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## Developing Markets: Opportunities in the Middle East, Russia, China and Latin America

28 February pm, 2012 – L'Horizon Hotel, Jersey

29 February am, 2012 – St. Pierre Park Hotel, Guernsey

As the flow of new business opportunities from Europe and the Western economies slows under pressure from the current economic malaise, more practitioners are taking a renewed interest in potential opportunities from the rise of the BRIC economies in Brazil, Russia, India, China and the Middle East region.

With GDP growth in these upcoming economies well outstripping those of the 'Western' world, new wealth creation is rapidly increasing in these burgeoning economies. In that scenario, a greater focus on the management and preservation of that wealth is being seen providing substantial opportunities for the offshore wealth management market which also has much to offer from its long history, experience and expertise in this field. However, any investment in a new, or a number of new, markets can be time consuming and indeed costly both in time and resources particularly for smaller firms and whilst many have tried, a number have not achieved in what can be difficult waters for both the unprepared and sometimes over enthusiastic.

With gains measured in the medium and long term, what hope short terms budgets?

Tackling any or all of these new market opportunities needs a well thought out strategy, careful planning and patience – and often new resources such as language skills which have hitherto been taken for granted with an English-oriented client catchment.

*This must attend event will help to focus on the opportunities already being captured by those practitioners working in these new economies and give a perspective on what they hold, how they could be part of your firm's future strategy and how you could benefit from a planned approach in these areas as part of your overall business development initiatives.*

**DEVELOPING MARKETS: OPPORTUNITIES IN  
THE MIDDLE EAST, RUSSIA, CHINA, AND LATIN AMERICA  
28 FEBRUARY PM, 2012 - L'HORIZON HOTEL, JERSEY**

**CHAIRMAN: Christopher Scholefield,  
Partner, Viberts**

**13.00 REGISTRATION**

**13.30 INTRODUCTION**

**CHAIRMAN: Christopher Scholefield,  
Partner, Viberts**

**13.40 MIDDLE EAST**

**SPEAKER: Gavin Ferguson,  
Partner, Appleby**

**RUSSIA**

**SPEAKER: Galina Todd, Head of Russia  
and Commonwealth  
Independent States,  
Alter Domus**

**CHINA**

**SPEAKER: Marcus Leese,  
Partner,  
Ogier Hong Kong**

**LATIN AMERICA**

**SPEAKER: Roderick Balfour,  
Director, Virtus Trust Group**

**15.00 AFTERNOON TEA**

**15.25 DEBATE ON WHICH STRUCTURES  
WORK BEST IN DIFFERENT  
JURISDICTIONS**

The opportunities in the new economies that have been outlined earlier but what type of structures appeal to potential clients from these regions, what has been used already and worked successfully? Rather than stabbing in the dark the debate will range over the use of Trusts versus PTCs versus Foundations and the use of more innovative structures through LPs and PCC/ICCs. An invaluable discussion to inform on what works and where.....

**PANEL: Gavin Ferguson,  
Partner, Appleby**

**Galina Todd, Head of Russia  
and Commonwealth  
Independent States,  
Alter Domus**

**Marcus Leese,  
Partner,  
Ogier Hong Kong**

**Roderick Balfour,  
Director, Virtus Trust Group**

**Jonathan Gregory, Divisional  
Director, Hiscox**

**16.25 PANEL DISCUSSION AND  
QUESTIONS**

**17.00 CLOSE OF CONFERENCE**

**DEVELOPING MARKETS: OPPORTUNITIES IN  
THE MIDDLE EAST, RUSSIA, CHINA, AND LATIN AMERICA  
29 FEBRUARY AM, 2012 - ST. PIERRE PARK HOTEL, GUERNSEY**

