MARKETS GROUP

PRIVATE WEALTH BRAZIL FORUM 2016

MAY 16 | RENAISSANCE HOTEL | SÃO PAULO, BRAZIL

Dear Attendee,

The Fifth Annual Private Wealth Brazil Forum brings together the heads of private banks, family offices and HNWIs to discuss asset management, wealth planning, jurisdictions, philanthropy and offshore investments. The event is part of our series of Private Wealth forums throughout Latin America that provide peer education on regulation, wealth protection, asset allocation and private client wealth management.

- A Brazil-focused one-day summit covering wealth management issues in Latin America's largest market for private banking and family offices.
- The most relevant topics for clients and intermediaries including asset allocation, philanthropy, jurisdictions and critical competencies for wealth management.
- More than fifty speakers from family offices, private banks, law firms, asset management firms and auditors covering the local market and the global players increasingly interested in serving Brazil.

We have put the program together with the needs of the wealth management and wealth planning community in mind and will continue to strive to provide the most updated intelligence on private wealth management in Latin America.

We are looking forward to hosting you in Brazil.

Regards,

Kilby Browne
Head of Private Wealth Group
Markets Group

Private Wealth Series

Private Wealth Mexico Forum
Mexico City
June 23th, 2016
Four Seasons

Private Wealth LatAm Caribbean Forum
Miami
October 19th and 20th, 2016
JW Marriott Miami

Private Wealth Andean Forum
Bogota
December 1st, 2016
W Bogota Hotel

Private Wealth Panama Forum
Panama City
February 25th, 2016
Hotel Riu Plaza

Private Wealth US Forum
New York, NY
April 6th-7th, 2016
Harmony Club

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Athena Advisers is an international sales network and property investment advisory that was founded on the idea of building bridges — cultural and communicative bridges — between countries and the investors, real estate agents, developers and second home purchasers. Founded in 2003 and today led by three partners, the company is driven by the prospect of cross-border investment and has over a decade of experience in dealing with diverse markets and audiences.After refining our expertise in the French market, the company now has a portfolio spanning time zones, comprising alpine chalets, sleek town houses, Mauritian and Seychellois beach houses, London and Lisbon pied a terre, andeverything in between.

Bahamas Financial Service Board With 6000+ professionals covering every aspect of financial services, The Bahamas is one of the most developed financial centers in the world. Products and services comprise banking, private banking and trust services, investment fund administration, capital markets, investment advisory services, accounting and legal services, e-commerce, insurance, and corporate and shipping registries.

The BVI is a leading and growing jurisdiction for establishing offshore domiciled investment beginning with our flagship product of a BVI Business company. We offer innovative tailored products with cost-efficiency, ease of incorporations for start-up funds, suiting the needs of both established and emerging markets. Our highly acclaimed Virgin Islands Special Trust Act (VISTA) offers the flexibility needed to provide tailor-made solutions for managing shareholding of a company placed in trust. BVI's commitment to the financial services industry is proven to connect markets, empower our clients and facilitate investment, trade and capital flow.

EB5 Global specializes in real estate investments that allow foreign investors to obtain U.S. Green Cards through the EB5 Program. EB5 Global focuses on the development of nationally branded hotels, office buildings, and multi family housing and is responsible for 500+ green cards. EB5 Global has a 100% approval track record from USCIS. Projects are delivered in partnership with Williams Dame & Associates, one of the most prolific and successful real estate companies in the Pacific Northwest, with 40 years of development experience, and a portfolio of over $2 Billion USD. Working in partnership with best in class immigration attorneys, immigration networks, and regional centers, EB5 Global over-sees and protects immigrant investor portfolios with a hands on management approach. EB5 Global maintains its corporate offices within the Pearl District of Portland, Oregon.

Global Bank of Commerce "GBC" is a Caribbean owned and operated international bank, offering attractive financial products to its regional and international customers since 1983. It was the first Bank to be licensed in Antigua and Barbuda under its International Business Corporations Act, 1982, and has the distinction of being the grandfather of international financial services operating in the jurisdiction's Financial Centre. We maintain a solid capital base and undergo annual third-party financial audits as well as annual third-party AML/CTF audits. We are a member of the Caribbean Association of Banks and have colleague relationships with another 30 Caribbean banks and credit unions. We also subscribe to the Caribbean Principles.

