# 3rd Annual Private Wealth Nordics Forum

*A Meeting of Regional HNW Wealth Managers, Private Banks and Family Offices – March 6th, 2019*
*Grand Hotel, Stockholm - Södra Blasieholmshamnen 8, 103 27 Stockholm, Sweden*

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*Confirmed speakers:*

**Johan Javeus**, Chief Strategist and Head of Research, **SEB**

**Ib Fredslund Madsen**, Chief Strategist, **Jyske Bank**

**Jan Olsson**, Chief Executive Officer Nordic Region, **Deutsche Bank**

**Hans Peterson**, Global Head of Asset Allocation, **SEB**

**Jonas Thulin**, Head of Asset Management, **Erik Penser Bank**

**Erik Lundkvist**, Chief Investment Officer, **Coeli Wealth Management**

**Andreas Sjöholm**, Regional Manager, **Confidentor**

**Jan Peter Meyer Folkvard**, Head Nordics, **Fuchs & Associes**

**Lina Fransson**, Fixed Income Strategist, **SEB**

**Mika Leskinen**, Head of Responsible Investment, **FIM**

**Thomas Baden Fabricius**, Senior ESG & Equity Analyst, **Danske Bank Wealth Management**

**Miguel Tiedra**, Head of Alternative Investments, **Banque Cantonale Vaudoise**

**Jauri Hakka**, Senior Advisor & Founder, **Widhaby Advisors**

**Joakim Axelsson**, Chief Investment Officer, **Wictor Family Office**

**Carl Barnekow**, Chief Executive Officer, **COIN Investment Group**

**Jonathan Sjöö**, Portfolio Manager, **von Euler & Partners**

**Alex Felman**, General Partner, **Felman Family Office**

**Jonas Lindgren.** Manager Selection - Alternatives, **COIN Investment Group**

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**Lombard International**

*Platinum Partner*

**Jupiter Asset Management**

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**Investec Asset Management| LFDE | Lyxor ETF| MainFirst Asset Management**
**Portonovi | SPP Fonder | Vontobel Asset Management**

**7:30 Registration and Welcome Coffee**

**8:30 Breakfast Workshop: Breakfast Workshop: Portonovi, Montenegro Essence**
Why are the most sought-after luxury residencies of 2019, in Montenegro? This presentation will give an overview of the Montenegro emerging luxury-real estate market, its opportunities and advantages, as well as insight into some of its most exclusive developments. With breath-taking scenery, 300 km of shoreline, 117 beautiful beaches, UNESCO World Heritage towns, mountains, snow and sea, Montenegro offers a year-round travel destination. Government incentives and low corporate tax rate make inward investment easier than ever. In the heart of natural and culturo-historical Boka Bay, Portonovi Montenegro, an exclusive resort community, offers luxury residencies and world-class brands. Along with 1.9 km of beachfront access, 214 residences, Portonovi resort features the first One&Only Hotel in Europe, Henri Chenot Health and Wellbeing Spa and a D-Marin Portonovi deep-water marina with 238 berths already signing its first clients. The resort will also feature world renowned and authentic restaurants, along with high end retail zone.
*Presenter*:
**Rashad Aliyev**, Chief Executive Officer, **Azmont Investments**

**9:00 Host's Welcome**
**Jane Popova**, Program Manager, **Markets Group**

**9:05** Chairman's Opening Remarks
**Mats Rönneskog,** Director – Country Manager, Sweden, **Lombard International Assurance S.A.**

**9:10 Panel Discussion: Opening Bell: Economic, Political & Global Market Outlook**
Currently we find ourselves in a positive domestic GDP environment, with optimistic corporate earnings growth, improving Eurozone growth and a strengthening Euro too boot. How do our panelists account for these and other factors that could affect their global investment and business decisions related to operating a wealth management organization?
*Moderator:*
**Jan Olsson,** Chief Executive Officer Nordic Region**, Deutsche Bank**
*Panelists:*
**Johan Javeus,** Chief Strategist**, SEB**
**Ib Fredslund Madsen,** Chief Strategist, **Jyske Bank**
**Alistair Way**, Head of Global Emerging Market Equities, **Aviva Investors**
**Emilio Dauvin**, Founder, **Being and investments**
**Le Anh Tuan**, Director, Deputy Chief Investment Officer, **Dragon Capital Group**

**9:50 Morning Presentation: Wealth Planning in a changing world**
The world has never seen as much wealth as today. Yet, we live in increasingly uncertain times: with important global geopolitical, macro-economic and regulatory changes impacting wealth creation and succession. In this changing world, the wealth planning industry needs to evolve and provide relevant solutions to help wealth creation for generations to come.
*Presenter*:
**Simon Gorbutt**, Director - Regional Head of Wealth Structuring Solutions, **Lombard International Assurance S.A.**

