuring and investment trends for Russian /CIS wealthy families?
- What is the current appetite of Russian/CIS clients for **finance/credits**? What are the banks' requirements and procedures related to providing credit?
- Update on transparency, KYC and compliance in a range of jurisdictions in relation to Russian/CIS clients
- Q&A

Speakers include:

- **Dmitry Peshnev-Podolskiy**, First Vice-President of **Gazprombank**, Head of Private Banking & Wealth Management, **Russia**
- **Josef Meyer**, Chairman of the Board, **Axioma Wealth Management AG**
- **Vadim Pogosian**, Head of Client Relationship Centre, Wealth Management Division, **Sberbank of Russia**

11:00 Networking coffee break

11:30 SESSION 2. INVESTMENT MANAGEMENT & ASSET ALLOCATION STRATEGIES FOR RUSSIAN/CIS INVESTORS

With high profile CIOs, wealth managers, family offices, private equity/venture capital players

- **What portfolio strategies are currently in demand by Russian clients?** Focus on fixed income strategies, leveraging portfolios; use of **structured products** (Theophanous)
- Spotlight on **Russian equities** - from a leading analyst (Nash)
- Cash generating investment products: **FIXED INCOME** products
- 8% fixed income short term investments secured by London real estate (Khenkin)

Speakers include:

- **Phanos Theophanous**, Managing Director, **Barclays Wealth and Investment Management**
- **Roland Nash**, Senior Partner and Chief Investment Strategist, **Verno Capital**
- **Riccardo Milan**, Partner, **Capital Strategies Partners**
- **Dmitry Khenkin**, Director, Co-founder of **Consulco Group, Cyprus**

Spotlight: PRIVATE INVESTMENTS: NEW TECHNOLOGIES, MEDICAL RESEARCH, HOSPITALITY, ETC

- Which sectors are currently attracting private investment by Russian/CIS HNWI's?
- How to evaluate the **ROI of potential business projects** and choose the best ones to invest in?
- How best to assess risks and structure investments?
- **PRIVATE EQUITY** and venture capital investments
- Q&A

Speakers include:

- **Kim Berkov**, Partner, **ENSO Ventures** – on high-tech investments for HNWI's
- **Anthony Corbett**, Director, **Lucrum Wealth**
- **Kirill Nikolaev**, Managing Partner, **NICA Multi Family Office, Miami - Geneva - Moscow - Hong Kong**

13:15 LUNCH

14:15 **SESSION 3. NEW! ON-STAGE INTERVIEWS: INVESTING IN BUSINESSES ABROAD**

Live interviews with **well-known entrepreneurs of Russian/CIS origin** who have opened successful businesses in the UK. Led by a journalist from a leading business newspaper

- Investing in **high-end retail, the restaurant business, luxury goods and the design sector**: What are the key factors for success on these markets in the UK? Was previous business experience in Russia helpful and relevant - or does the UK market require a different approach?
- What was the motivation to open this specific business in the UK?
- Expectations and realities. After several years in business what has been achieved, and what were the main challenges?
- Q&A

ENTREPRENEURS:

- **SPECIAL GUEST SPEAKER: Mikhail (Misha) Zelman, Restaurateur, Owner of restaurant businesses in the UK, Russia etc, Founder of RP COM, Goodman Restaurants** (exact detail tbc)
- **Anna Grace-Davidson, Luxury Interior Designer & Entrepreneur, Director of Anna Casa Interiors, London**
- **Interviewer: Victor Balagadde, Editor, Kommersant UK**

15:30 **SESSION 4. Spotlight: IN WHICH REAL ESTATE DO WEALTHY RUSSIANS CURRENTLY INVEST AND WHY?**

- **Results of a survey of wealthy Russians purchasing elite real estate abroad**: How has their choice of real estate changed this year due to the crisis in Russia?
- Residential via **commercial/income generating** real estate and other trends
- **Q&A**

Speakers include:

- **Georgy Kachmazov, Managing Partner, Tranio, Russia** - presenting results of a survey on Russian HNWIs investing in real estate abroad

16:15 Coffee and networking break

16:45 **SESSION 5. INVESTING IN ALTERNATIVE ASSETS (HEDGE FUNDS; ART, WINE AND OTHER)**

- Trends in **investing in hedge funds**
- What are the key factors for successful investment in art? **Art as an asset class**: how important is the value of the perceived prestige and social benefits?
- Analysis of current trends on **Russian and international art markets**
- Investing in **intellectual property** and media projects (tbc)
- **Wine investments**: invest directly or via funds? What are the pros and cons?
- **Q&A**

Speakers include:

- **Khachatur Gukasyan, Partner, Head of ATON Wealth Management, ATON, Russia (on hedge funds)**
- **Nikita Monakhov, Chairman of the Board of Directors, Rigensis Bank, Latvia**
- **Kristina Krasnyanskaya, Owner, Heritage Gallery, Russia**
- Wine investment expert – name tbc