Henley & Partners is the global leader in residence and citizenship planning. Each year, hundreds of wealthy individuals, families and their advisors rely on our expertise and experience in this area. Our highly qualified professionals work together as one team in over 20 offices worldwide. The firm also runs a leading government advisory practice. We have raised more than US$ 4.5 billion in foreign direct investment and been involved in strategic consulting and the design, set-up and operation of several of the world's most successful residence and citizenship programs.

MDO Management Company is a management company under Chapter 15 of the Law of 2010 and is also, as of 2014, an Alternative Investment Fund Manager. MDO Management Company is an independent Luxembourg based third party management company with a staff of over 45 fund professionals. MDO Management Company offers risk management, compliance monitoring, governance and substance solutions. MDO Management Company currently acts as Management Company of over 50 funds, UCITS and AIFs, with assets under management exceeding EUR 21 billion.

SPONSORS

Nevis is naturally known for its unspoilt beauty, unhurried charm, and unique island experience, so it is no wonder visitors from around the world come to our shores to discover this hidden gem. Nevis is one of the most "attractive" jurisdictions for investors from around the world. Yet, with 32 years experience as an International Financial Services Centre, Nevis is recognized worldwide for its professionalism, efficiency, commitment to meeting international regulatory standards, and prolific wealth management and asset protection tools. The sector boasts an impressive collection of competent registered agents qualified in trust and asset management, law, finance, accounting, taxation and banking. The jurisdiction is fast becoming the island of choice for high net worth individuals from around the world seeking to expand their investment portfolio.

NTL Trust develops secure and compliant cross-border wealth management solutions. Our clients are financial professionals, global entrepreneurs, investors and their families: individuals who value a fresh and independent approach by partners who speak their language, based on traditional values such as personal service, discretion and prudence. Our specialty is holistic international planning. We coordinate not just corporate, trust and private banking matters, but we also advise on and implement essential residence and citizenship strategies that are too often taken for granted. We help clients not just with legal tax mitigation and asset protection, but more importantly to manage broader geo-political and macro-economic risk and opportunity.

VdA is a Portuguese independent law firm with over 300 staff. We are proud to have been involved in many groundbreaking transactions in Portugal in the last 40 years, and to maintain privileged relations with some of the top international law firms around the world. We work as a team with our clients, making their objectives our own. Based on our experience, we strive to deliver innovative and solid solutions, under the highest standards of performance with only one aim in view: the clients' success. Our values have led us to the recognition of our clients and peers, as well as to some accomplishments such as the "Financial Times 2015 Game Changing Law Firm in Continental Europe (Non UK)", the "Law firm of the year: Iberia 2014" by The Lawyer and "Most Active Law Firm in Bonds 2014", by Euronext, all of which enables VdA to consolidate its position as a high profile business law firm.

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CÁMARA NACIONAL DE COMERCIO BOLIVIA

EMIA EMERGING MARKET INVESTORS ASSOCIATION

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FOCUSECONOMICS

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CartaCapital

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PR Newswire A UBM plc company

A.C.S.P. 1894 ASSOCIAÇÃO COMERCIAL DE SÃO PAULO

FECOMERCIOSP

SÃO PAULO CHAMBER OF COMMERCE

FUNCEX fundação centro de estudos do comércio exterior | 40 anos Ajudando o Brasil a expandir fronteiras

CECIEx Conselho Brasileiro das Empresas Comerciais Importadoras e Exportadoras

IMMC Instituto Mineiro de Mercado de Capitais

AEF-Brasil Associação de Educação Financeira do Brasil

KEYNOTE SPEAKER

Helena Ribeiro, CEO & Founder, **Grupo Empz** (Brazil)
Ms. Ribeiro is the Chief Executive Officer and Founder of Grupo EmpZ, specializing in outsourcing, business process management (BPO), executive education and human resources.

The group, headquartered in Goiania, maintains 28 branches, places more than 90,000 employees per year and is a national leader in its' segment covering all regions of Brazil. For three consecutive years Grupo Empz has been featured in the ranking of Revista Exame as one of the fastest growing companies in the country. They are recognized as the best company in their segment for hiring effective, selective personnel. Grupo Empz is among the top 20 human resources companies in Brazil.

