

Structured products

UNITED KINGDOM 

structuredproductsunitedkingdom.com

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Complimentary places for selected buy-side professionals*

3 November 2011, One Whitehall Place, London



Exploring the developments and opportunities in the UK structured products market

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Following the huge success of last year's inaugural event, **Structured Products UK** is returning to London on the 3rd November 2011. Having proved that there is a need for information focused specifically on the UK's structured product market, this conference will once again update investors and distributors on the changing landscape of investments in the region.

The current regulatory landscape in both continental Europe and the UK is evolving at a rapid pace, especially surrounding structured products. This means that now more than ever, investors are taking notice of this investment tool, addressing both the opportunities for yield as well as the challenges that they can bring. As a result, this event will discuss the implications of regulation on structured products industry and the impact that it will have on the UK industry.

The event will also contest several of the other key concerns surrounding the industry at the moment including counterparty risk, the debate for simple or high yield products and the effects of the European debt crisis. Using an array of formats including presentations, roundtable discussions and structured networking, the region's industry experts will address the numerous issues that currently surround the industry.

Guest Address:

John Redwood
Chairman, EVERCORE
PAN-ASSET CAPITAL
MANAGEMENT and
Chairman,
CONSERVATIVE
ECONOMIC AFFAIRS
COMMITTEE



Speakers include:

Simon Gleeson
Partner,
CLIFFORD CHANCE



Jon Gumpel
Investment Director,
BROOKS MACDONALD
ASSET MANAGEMENT



Andy Halford
Head of Structured
Products,
KLEINWORT
BENSON BANK



Philip Bastiman
Head of Structured
Products, SKANDIA
INVESTMENT GROUP



Tim Mortimer
Managing Director,
FUTURE VALUE
CONSULTANTS



Colin Jackson
Director,
BARONWORTH
INVESTMENT
SERVICES



Stewart Richardson
Partner,
RMG WEALTH
MANAGEMENT



Michael Romanek
Principal,
RISE PARTNERS



Eric Greschner
Managing Partner
and Senior Portfolio
Manager, REGATTA
RESEARCH & MONEY
MANAGEMENT





Highlights include:

Topics to be covered:

- ❖ **Understanding structured products: Do the rewards really outweigh the risks?**
- ❖ **Regulating the industry: How will the market be affected by growing legislation?**
- ❖ **The long shadow of the credit crunch: the banks, structured products and counterparty risks**
- ❖ **An advisors perspective: Skewing the risk/reward balance using structured products – new launch vs. the secondary market**
- ❖ **Simplicity or yield: What are investors seeking from their structured products?**
- ❖ **The distributor's opinion: How do structured products fit into an investor's portfolio?**

Interactive Business Networking



Join the industry's top level decision makers from across the UK and network with the leading players in structured products community in an organised setting. Remember to bring lots of business cards!

Who should attend?

Investment professionals from the following institution types would benefit from attending:

- ❖ Private banks
- ❖ Retail banks
- ❖ Portfolio managers
- ❖ Wealth managers
- ❖ Investment brokers
- ❖ Hedge funds
- ❖ Independent Financial Advisors
- ❖ Insurance and pension providers
- ❖ Independent asset managers
- ❖ Investment managers

