



IIR Middle East's 9th Annual

# Family Business Forum

7 - 10 May 2007, Intercontinental Carlton Hotel, Cannes, France

Forum Day One – Monday, 7<sup>th</sup> May 2007



## 8:30 Welcome From The Chairman

**John A. Sandwick**, Managing Director  
**Encore Management SA**, Switzerland

John A. Sandwick directs multiple family business assignments for numerous private clients in the Arab world. He was previously a private banker in the Credit Suisse Group and before that at Deutsche Bank. Sandwick frequently writes for professional publications and appears regularly as a conference speaker on financial risk management, structured investments, family business management and real estate investments. His involvement in the GCC region dates back to 1975. Sandwick has been advising family businesses on diversification, capital valuations and management since 1989.



## 8:45 Structuring The Family Company: Strategies For Sustainable Growth

**Sheikh Mohammed H. Abudawood**, Vice Chairman  
**Abudawood Group**, KSA

Sheikh Mohammed Abudawood is the Managing Director and a Board Member of Abudawood & Partners for Industry, Abudawood Trading Company and Abudawood Industrial Company in Saudi Arabia. He has more than two decades of experience in running and growing businesses in the areas of marketing and the successful management of multinational, multi-ethnic family business with a lateral thinking approach to business management. Mohammed, having worked his way up in the family business, has unique insights into the long term career objectives and mentoring of family members.



## 9:15 Making The Transition To Publicly Owned Entity

**Abdulla Mohammed Al Zamil**, Chief Operating Officer  
**Zamil Industrial Investment Company**, KSA

Abdulla Al Zamil is a member of the Board of Directors at Zamil Industrial Investment Company (ZIIC), and Zamil Group Holding Company. He was appointed Chief Operating Officer for ZIIC, in January 2004, responsible for Zamil Air Conditioners, Zamil Glass and Corporate Shared Services. He was Senior Vice President of Zamil Air Conditioners and ZIIC's Corporate Shared Services prior to his current appointment. Abdulla Al Zamil started his professional career in 1987 with Zamil Air Conditioners as an Industrial Engineer, later becoming Vice President, Sales & Marketing. Zamil Industrial Investment Company (ZIIC) is an international manufacturing and fabrication group with four sector businesses in building and construction industry.



## 9:45 Transforming The Family Business – Enduring And Managing Change

**Dirk Jungé**, Chairman of the Board  
**Pitcairn Financial Group**, USA

Dirk Jungé, A fourth generation member of the Pitcairn family, has been involved in the family office for over 30 years, serving in numerous capacities including investments, marketing and client services. In 1988, he led the effort within the company to offer the Pitcairn investment services to other wealthy individuals and families. Prior to joining Pitcairn, Mr. Jungé was an investment officer and portfolio manager at Provident National Bank. He received a BS in Economics and Finance from Lehigh University and holds the designation of Chartered Financial Analyst. Mr. Jungé sits on various philanthropic and corporate boards including the Paramount Resources, Ltd., Family Firm Institute, Abington Memorial Hospital Foundation, the Pennypack Ecological Restoration Trust, and the Academy of the New Church.