Helena built her career developing new, innovative methods of personnel administration in the areas of hotel management and technology. Her work has earned her multiple awards in Brazil. As an entrepreneur, she founded Grupo Empz with a Z for zapp, a theory of reenergizing people and making a difference in organizations.

SPEAKERS

Ricardo Ventrilho Figuereido, Head of Investments for Latin America, **Mercer** (UK)
Ricardo Ventrilho joined Mercer in March of 2015 as the Investment Leader for Latin America. He has 22 years of experience in the financial market working with different client segments such as pension funds, wealth managers/private banks, fund distributors, asset managers, insurance and reinsurance companies. Regarding his educational background, Ricardo has a bachelor degree in Economics by the State University of Campinas (UNICAMP / Brazil) and a Master of Business Administration (MBA) by the University of Michigan (Stephen M. Ross School of Business / USA).

Natália Zimmermann, Head of Wealth Planning, **Santander Bank** (Brazil)
Natalia Zimmermann, lawyer, CFP®, is a member of the Ethics Committee of Brazilian Institute of Financial Professionals´ Certification (IBCPF), and has several specializations in inheritance & succession planning and tax law, besides extensive experience in estate and wealth planning in the banking sector. During all her professional career, the main focus has been on the high net worth segment, being responsible for development and implementation of wealth and estate planning strategies. Currently, she holds the position of head of wealth planning at Santander Private Banking, being responsible for the wealth and estate area.

Ronaldo Patah, Head of Investment Strategy, **UBS** (Brazil)
Mr. Patah is head of investment strategy in the Chief Investment Office of UBS Wealth Management in Brazil. Mr. Patah was responsible for the management of R$ 150 Billion in Fixed income funds in Itaú Asset Management from 2009 to 2014. He was adjunct director at Unibanco from 2006 to 2008, and was responsible for equities and multi-markets. Before this, he was director of fixed income funs to clients in offshore markets. He currently holds a Masters in Business Administration with a focus on finance from New York University, and holds an undergraduate degree fron Fundação Getulio Vargas.

Mauro Rached, Head of Wealth Management, **BNP Paribas** (Brazil)
Mr. Rached has been a part of BNP Paribas since the beginning of the creation of its wealth management division in Brazil in 2001. In 2013 he took on the role of head of the division on the country. He was responsible for the implementation and development of the products and services platform in his role as Chief Strategist. Between 1994-2011 he was responsible for the area of Risk Management at Banco CCF Brazil. Mr. Rached has an Engineering and Law degree from USP. He represents BNP Paribas in ANBIMA's Private Banking committee since 2011.

Eduardo Gentil, Founding Partner, **Trust Gestão Patrimonial** (Brazil)
Mr. Gentil is the founding partner of TRUST Gestão Patrimonial, since 2000. He graduated with a law degree from the Pontifical Catholic University (PUC) and has a graduate degree in business management from Trevisan University. Mr. Gentil has worked since then with the planning of family and property structures, succession planning, as well as in the areas of corporate law, real estate and advising Brazilians and foreigners residing in Brazil and abroad. Mr. Gentil also contributes to the area of advisory of some nonprofits.

Cesar Chicayban, Head of Citi Private Bank, **Citibank** (Brazil)
Mr. Chicayban is the Head of Citi Private Bank and a member of the Executive Committee of Citi Brazil. In this capacity, Cesar manages a team of private bankers, investment counselors, relationship officers, and other product specialists based in Sao Paulo, Rio de Janeiro, New York, Miami, Geneva, and London who serve some the wealthiest families in Brazil with a net worth of $25M and beyond. Cesar joined Citi Private Bank in New York in 2000 as a management associate upon completing his graduate studies. Prior to joining Citi, Cesar worked for two major financial institutions in Brazil for 6 years, Banco Santander and Unibanco, where he was a Senior Product and Marketing Manager. Cesar received his B.A. in Economics from Fluminense Federal University in Rio de Janeiro in 1995 and his M.B.A., cum laude, from the University of Rochester – Simon School in 2000.

