

THE MIDDLE EAST FAMILIES IN BUSINESS CONFERENCE

1st & 2nd April, 2006

Mina A' Salam, Madinat Jumeirah · Dubai



*The second annual private meeting for family business leaders,
owners, senior executives and their close advisors*

**Innovation and Entrepreneurship:
Strategies for Long-term Success in Family Business**

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PROFILE OF SPEAKERS

THE CONFERENCE WILL BE CHAIRED BY:

JOHN SANDWICK, Managing Director of Encore Management S.A. Prior to founding the company in 1998 he was with Banque Leu S.A., part of the Credit Suisse Group, and Deutsche Bank (Suisse) S.A.

CONFERENCE SPEAKERS:

DR HENRY AZZAM is founder and CEO of Amwal Invest, a regional investment banking firm in Amman, Jordan. He is a board member of a number of companies in the Middle East, chairman of the DIFX and is the author of five books on Middle East economies and capital markets.

SIMÓN BARCELÓ VADELL is chairman and CEO of Barceló Corporación Empresarial, the Spanish hotel and travel group. He originally studied law and was a Spanish Senator, prior to joining the family firm in 1993. He is also President of Exceltur.

BERNWARD BRENNINKMEIJER is the co-founder of Brenninkmeyer, Seyer & Partner, a family business consultancy based in Austria. He is a member of a large business owning family.

GORDON R. S. BROWN has been managing director of Wilkinson, the UK home and garden high street retailer, since 1992. Prior to joining Wilkinson he worked with Weir Pumps, Thyssen Bornemiza and as chairman of six separate companies for Firststeel Engineering Ltd, a subsidiary of Lonrho plc.

MOHAMMED AL FAHIM is chairman of the Al Fahim Group, which comprises real estate, hotels, automotive, travel, advertising, industrial & oilfield servicing interests. He was the first president of the Abu Dhabi Chamber of Commerce, has published business and history books, and is patron of two children's charities.

VITTORIO FRESCOBALDI has been chairman and CEO of Marchesi d'Frescobaldi SPA since 1980 when the firm became a joint stock company. In the 1970's he transformed the company into the largest vineyard owner in Europe.

GUILLAUME HANNEBELLE is head of equity distribution for Citigroup in the Middle East. The team is designed to service Middle East institutions with the full scope of Citigroup equity solutions. Mr Hannebelle is based in Dubai and joined Citigroup in 1992 in Paris.

RICHARD JACOBS is managing director and co-founder of Altis Investment Management AG, an independent fiduciary asset manager. He previously worked as vice president of asset allocation strategies for Morgan Stanley (UK).

TONY JASHANMAL started with Jashanmal Group in 1971 when he took responsibility for the Department Store, Consumer Products Distribution, Newspaper Magazines Distribution, and Courier Services across the GCC. He is currently managing director for Jashanmal – Kuwait, and Board Member of Jashanmal Group.

MARWAN KHEIREDDINE is the owner and general manager of Al Mawarid Bank, a Lebanese Bank established in 1980.

JOERN-CARLOS KUNTZE is a partner with Middle East Strategic Advisors. Mr. Kuntze specializes in change management and performance improvement projects with an emphasis on oil & gas and family businesses.

JOE McDEVITT is managing director and head of PIMCO Europe Ltd's London office. PIMCO is one of world's largest specialty fixed income managers. Holder of an MBA from Harvard Business School, he previously worked for Salomon Brothers Asset Management and Meryll Lynch Asia.

DR BARBARA MURRAY is founding director of Family Business Solutions Ltd and former executive director of the Family Business Network. A renowned teacher, writer and consultant on family business issues, Dr Murray lives in Spain.

MIKA MUSTAKALLIO is shareholder and board member of Raute Corporation, the Finnish leading technology company serving the wood products industry worldwide. He was formerly Chairman of the Family Council.

PETERPAUL PARDI is a senior vice president and head of institutional remarketing for PIMCO Europe Ltd, one of the world's largest specialty fixed income managers. He previously worked for Barclays Global Investors and Security Pacific Merchant Bank in the UK and Europe.

TADEUSZ PAWELEK is founder and owner of Pharmaceutical Laboratory Labofarm in Poland, which develops, produces and implements herbal medicinal products. He also founded the Phytotherapy Centre and chairs the Pomeranian branch of Phytotherapy for the Polish Medical Society.

PATRICK PEYTON is chairman and chief executive officer of Despatch Industries and president of the family office/holding company based in Minneapolis. Despatch Industries is a fourth generation family business with global industrial interests.

JOHN RICHES is a partner and the head of the private client team at Withers LLP, a global law firm. He is also a council member of STEP (Society of Trust and Estate Practitioners) and chairs its UK Technical Committee. He acts on behalf of a number of family offices.