18:00 **GALA COCKTAIL RECEPTION** for all participants – special programme to be announced

Day 2, 14 October 2015, Wednesday

08:30 Registration and morning coffee

09:30 SESSION 6. EXPERT INSIGHTS on legal and tax issues

Moderator: Dmitry Klenov, Partner, UFG Wealth Management, Russia

WORKING WITHIN THE SANCTIONS: A PRACTICAL PERSPECTIVE

- **Rupert D’Cruz, Barrister, Littleton Chambers, Secretary of the British-Russian Law Association, UK**

UPDATE FROM RUSSIA ON THE CFC RULES: Practical analysis of possible solutions and risks

- Ceasing to be a Russian tax resident. Which countries have a favourable tax and legal environment?
- Disclosing your foreign structures. What does **amnesty of capital** mean in practice?
- Analysis of structures/cases that do not fall under the CFC rules
- **Anton Ionov, Head of CIS Personal Tax Services, EY, Russia**
- **Oleg Mikhailov, Director, M&P Private Services Group, Russia**
- **Alexander Lins, LL.M. Managing Partner, LMG Lighthouse Trust reg.**

Trusts in a transparent world

- **Julie Collins, Executive Director, EFG Wealth Solutions**

Latest update on the changes in the NON-DOM RULES in the UK

11:00 Coffee and networking break

11:30 SESSION 7. RELOCATION AND CITIZENSHIP SOLUTIONS. Spotlight on relocating businesses

- **Relocating to Malta (including business):** Tax and legal implications for Russian/CIS clients
- **In the spotlight: RELOCATING YOURSELF and YOUR BUSINESS to the UK** and the tax implications
- Changes in the requirements for a **UK investor visa**: has the interest from Russian clients shifted towards other programmes? Update on the **UK entrepreneur visa** – what are the criteria for approval?
- **MALTA:** Individual investor programmes; requirements, practical case studies
- **CYPRUS:** Update on naturalisation of investors by exception
- **BALTICS & EASTERN EUROPE:** How attractive an option are they for Russian/Ukrainian/CIS clients?
- Overall comparison of discussed programmes and summary: Where to next?
- **Q&A**

Speakers include:

- **Karl Cini, Partner, Nexia BT, Malta**
- **Carolyn Stepler, Partner, Private Client Services, EY, UK**
- **Rupert Gather, Founder and Executive Chairman, InvestUK**
- **Anastasia Yianni, Business Development Manager, Pafilia Property Developers**
- **Dr Jean-Philippe Chetcuti, Managing Partner, Chetcuti Cauchi Advocates, Malta | Cyprus | London**

13:00 LUNCH TABLES WITH FAMILY OFFICES

Presentation of a recent survey on Russian family offices:

14:10 Ruslan Yusufov, Chief Analyst, Moscow School of Management SKOLKOVO, Wealth Transformation Centre

- Q&A

14:30 SESSION 8. More on structuring... PRACTICAL PANEL: COMPARISON OF POPULAR STRUCTURES for Russian/CIS businessmen and their use in the current context

Business structures

- **Holding structures:** Cyprus; Luxembourg; Malta; Netherlands; Latvia, Slovakia, Sweden etc
- **Trading companies:** Cyprus; etc
- **Funds:** Luxembourg; Cayman Islands; Guernsey etc

Personal structures

- **Trusts:** Cyprus; Channel Islands; Caribbean etc. What should the client take into account when choosing a trustee?
- **Foundations:** Liechtenstein; Panama etc
- Other structures

The use of these business and personal structures within the framework of Russia's CFC rules

- Q&A

Speakers include:

- **LEADER and KEY SPEAKER: Andrew Terry**, Partner, Co-Head of Russia/CIS Group, **Withers, London**
- **Valery Zaikin**, Commercial Director, **United Trust, UK** (on Off shore structures on the Caribbean and comparison with more traditional jurisdictions)
- **Alasdair McLaren**, Client Services Director, **First Names (Guernsey) Limited**

15:30 Parallel Champagne Round Tables

Always popular format that allows you to discuss specific topics with experts in a relaxed environment with a glass of champagne!

Champagne Round table A.

THE SECRET TO THE ENDURING PRESTIGE OF BRITISH EDUCATION

- Are there any new requirements and tips for applying to elite schools and universities in the UK? Once a student is in, what kind of support and advice he might require?
- Q&A
- **Leading education consultant**

Champagne Round table B.

THE IMPORTANCE OF ELITE MEDICAL CARE

- 24/7 medical advice and guidance for wealthy families and children studying abroad: a new concept?
- Q&A
- **Karina Solloway**, Director and Founder, **PolyClinica N1 and AngloMedical, UK**

16:30 – 17:00 *Networking & close of formal conference*