**10:10 Panel Discussion: Private Client Roundtable – Advanced Asset Allocation**
There are many styles and approaches to allocating assets in the HNW and UHNW portfolio. How do our panelists view this process at their organizations? What are their processes based on? What adjustments are on the horizon in light of the current and anticipated market environment?
*Moderator:*
**Hans Peterson**, Global Head of Asset Allocation, **SEB**
*Panelists:*
**Jonas Thulin,** Head of Asset Management, **Erik Penser Bank**
**Gregg Gueri,** Senior Product Specialist, **First Trust**
**Erik Lundkvist,** Chief Investment Officer, **Coeli Wealth Management**
**Jan-Christoph Herbst,** Fund Manager**, MainFirst Asset Management**

**10:50 Morning Networking Break**

**11:20 Panel Discussion: Fixed Income: Redefining Yield in the Post-Bond Bull Market**
The 35-year bull market is finally over, but fixed income is still a relevant part of the private wealth portfolio. In the wake of a spasmodic bond selloff, our Fixed Income session will help fine-tune the process of fund and manager selection with the double-barreled prospect of less corporate issuance and more US Treasury debt looming.
*Moderator:*
**Andreas Sjöholm**, Regional Manager, **Confidentor**
*Panelists:*
**Nick Hayes,** Head of Active Credit and Rates - UK, **AXA Investment Management**
**Jan Peter Meyer Folkvard**, Head Nordics, **Fuchs & Associes**
**Lina Fransson**, Fixed Income Strategist, **SEB**
**Dan Robinson,** Managing Director, Senior Portfolio Manager, Chief Investment Officer Europe, **CIFC Asset Management**

**12:00 Breakout Educational Peer-to-Peer Discussions – Session One**
In the format of roundtables, small discussion groups are formed by topic. These sessions are peer-to-peer dialogues to share viewpoints, test theories, ask questions and make connections. Each session is facilitated by a moderator and joined by a maximum of 5 attendees.
**Table 1 - Current Wealth Planning trends in the Nordics**
*Hosted by:* **Emilia Weijola**, Senior Wealth Planner, **Lombard International Assurance S.A.**
**Andrea Szymanski**, Senior Wealth Planner, **Lombard International Assurance S.A.**
**Table 2 -** Investing in innovative growth – a case for small cap equities
*Hosted by*: **Jan Brännback**, Portfolio Manager, **Aktia Asset Management**
**Janna Haahtela**, Portfolio Manager, **Aktia Asset Management**
**Table 3 -** How to characterize leading companies in Emerging Markets
*Hosted by:* **Marc Bindschädler,** Client Portfolio Manager, **Vontobel Asset Management**
**Table 4 -** The Progression of the Internet and the Power of its Impact
*Hosted by:* **Gregg Gueri,** Senior Product Specialist, **First Trust**
**Table 5** – Uncorrelated returns for an Uncertain world
*Hosted by:* **Magnus Spence**, Head of Investments, Alternatives, **Jupiter Asset Management**
**Table 6-** Reasons to be bullish Fixed income in 2019
*Hosted by:* **Nick Hayes,** Head of Active Credit and Rates - UK, **AXA Investment Management**
**Table 7** - Global Environment Strategy: a robust investment strategy to benefit from decarbonisation
*Hosted by:* **Deirdre Cooper**, Portfolio Manager, **Investec Asset Management**
**Table 8** - Do well by doing good – How to invest responsibly with ESG ETFs
*Hosted by:* **Carl-Christian Höeg,** Director, Head of ETF Sales, Nordic Region, **Lyxor ETF**
**Maria von Matérn,** Vice President, ETF Sales, Nordic Region, **Lyxor ETF**

**13:00 Networking Luncheon**

**14:00 Presentation: Making money from falling prices: A short sellers perspective**
Short sellers make money from falling prices. But, since the financial crisis, equity and bond markets have gone up, not down, giving short sellers, and their investors, a miserable time. Now things are changing….markets are showing signs of nervousness, volatility has risen and short sellers sense an opportunity. This presentation will look at how short sellers have managed to 'stay the course' over the last 10 years and are now poised to reap rewards for their patience. Drawing on investment theory, market practice and new research in the fields of behavioural finance and data science, Magnus Spence will uncover the growing opportunities and ever-present risks from short selling.
*Presenter*:
**Magnus Spence**, Head of Investments, Alternatives, **Jupiter Asset Management**

**14:20 Panel Discussion: Equity Portfolio Trends: Why Does ESG Matter?**
Being compliant with ESG is essential to lessen environmental, social and governance risks that can badly affect the value of investments and the long term value of a company. In this manner, the biggest challenge facing investors and managers is aligning returns with positive-ESG results. What kind of efforts need to be done during the investments' selection for the equity portfolios? What is the outcome of lack of compliance governance? What are the most important areas to focus on? I.e. climate change, renewable energy, talent development and retention, diversity and inclusion, etc.
*Moderator*:
**Mika Leskinen**, Head of Responsible Investment, **FIM**
*Panelists*:
**Thomas Baden Fabricius**, Senior ESG & Equity Analyst, **Danske Bank Wealth Management**
**Markus Lindqvist,** Director, Head of ESG, **Aktia Asset Management**
**Marc Bindschädler,** Client Portfolio Manager, **Vontobel Asset Management**
**Deirdre Cooper**, Portfolio Manager, **Investec Asset Management**
**François Millet**, Head of ETF and Index Product Development, **Lyxor ETF**