Content

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Thursday 3rd November 2011

8.00	Registration	
8.30	Understanding structured products: Do the rewards really outweigh the risks? <ul style="list-style-type: none"> ❖ Are structured products really as complex as they seem? ❖ Is the negative attention they receive fair? ❖ Can we encourage IFAs to open their mind to structured products? ❖ Does the industry need to improve education and understanding for IFAs? <i>Speaker to be confirmed, please check structuredproductsunitedkingdom.com for programme updates</i>	BREAKFAST BRIEFING
9.10	WELCOME ADDRESS	
9.15	CHAIRMAN'S OPENING REMARKS Richard Jory, Editor, STRUCTURED PRODUCTS MAGAZINE	
9.20	Regulating the industry: How will the market be affected by growing legislation? <ul style="list-style-type: none"> ❖ Where are we now? <ul style="list-style-type: none"> - Updates on – MIFID <ul style="list-style-type: none"> – PRIPS – RDR ❖ How will the European and national regulation interact? ❖ Will European regulation supersede policies in the UK? ❖ What does it all mean for the UK structured products industry? <i>Speaker to be confirmed, please check structuredproductsunitedkingdom.com for programme updates</i>	KEYNOTE ADDRESS
10.00	The distributor's opinion: How do structured products fit into an investor's portfolio? <ul style="list-style-type: none"> ❖ Are structured products still valued as a good investment? ❖ How well do structured products compare and complement other alternative investments ❖ Tailoring the portfolio - what considerations are needed for <ul style="list-style-type: none"> - institutional investors? - retail investors? ❖ How do investments in the UK compare to those in the US? Jon Gumpel, Investment Director, BROOKS MACDONALD ASSET MANAGEMENT Andy Halford, Head of Structured Products, KLEINWORT BENSON BANK Philip Bastiman, Head of Structured Products, SKANDIA INVESTMENT GROUP Eric Greschner, Managing Partner and Senior Portfolio Manager, REGATTA RESEARCH & MONEY MANAGEMENT and structured products trainer and author, YOUR FINANCIAL COACHES	PANEL DISCUSSION
10.40	INTERACTIVE NETWORKING SESSION giving delegates the opportunity to meet	
11.10	MORNING BREAK	
11.40	Taxing structured products: Will they remain a capital gain? <ul style="list-style-type: none"> ❖ How has the taxation of structured products in the UK market developed? ❖ The impact of European taxes on the UK market ❖ How can the use of wrappers help overcome taxation issues? ❖ Choosing the wrapper – which one is the most efficient for your client? <i>Speaker to be confirmed, please check structuredproductsunitedkingdom.com for programme updates</i>	
12.10	What are the real implications of regulation for the UK market? <ul style="list-style-type: none"> ❖ How will regulation impact the market players? ❖ Are providers and intermediaries ready for changes? ❖ What does the future hold – increased confidence or a downsized market? Simon Gleeson, Partner, CLIFFORD CHANCE <i>Further panellists to be confirmed, please check structuredproductsunitedkingdom.com for programme updates</i>	PANEL DISCUSSION
12.50	LUNCH	
13.50	AFTERNOON CHAIRMAN'S OPENING REMARKS Eric Greschner, Managing Partner and Senior Portfolio Manager, REGATTA RESEARCH & MONEY MANAGEMENT and structured products trainer and author, YOUR FINANCIAL COACHES	
14.00	The long shadow of the Credit Crunch: The banks, structured products and counterparty risks <ul style="list-style-type: none"> ❖ How seriously should we take sovereign debt risk? ❖ Have the regulators done enough to avoid banking difficulties? ❖ Do the main Western authorities now effectively stand behind their principal banks? ❖ What should the manager and the investor look for in a good structured product? ❖ Can they find returns when the western outlook is darkened by the long shadow of the credit crunch? ❖ Strategies to manage counterparty risk John Redwood, Chairman, EVERCORE PAN-ASSET CAPITAL MANAGEMENT and Chairman, CONSERVATIVE ECONOMIC AFFAIRS COMMITTEE	GUEST ADDRESS
14.40	Beyond the FTSE: Where are the investment opportunities in the market? <ul style="list-style-type: none"> ❖ Why are investors in the UK so strongly attached to FTSE-linked products? ❖ Are they prepared to look to other markets or asset classes? ❖ What risk profiles would help them make the transition? ❖ How does pricing and risk of FTSE versus non-FTSE compare? Tim Mortimer, Managing Director, FUTURE VALUE CONSULTANTS	
15.10	AFTERNOON BREAK	
15.40	An advisors perspective: Skewing the risk/reward balance using structured products – new launch vs. the secondary market <ul style="list-style-type: none"> ❖ How to maximise the likelihood of a successful return at launch ❖ How has the secondary market developed in the UK? ❖ What has led to its growth? ❖ Is it better to target new launch or secondary market products? ❖ Understanding pricing ❖ Are structured products still seen as a long term investment? Stephen Black, Senior Private Banker, COUTTS	
16.10	What does the future hold for the UK's structured product market? <ul style="list-style-type: none"> ❖ Regulating the market – have the regulators done enough? ❖ Asset classes – the rise and fall in 2012 ❖ Simplicity or yield: What investors seek in their structured products ❖ Combating counterparty risk - is the UK structured products market winning the war? Ryan Schiff, Managing Director, MARSHALL STERLING ASSET MANAGEMENT Colin Jackson, Director, BARONWORTH INVESTMENT SERVICES Stewart Richardson, Partner, RMG WEALTH MANAGEMENT Michael Romanek, Principal, RISE PARTNERS	CHAMPAGNE ROUNDTABLE
16.50	CHAIRMAN'S CLOSING ADDRESS	
17.00	END OF CONFERENCE AND COCKTAIL RECEPTION FOLLOWED BY STRUCTURED PRODUCTS EUROPE AWARDS	

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Exhibitors

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commerzbank.com



Software for the distribution of structured products - LexiFi provides software and knowledge to key participants in the structured retail products market. LexiFi's solution enables:

- Private banks, retails banks, and other intermediaries to better advise clients, to improve after-sale service, and to streamline operations.
- Investment banks to gain agility and scalability in tailored derivatives, and to establish a preferred link with distributors.
- Treasury departments to control the issuance of structured notes and the ongoing valuation of related swaps.

lexifi.com



Modality provides financial institutions with state-of-the-art technologies for managing structured products and providing financial advice. The company's Modality/Structures solution facilitates an advanced relationship between the structurer, the distributor and the client. Modality/Structures manages all the various aspects of a product throughout its entire lifecycle, such as sales & advice, client support, and back-office operations. Modality/Structures bridges the gap between the complexity of structured products and the private client's comprehension. The solution is based upon Modality's core technology for financial modeling (FiMoML) which significantly shortens the time to market of new products through its ease of use.

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Pricing Partners is the award winners of Structured Products Technology Rankings 2010 and 2011, Overall winner in Pricing and Analytics Category.

pricingpartners.com

Supporting association

FEIFA is a Trade Association that exists for the benefit of consumers and of its Members, who are English-speaking Independent Financial Advisers (IFAs) based or operating in mainland Europe. It provides a strong voice for the IFA community across the Continent and beyond; representing the sector both with financial institutions and, where relevant, with governments and regulatory bodies.

The Federation is not available to all IFA companies. By only admitting Members following a rigorous vetting and due diligence procedure, FEIFA provides consumers with an independent assessment of the regulatory and legal status of its Member companies.

FEIFA provides a service to IFAs by helping to establish a favourable operating environment, a forum for discussion and by distributing considerable industry and technical information to assist them in their businesses. It has also created a unique recruitment facility, training and professional development services and an exclusive PI insurance product.

feifa.eu

3 November 2011, One Whitehall Place, London

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* Buy-side institutions include private banks, asset managers, institutional investors, and family offices.

** Other institutions include sell-side institutions: structuring asset managers, law firms, consultants, and technology vendors.

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