

Private Wealth Spain Forum

*A Meeting of Regional HNW Wealth Managers, Private Banks and Family Offices – May 9, 2018
Hotel Villa Magna, Paseo de la Castellana, 22, 28046 Madrid, Spain*

Confirmed Speakers

Ana López de Silanes Ruiz, Head of Discretionary Portfolio Management, **Santander Private Banking**

Alvaro Manteca Gonzalez, Head of Investment Strategy, **BBVA Private Bank**

Diego Fernández Elices, Chief Investment Officer, **A&G Banca Privada**

Luis Sanchez de Lamadrid, Country Head Private Banking – Spain, **Pictet Wealth Management**

Carlos Andrés Poyo, Head of Discretionary and Advisory Portfolio Management, **Banca March**

Eliseo Cervera, Head of Private Banking Spain and Portugal, **Citi Private Bank**

Pablo Arjona, Managing Director, **MdF Family Partners**

Fernando Loscertales, Head of Private Banking, **Bank Degroof Petercam Spain**

Luis Buceta Casteleiro, Chief Investment Officer, **Banco Alcalá Wealth Management**

Puy Carazo, Head Wealth Investment Advisory, **Deutsche Bank Wealth Management**

Ignacio Dolz de Espejo, Partner and Chief Investment Officer, **Alantra Wealth Management**

Ignacio Perea Fernández-Pacheco, Head of Investments, **Tressis**

Jose Antonio Lopez, President, **Fineco Patrimonios SGIIC**

Juan José Barrenechea, Founding and Managing Partner, **Lourido Partners EAFI**

Javier Rosino, Founding Partner, **Active Compass EAFI**

Paolo Mezza, Partner and Chief Investment Officer, **Arcano Wealth Advisors**

David Rabella, Chief Investment Officer, **Alkimia Capital**

David Azcona, Chief Executive Officer & Chief Investment Officer, **Morabanc Asset Management**

Platinum Partner

Dybaw Venture Capital

Contributing Partners

**Allianz Global Investors | BMO Global Asset Management | Degroof Petercam Asset Management
DWS Group | Edmond de Rothschild Asset Management | Eurizon Capital | Goldman Sachs Asset Management
Mirabaud Asset Management | Morningstar | Nordea Asset Management | Price Bailey | SPDR ETFs | Unigestion**

7:30 Registration and Welcome Coffee

9:00 Host's Welcome

Karishna Perez, Program Manager, **Markets Group**

9:05 Chairperson's Opening Remarks

Mariano Arenillas, Head of DWS Iberia, **DWS Group**

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 to 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:

Ignacio Dolz de Espejo, Partner and Chief Investment Officer, **Alantra Wealth Management**

Panelists:

Luis Sanchez de Lamadrid, Country Head Private Banking – Spain, **Pictet Wealth Management**

Alvaro Manteca Gonzalez, Head of Investment Strategy, **BBVA Private Bank**

Andrew Lake, Head of Fixed Income, **Mirabaud Asset Management**

9:50 Morning Presentation: Disruptive Technologies for Impact Investing: A New Investment Path

Disruptive technologies, such as blockchain, are changing global industries such as financial services, agriculture and healthcare. By introducing traceability, transparency and trust, this invaluable technology is not only empowering final customers, but also producers and intermediaries of a value chain. Blockchain also represents a great opportunity to unlock new value from other technologies, IoT, AI, and robotics, for example. Applied to Fintech, Health and Agritech, blockchain will promote inclusive finance, ensure confidentiality and exchange of medical data, provide a strong tool to remunerate farmers fairly, and ensure value-chain transparency for final customers.

Presenter: **Carmelo Bisognano**, Co-Founder and Managing Director, **Dybaw Venture Capital**

10:10 Morning Networking Break

10:40 Panel Discussion - Views on Tactical Asset Allocation and Portfolio Construction

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 new European financial regulation, Mifid II?

Moderator:

José Antonio López, Chief Executive Officer, **FINECO Patrimonios SGIIC**

Panelists:

Carlos Andrés Poyo, Head of Discretionary and Advisory Portfolio Management, **Banca March**

Ana López de Silanes Ruiz, Head of Discretionary Portfolio Management, **Santander Private Banking**

Natalie Waller, Head of Global Equity Beta Solutions Group (GEBS), **State Street Global Advisors**

Florian Ielpo, Head of Macroeconomic Research, **Unigestion**

Vincent Denoiseux, Head of Quantitative Strategy, **DWS Group**

11:25 Panel Discussion - Fixed Income: Realistic Expectations and Ways to Enhance Returns

With bond yields and spreads near historic low levels, and roughly \$15 trillion government debt around the world with negative yields, where can opportunities in the fixed income markets be sought today? In this extremely low interest rate environment, what role does fixed income play and what is a reasonable yield range to expect out of a balanced portfolio in the near to mid-term? Our panelists will discuss ways to improve returns and the potential risks ahead.