**15:10 Breakout Educational Peer-to-Peer Discussions – Session Two**
In the format of roundtables, small discussion groups are formed by topic. These sessions are peer-to-peer dialogues to share viewpoints, test theories, ask questions and make connections.
**Table 1 –** An unconstrained approach to finding EM alpha
*Hosted by:* **Alistair Way**, Head of Global Emerging Market Equities, **Aviva Investors**
**Table 2 -** Riding the wave of alpha, a story of active ownership, value creation and net returns
*Hosted by:* **Emilio Dauvin**, Founder, **Being and investments**
**Table 3 -** Investment into meaningful connections in Montenegro
*Hosted by:* **Rashad Aliyev**, Chief Executive Officer, **Azmont Investments**
**Table 4** – How to benefit from structural trends until 2025
*Hosted by:* **Jan-Christoph Herbst,** Fund Manager**, MainFirst Asset Management**
**Table 5 -** Investing in Vietnam
*Hosted by:* **Le Anh Tuan**, Director, Deputy Chief Investment Officer, **Dragon Capital Group**
**Table 6** – An alternative approach to multi asset credit – generating strong returns in an uncertain world
*Hosted by:* **Dan Robinson,** Managing Director, Senior Portfolio Manager, Chief Investment Officer Europe, **CIFC Asset Management**

**15:40 Afternoon Networking Break**

**16:00 Panel Discussion: Alternative Asset Allocation**
In an environment where investors are starved for returns, where can investors turn to find alternatives that generate meaningful risk-adjusted returns? What's the role of private debt within a diversified portfolio and what are the best opportunities across hedge funds and private equity?
*Moderator:*
**Henrik Mikkelsen**, Managing Partner, **Iridis AG**
*Panelist:*
**Miguel Tiedra,** Head of Alternative Investments, **Banque Cantonale Vaudoise**
**Jonas Lindgren**. Manager Selection - Alternatives, **COIN Investment Group**
**Charles de Lezardiere**, Principal, **Mercer**
**Nalini Bonnier,** Director, **Deutsche Bank Wealth Management**

**16:35 Panel Discussion: Asset Allocation: Family Offices Views**
Our panelists will explore geopolitical and financial change, leading to a need for investors to reassess their allocation strategies. In the current global hunt for yield, many family offices are taking divergent paths to achieve their return targets. However, given all the uncertainty in both the political and financial markets, what is the best policy—stay the course, modify asset allocations or try to improve returns by lowering costs? Our panel will discuss how family offices are thinking about asset allocation and which asset classes they are using to achieve sufficient portfolio returns and asset stability.
*Moderator:*
**Jauri Hakka**, Senior Advisor & Founder, **Widhaby Advisors**
*Panelist:*
**Joakim Axelsson,** Chief Investment Officer**, Wictor Family Office**
**Carl Barnekow,** Chief Executive Officer**, COIN Investment Group**
**Jonathan Sjöö**, Portfolio Manager, **von Euler & Partners**
**Alex Felman**, General Partner, **Felman Family Office**

**17:10 Chairperson's Closing Remarks**
**Mats Rönneskog,** Director – Country Manager, Sweden, **Lombard International Assurance S.A.**

**17:15 Networking Cocktail**

**18:00 Close of Conference**

**1830 Invite Only Post Event Dinner**
*Hosted By:* Lombard International

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# Global Private Wealth Forums

**3rd Annual Private Wealth Nordics Forum**
Stockholm, March 6, 2019

**4th Annual Private Wealth Switzerland Forum - Geneva**
Geneva, March 12, 2019

**Private Wealth Europe Forum – Spring**
Paris, April 9, 2019

**4th Annual Private Wealth UK Forum – Spring**
London, May 1, 2019

**3rd Annual Private Wealth Spain Forum**
Madrid, May 8, 2019

**3rd Annual Private Wealth Benelux Forum**
Amsterdam, September 17, 2019

**3rd Annual Private Wealth Germany Forum**
Munich, October 16, 2019

**7th Annual Private Wealth Latin America & The Caribbean Forum**
Miami, October 22 & 23, 2019

**Private Wealth Europe Forum - Autumn**
Milan, November 7, 2019

**4th Annual Private Wealth UK Forum - Autumn**
London, November 12, 2019

**4th Annual Private Wealth Switzerland Forum - Zurich**
Zurich, December 11, 2019