OLIVIER DE RICHOUFFTZ is executive director of FBN with special responsibility for organisational strategy. He has twenty years experience in the service and tourism industry and holds an MBA from HEC. He is also founder of an NGO, "Tourism for Development."

GRAEME SINCLAIR is managing director and group chief executive officer of the Myer Family Company in Australia. He joined the group in 1973 after working with KPMG in Melbourne and London.

CHARLES SOULIGNAC is CEO and founder of Fondinvest, a private equity fund of funds provider. He has played a significant role in the development of private equity funds.

DR OMAR BIN SULAIMAN is director general of the Dubai International Finance Centre. He is an entrepreneur and a strategic planner. Prior to joining the DIFC he was CEO of Dubai Internet City and Member of the Board of the Dubai Technology and Media Free Zone.

JOAQUIN URIACH TORELLO is director of human resources and secretary of the board of directors of Grupo Uriach, the fifth generation Spanish family pharmaceutical company. After an MBA at ESADE, he worked for an economic-criminal law firm for five years before joining Grupo Uriach.

DR FAWAZ ZU'BI is chief executive officer of Accelerator Technology Holdings in Jordan. Dr Zu'bi was previously Minister of Information and Communications and of Administration Development. He continues to work closely with the Jordanian government.

CONFERENCE PROGRAMME

Saturday, 1st April, 2006

CONFERENCE CHAIRMAN

JOHN SANDWICK · *Managing Director, Encore Management, Switzerland*

- 08.30-09.00 Registration & coffee
- 09.00-09.15 Chairman's opening remarks
JOHN SANDWICK · *Managing Director, Encore Management, Switzerland*
- 09.15-09.50 **OPENING PLENARY:
OUTLOOK FOR THE REGION'S ECONOMY AND STOCK MARKET
AND THE ROLE OF THE DIFX**
- What's happening in the Middle East economy?
 - Listing on the DIFX – what are the benefits?
 - Outlook for the region's stock markets
- HENRY AZZAM · *Founder & CEO, Amwal Invest, Jordan and Chairman of DIFX, UAE*
DR OMAR BIN SULAIMAN · *Director General, Dubai International Finance Centre, UAE*
- 09.50-10.05 **ADDRESS FROM THE FBN INTERNATIONAL**
OLIVIER DE RICHOUFFITZ · *Executive Director, FBN International, Switzerland*
- 10.05-11.00 **PLENARY SESSION:
THE DYNAMIC OF FAMILY BUSINESSES IN THE MIDDLE EAST**
- Why family businesses face different challenges to non-family owned companies
 - Evaluating key challenges facing Middle East family businesses
 - Global factors affecting family businesses
- MOHAMMED AL FAHIM · *Chairman, Al Fahim Group, UAE*
TONY JASHANMAL · *Board Member, Jashanmal Group, Middle East & India*
MARWAN KHEIREDDINE · *Owner & General Manager, Al Mawarid Bank, Lebanon*
- 11.00-11.30 Morning coffee
- 11.30-12.45 **PLENARY SESSION:
SECRETS OF LEADERSHIP AND THE ROLE OF THE CEO IN THE
FAMILY BUSINESS**
- Analysing the relationship between the CEO and his top executives
 - Creating family business leaders
 - Ensuring young family members make an active contribution to the business
- DR FAWAZ ZU'BI · *CEO, Accelerator Technology Holdings, Jordan*
PATRICK PEYTON · *CEO, Despatch Industries, USA*
VITTORIO FRESCOBALDI · *Chairman & CEO, Marchesi d'Frescobaldi Spa., Italy*
GORDON R. S. BROWN · *Managing Director, Wilkinson, UK*
- 12.45-14.00 Lunch
- 14.00-15.30 **PLENARY SESSION:
MANAGING FAMILY WEALTH: INVESTMENT STRATEGIES FOR THE
FAMILY BUSINESS**
- Investing in European Private Equity
CHARLES SOULIGNAC · *Chairman, Fondinvest, France*
- Voyage from Total Return to Strategic Asset Classes
PETERPAUL PARDI · *Senior Vice President & Head of Institutional Remarketing, PIMCO Europe Ltd, UK*
JOE McDEVITT · *Managing Director and Head of London Office, PIMCO Europe Ltd, UK*
- Managing Equity for a Middle East Family Business
GUILLAUME HANNEBELLE · *Director Equities, Middle East, Citigroup, UAE*
- 15.30-16.00 Afternoon tea
- 16.00-17.20 **PLENARY SESSION:
THE LEGAL STRUCTURE OF THE FAMILY OFFICE AND PRIVATE
TRUST COMPANIES AND HOW THEY CO-EXIST**
- Merits of Private Trust Companies over 'conventional' trust structures
 - Interplay in an onshore setting and an offshore setting
 - Distinguishing family office from trust structure
- JOHN RICHES · *Head of Private Clients, Withers LLP, UK*
GRAEME SINCLAIR · *Director, The Myer Family Office, Australia*