AGENDA

8:00 **Registration & Welcome Coffee**

9:00 **Opening Remarks**
Kilby Browne, Head of LatAm Private Wealth Group, **Markets Group** (US)

9:05 **Chairman's Welcome**

9:10 **Keynote Presentation: From the Ground Up – How to Build Wealth and Maintain It.**
A discussion on building an empire from the ground up.
Helena Ribeiro, Chief Executive Officer & Founder, **Grupo Empz** (Brazil)

9:30 **Private Wealth Management in Brazil: Outlook on Turbulent Times**
Despite political difficulties and economic setbacks Brazil still leads the charts in number of HNWIs in Latin America. Many wealthy Brazilians have chosen to move their assets to offshore markets. How are wealth managers maintaining a balance of offshore investments and maintaining capital in Brazil? What is the timeline industry leaders predict for Brazil to come back from this market slowdown? In the meantime, what innovative products and services help retain clients and their wealth?
Moderator:
Francisco Levy, Executive Director, **UBS** (Brazil)
Speakers:
João Albino Winkelmann, Head of Private Bank, **Bradesco Private Bank** (Brazil)
Eduardo Estefan Ventura, Private Banking Superintendent, **Itaú Private Bank** (Brazil)
Rodrigo Marcatti, Director Private Banking, **Banco Fator** (Brazil)
Cesar Chicayban, Head of Private Banking, **Citibank** (Brazil)

9:50 **Searching for Positive Returns in a Negative Economic Environment**
Brazil is experiencing one of the most challenging periods in its economic history. How are high-net worth advisors steering their clients through these troublesome times? Experts from the asset management field discuss about what asset classes and sectors are attracting the most interest from wealth managers, family offices and private banks globally.
Moderator:
Luciano Telo, Chief Investment Manager, **Goldman Sachs** (Brazil)
Panelists:
Mauro Rached, Head of Wealth Management, **BNP Paribas** (Brazil)
Ricardo Figueiredo, Head of Investments for Latin America, **Mercer** (UK)
Fabio Passos, Head of Asset Allocation, **CA Indosuez Wealth** (Brazil)
Ronaldo Patah, Head of Investment Strategy, **UBS** (Brazil)
Jose Mauro Delella, Head Strategist, **Rafter Investimentos** (Brazil)

10:30 **Luxembourg: Helping Asset Managers Expand their Expertise to Other Targeted Markets**
What product structures are offered in Luxembourg? What are the requirements necessary from local asset managers to manage Luxembourg products?
Martin Vogel, Chief Executive Officer, **MDO Management Company** (Luxembourg)

10:50 **Morning Networking Break**

11:05 **A Broader Discussion on the Caribbean as an Offshore Jurisdiction of Choice for Latin America**
Governments around the world have increasingly tightened control over their citizens' overseas assets, in efforts to ultimately collect more taxes. High net worth individuals now need to be more selective about picking jurisdictions to host their offshore structures, with added emphasis on asset privacy and protection. This panel will take a comparative approach to discuss the relative merits of popular jurisdictions.
Panelists:
Jonathan E. Gopman, Partner, Chair, Trusts & Estate Practice, **Akerman LLP** (US)

11:45 **Succession Planning Roundtable**
Despite recent setbacks in GDP growth, Brazil has become a wealthier country in the last decade. One significant area is the in crease of high net worth families. With new found financial power and sense of entitlement among the younger generation of these families, succession planning has become an important consideration for the creators of the family wealth. Our expert panelists will address some best practices as well as practical steps to begin succession planning.
Panelists:
Mailson Hykavei, Partner, **FinPlan** (Brazil)
Natalia Zimmermann, Superintendent Private Banking, **Santander** (Brazil)
Eduardo Gentil, Managing Partner, **Trust Gestão Familiar** (Brazil)
Annibal Ribeiro Lima, Managing Partner, **SAPEG** (Brazil)

AGENDA

12:25 **Networking Lunch**

1:25 **Wealth Protection Roundtable – Tax, Trust and Estate Planning**
As a high or ultra-high net worth individual, how can you ensure your assets are fully protected? Tax code changes and lawsuits are constant threats to the wealthy individual. How can one effectively source and use professional services in the legal, accounting, trust and estate planning industries to protect his or her hard-earned wealth?
Panelists:
Pedro Romeiro, Partner, **Iris Investimentos** (Brazil)
Ricardo Uzal Garcia, Managing Director, **Jag** (Brazil)
Fernando Daruj Torres, Private Banking Director, **BNP Paribas** (Brazil)
Marcelo Vicentini, Senior Manager– Tax and Finance Governance, **Standard Chartered Bank** (Brazil)

