

STEP Arabia Branch Conference 2012

STEP
Society of Trust and
Estate Practitioners



Tuesday 27 March 2012
Dubai, UAE

Welcome

Welcome to the STEP Arabia Conference, the premier learning and networking opportunity for wealth professionals in the Middle East.

STEP members offer leading edge expertise in the fields of trusts, estates, foundations, taxation and all of the legal financial matters involved in passing wealth through the generations. This conference further extends the STEP family through its discussion of inter generational wealth issues faced by planners not just in the Middle East but across the globe.

To compliment the learning programme we also offer our participants excellent networking opportunities, which this year have been extended to include a post conference cocktail reception and dinner.

Laurence Black TEP
Chairman, STEP Arabia Branch

The Venues

Conference: The Address Dubai Mall

The conference will be held in the Diamond Ballroom on Level 1 of The Address Dubai Mall. We would ask participants to note that the venue hotel is The Address Hotel attached to the Dubai Mall, adjacent to Bloomingdales, and not the Downtown property located on Emaar Boulevard. A location map will be emailed to all participants 7 days prior to the event.

Cocktail Reception & Dinner: Viewing Deck, The Palace, Old Town

Following the conclusion of the technical sessions at The Address Dubai Mall, delegates are invited to continue networking at the post conference cocktail reception on the stunning outdoor Viewing Deck at The Palace. A buffet dinner will be served overlooking the famous dancing fountain and iconic Burj Khalifa. Delegates will be given the option of using the shuttle bus to the dinner venue, or alternatively taking the short stroll along the lake to The Palace.

Who Should Attend?

- Lawyers
- Accountants
- Bankers
- Financial Service Providers
- Trustees & Corporate Service Providers
- Private Client Professionals

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TECHNICAL PROGRAMME (accredited for 6 hours CDP)

Location: Diamond Ballroom (Level 1)

Venue: The Address Dubai Mall Hotel

08:00-09:00 Registration & Welcome Coffee

09:00-09:10 Welcome & Overview

**Laurence Black TEP, Chairman, STEP Arabia Branch
Standard Chartered Private Bank, UAE**

09:10-09:30 Regional Developments and the Impact on Wealth in the Middle East

**Marios Maratheftis, Regional Head of Research MEPNA,
Standard Chartered Bank.**

09:30-10:00 Jersey Foundations for Asset Protection – A Practitioner’s Perspective

This session will highlight the key characteristics of Jersey law foundations which make them attractive to high net worth individuals concerned with asset protection. They successfully combine certainty with flexibility to meet the asset protection needs of the most complex multi-generational and geographically diverse families.

Naomi Rive TEP, Appleby, Jersey

10:00-10:30 Family Governance & Dynastic Planning

Managing family businesses for growth and continuity whilst averting risk and family disputes - how family governance planning and models can help identify key challenges and help family owned businesses prepare for a sustainable future.

Andrew Young TEP, Opus Private, UAE

10:30-11:00 Coffee & Networking Break

11:00-11:30 “Connecting the Dots” Multi-Jurisdictional Succession Planning Involving UAE Assets

A UAE bank account, a property on the Palm and participations in a UAE corporate vehicle: what specific issues do the settlement of such assets onto a trust cause? What are the practical solutions and latest trends?

Yann Mrazek TEP, Cramer Salamian, UAE

11:30-12:00 Holding Back the TIEAs – Where is Tax Information Exchange Leading us in the Trust World?

This session will discuss the consequences of the exchange of information treaties developments pushed by the OECD and strongly supported by high taxed jurisdictions. Have TIEAs changed the world; will they?

Stijn Janssen TEP, Loyens & Loeff, UAE

12:00-12:30 Nominee Agreements - how they can damage your Family’s Wealth

Nominee Agreements can be used in a number of ways one of which is in the management of bankable assets through an Asset Manager or Stock Broker. This session will provide an overview of some of the problems that can be related to such uses.

Tim Cartwright TEP, Hawksford, Jersey

12:30-12:45 STEP Arabia AGM

For STEP Arabia members only. Non-members are invited to go to lunch at 12:30pm.

12:45-14:15 Lunch & Networking

14:15-14:45 What do we Want from our Banks and More Importantly What do They Want from Us?

A panel representing both trust & corporate service providers and the banking industry will discuss the challenges of matching our clients needs within the framework of increasing bank regulations.

14:45-15:15 Practical Estate Planning for Non-Muslim Expatriates Living in Dubai

The legal landscape in Dubai is not only unfamiliar to our clients but is also difficult terrain for us as advisers. With ambiguous legislation, lack of uniformity in its application and no system of precedent at the Federal level, we need to look beyond the black letter law for practical estate planning solutions. These include dovetailing multiple Wills, JAFZA structuring of onshore real estate and domicile statements.

Angela Calnan, LG, UAE

15:15-15:45 Practical Application of Life Insurance in Estate Planning

This session will cover the use of life insurance solutions in the estate planning of HNW individuals with a focus on case studies from Middle East based clients.

Odd Haavik TEP, Charles Monat Associates Pte Ltd, Singapore

15:45-16:15 Coffee & Networking Break

16:15-17:45 Good Reasons for Setting Up Trusts - A Truly International View & Case Studies from Senior Practitioners

UK - Michael Evans TEP, Burges Salmon

US - Phil Hodgen, Hodgen Law Group PC

Canada - Andrew Rogerson TEP, Rogerson Law

France - Sophie Jouniaux, Baker & McKenzie LLP

Jersey - Naomi Rive TEP, Appleby

17:45-18:00 Closing Remarks

**Laurence Black TEP, Chairman STEP Arabia Branch
Standard Chartered Private Bank, UAE**

18:00 Transfer to The Palace for Conference Cocktail Reception & Dinner

A coach will be provided to transport delegates to The Palace, however it will also be possible for those who wish to walk to do so along the edge of the Souk Al Bahar Lake.

Location: The Viewing Deck

Venue: The Palace, Old Town

18:15-19:15 Cocktail Reception

19:15-22:00 Conference Dinner