**CHAIRMAN: Peter Niven, Chief  
Executive, Guernsey Finance**

**8.30 REGISTRATION**

**9.00 INTRODUCTION**

**CHAIRMAN: Peter Niven,  
Chief Executive,  
Guernsey Finance**

**9.10 MIDDLE EAST**

**SPEAKER: Gavin Ferguson,  
Partner, Appleby**

**CHINA**

**SPEAKER: Marcus Leese,  
Partner,  
Ogier Hong Kong**

**RUSSIA**

**SPEAKER: Saimir Cela,  
Director, Allegiance Ltd.**

**LATIN AMERICA**

**SPEAKER: Roderick Balfour,  
Director, Virtus Trust Group**

**10.30 MORNING COFFEE**

**11.00 DEBATE ON WHICH STRUCTURES  
WORK BEST IN DIFFERENT  
JURISDICTIONS**

The opportunities in the new economies that have been outlined earlier but what type of structures appeal to potential clients from these regions, what has been used already and worked successfully? Rather than stabbing in the dark the debate will range over the use of Trusts versus PTCs versus Foundations and the use of more innovative structures through LPs and PCC/ICCs. An invaluable discussion to inform on what works and where.....

**PANEL: Gavin Ferguson,  
Partner, Appleby**

**Marcus Leese,  
Partner,  
Ogier Hong Kong**

**Saimir Cela,  
Director, Allegiance Ltd.**

**Roderick Balfour,  
Director, Virtus Trust Group**

**Jonathan Gregory, Divisional  
Director, Hiscox**

**12.00 PANEL DISCUSSION AND  
QUESTIONS**

**13.00 CLOSE OF CONFERENCE**

# BOOKING INFORMATION

## BOOKING DETAILS

Bookings should be made on this registration form or by letter/e-mail and should be accompanied by the appropriate fee. Payment can be made by sending a cheque payable to Offshore Professional Conferences Ltd. or by bank transfer to: Barclays Bank, 208 Kensington High Street, London W8 7RJ, Account No: 10172480, Sort Code: 20 47 39, quoting Ref: 1288-1289 and the delegate(s) name.

Joining instructions will be sent and will include an admission letter, and invoice (receipted if payment has been received). If you do not receive your joining instructions before the event, please telephone our office to ensure that your booking has been received.

## CANCELLATIONS.

We appreciate that occasionally difficulties do arise and the nominated delegate may not be able to attend. However, as late cancellations can cause considerable difficulties, the following conditions will apply when reserving places at our events.

1. Substitution of an alternative delegate is allowed at any time, just inform our office. Email Julie at: julie@opconferences.co.uk
2. For cancellation of a booking there will be no charge, provided the request is received not less than 14 working days before the conference.
3. Thereafter, no refund will be sent.

## FEES

The fee is £325 per delegate per half day

## PROGRAMME DETAILS

The details on the programme are correct at the time of the brochure printing. Offshore Professional Conferences Ltd reserves the right to make alterations to the programme, date and venue should the need arise.

There may be occasions when a speaker will present a paper but not take questions.

## DOCUMENTATION

All delegates are provided with folders containing comprehensive notes/slides when registering at the conference. Every effort is made to collect in advance speakers' notes/slides, but this is not always possible; any papers missing will be distributed on the day. This documentation will serve as a valuable tool to use after the event.

## REFRESHMENTS

On arrival and at the mid-programme break there will be coffee/tea with light refreshments

## VENUES

L'Horizon Hotel, St. Brelades Bay, Jersey JE3 8EF  
Tel: 01534 743101 Fax: 01534 746269

St. Pierre Park Hotel, Guernsey GY1 1FD  
Tel: 01481 728282 Fax: 01481 712041

## SRA CPD ACCREDITATION

SRA CPD accreditation has been applied for and each conference will carry 3 hrs per half day. The conference could contribute towards other investment/financial institution's accreditation.

Written confirmation of attendance will be available on the day

# REGISTRATION FORM

**TITLE:** Developing Markets:

Opportunities in the Middle East, Russia, China and Latin America

28 February pm 2012 –L'Horizon Hotel, Jersey [ ]

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## PLEASE USE CAPITAL LETTERS WHEN FILLING IN FORM

We wish to register the following delegate(s) and enclose payment for:

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Delegate(s) (Title/forename,surname)\_\_\_\_\_

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You may also send this completed form by fax to: 0208 655 1070

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