2:05 **Immigration Planning for Latin American Families**
Wealthy Latin American families and individuals have always been active in seeking to increase their options with regards to residence and citizenship. Many desired destination countries, like the United States, offer ventures like the EB5 program to grant citizenship to wealthy foreigners. Our expert panelists will discuss issues related to foreign residency and domiciles in the USA and other jurisdictions, including European and Caribbean countries.
Panelists:
Devin Williams, President, **EB5 Global** (USA)
Tiago Marreiros Moreira, Partner, **VDA** (Portugal)
Christopher Willis, Managing Partner, **Henley & Partners** (St. Kitts)

2:45 **The Importance of Keeping It Simple**
BVI (British Virgin Islands) companies, or offshore holding companies, can offer significant tax efficiency as well as the protection of assets. BVI investment companies may not be subject to withholding tax on interests and dividends, or even capital gains tax. This session will focus on how BVI companies can be used as the primary vehicle for new Brazilian funds, as well as other efficient uses of BVI structures for wealth management purposes in Brazil.
Martin Litwak, Partner, **Litwak & Partners** (British Virgin Islands)

3:05 **Advisor Views on Alternative Investments**
Many advisors to wealthy families and high net worth individuals would recommend adding alternative investments to their clients' portfolios, such as private equity, private real estate, hedge funds, and private debt investments. But each of these sub-category requires relatively specialized knowledge to perform the necessary due diligence. How should investors evaluate these less liquid opportunities? Should advisors begin with a suitability survey?
Panelists:
Daniel Pegorini, Partner, **Valora** (Brazil)
Fernanda de Lima, President, **Gradual** (Brazil)
Renato Abissamra, Managing Director, **Spectra** (Brazil)
Roman Carel, Founder, **Athena Advisers** (Brazil)

3:45 **Networking Break**

4:15 **Philanthropy and Impact Investing in Brazil**
Philanthropy is of increasing importance for those serving the private wealth market in Brazil. It has also changed with the new influx of wealth in the country. Our panelists are a collection of leaders from some of Brazil's most renewed non-profit institutions and they will discuss these and other trends. The panel will also examine how impact investing can provide innovative solutions to long standing social and economic issues.
Moderator:
Raquel Coimbra, Director of Projects, **IDIS** (Brazil)
Speakers:
Mônica de Roure, Vice President, **Brazil Foundation** (Brazil)
Silvia Donnini, Managing Director, **Abramundo** (Brazil)
Antonio Moraes, Presidente, **Vox Capital** (Brazil)
Beto Scretas, Managing Director, **ICE (**Brazil)

AGENDA

4:45 **Best Practices in Family Governance**

Succession and transfer of family wealth across generations requires good governance structure. Some key areas for consideration include: How to use a board effectively? How to use a family council for educating members of the next generation? Is there need to set family policies, for example family constitutions, that govern key areas of family concern? How might the incumbent generation govern the family with a sense of purpose after the initial wealth creation?

Moderator:

Fabio Punsuvo, Managing Director, **FRP** (Brazil)

Panelists:

William Heuseler, Head of Wealth Planning, **Itaú Bank** (Brazil)
Ariel Sandes, Managing Partner, **W Advisors** (Brazil)
Franco Ciravegna, Head of Family Office, **Space Family Office** (Brazil)
Luis Fernando Domingues, Managing Partner, **Cerrado Capital** (Brazil)
Paulo Colafero, Managing Partner, **Taler** (Brazil)

5:20: **Closing Remarks**

5:30 **Networking Cocktail**

6:15 **Close of Conference**

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PRIVATE WEALTH BRAZIL FORUM 2016

MAY 16 | RENAISSANCE HOTEL | SÃO PAULO, BRAZIL

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BOOKING DETAILS (registration is subject to approval)

- SUPER EARLY BIRD I ($750) Deadline December 26, 2015
- EARLY BIRD ($900) Deadline January 30, 2016
- PRE-REGISTRATION ($1,050) Deadline February 27, 2016
- STANDARD REGISTRATION ($1,200) Deadline March 26, 2015
- PRE-EVENT REGISTRATION ($1,350) Deadline April 23, 2016
- PRE-EVENT REGISTRATION II ($1,500) Deadline May 14, 2016
- EVENT REGISTRATION ($1,750) Deadline May 16, 2016

REGISTRATION SUPPORT

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