Moderator:

Ignacio Perea Fernández-Pacheco, Head of Investments, **Tressis**

Panelists:

Luis Buceta, Chief Investment Officer, **Banco Alcalá Wealth Management**, Board Member, **CFA Society Spain**

Luke Copley, Generalist Portfolio Manager – Global Fixed Income, **Allianz Global Investors**

Benjamin Melman, Head of Asset Allocation and Sovereign Debt, **Edmond de Rothschild Asset Management**

12:05 Roundtable Discussions – Session One

This session is aimed at providing all event attendees with the ability to join in genuine knowledge exchange and discussion in a small group and informal setting. Each roundtable will have a host and will cover one of the following key areas:

Table 1 – ESG: An Equity Investing Philosophy that is here to Stay?

Hosted by: **Juan Salazar**, Vice President, Governance and Sustainable Investment, **BMO Global Asset Management**

Table 2- An Innovative Risk Managed Multi-Asset Solution to Smooth Returns in Volatile Markets

Hosted by: **Florian Ielpo**, Head of Macroeconomic Research, **Unigestion**

Table 3- Navigating Late-Cycle Credit Markets

Hosted by: **Luke Copley**, Generalist Portfolio Manager – Global Fixed Income, **Allianz Global Investors**

Table 4- Unlocking New Opportunities through Blockchain: Case Studies

Hosted by: **Carmelo Bisognano**, Co-Founder and Managing Director, **Dybaw Venture Capital**

Table 5- Is there Quality in your Income? Smart Beta (ETFs) Explained

Hosted by: **Daniel Ung**, Senior ETF Strategist, **SPDR ETFs**

Table 6- Emerging Debt: A Unique Risk /Return Sustainable Approach

Hosted by: **Amparo Ruiz Campo**, Country Head Spain & Latam, **Degroof Petercam Asset Management**

Table 7- Investing in Global Climate Solutions for Better Future Returns

Hosted by: **Cristian Balteo**, Senior Product Specialist, **Nordea Asset Management**

13:05 Networking Luncheon**14:05 Panel Discussion - Equity Portfolio Trends: Volatility, Smart Beta, ESG and the Search for Growth**

With the bull market entering its eighth year, private client investors are asking how long it will keep going up. While global equity markets are off to a volatile start and emerging market equity indexes continue the downward trend, how are private client advisors positioning equity portfolios for asset protection and growth in 2018? Additionally, with the recent change in the geo-political field, what can be expected for the European and the American equity markets?

Moderator:

Puy Carazo, Head Wealth Investment Advisory, **Deutsche Bank Wealth Management**

Panelists:

David Azcona, Chief Executive Officer & Chief Investment Officer, **Morabanc Asset Management**

Diego Fernández Elices, Chief Investment Officer, **A&G Banca Privada**

Cristian Balteo, Senior Product Specialist, **Nordea Asset Management**

Juan Salazar, Vice President, Governance and Sustainable Investment, **BMO Global Asset Management**

Javier Rodríguez-Alarcon, Head, Quantitative Investment Strategies Group for EMEA, **Goldman Sachs Asset Management**

14:50 Roundtable Discussions – Session Two

Table 1 - How to Generate Absolute Returns in a Low and Differentiated Investment Rates Environment

Hosted by: **Benjamin Melman**, Head of Asset Allocation and Sovereign Debt, **Edmond de Rothschild Asset Management**

Table 2 - Higher Income Investing in a Lower Income World

Hosted by: **Andrew Lake**, Head of Fixed Income, **Mirabaud Asset Management**

Table 3 – Defensive Assets: Creating Robust Portfolios for Changing Markets

Hosted by: **Vincent Denoiseux**, Head of Quantitative Strategy, **DWS Group**

Table 4 - Global Equities: Capitalising on Big Data in Investment Management

Hosted by - **Javier Rodríguez-Alarcon**, Head, Quantitative Investment Strategies Group for EMEA, **Goldman Sachs Asset Management**

15:20 Afternoon Networking Break**15:40 Panel Discussion - Emerging and Opportunistic Alternative Investing**

How are HNW advisors opportunistically looking at expected returns across alternatives including: currency, private equity, real estate, hedge funds and credit investments? Additionally, there are a growing number of new, high potential and high impact investments opportunities emerging under the Alternatives banner. From ESG to cannabis, agricultural funds, water and green technologies, our expert panel will dissect what sub sectors are developing and where HNW investors are looking to next.

Moderator:

Juan José Barrenechea, Founding and Managing Partner, **Lourido Partners EAFI**

Panelists:

Eliseo Cervera, Head of Private Banking Spain and Portugal, **Citi Private Bank**

Fernando Loscertales, Head of Private Banking, **Bank Degroof Petercam Spain**

16:10 Panel Discussion – Wealth Management and Technology: How Families are Adapting

An increasing globalization is seeing family offices and advisory firms opening in Spain and throughout Europe while technological progress is changing the ways in which they operate. The truth is that the lines between human guidance and automated investment advice are blurring. In the last five years, a number of “robo advisors” have emerged and there has been a shift in the mindset and attitudes of succeeding generations buying into technology to manage their finances. Our panelists discuss the difference between the traditional “human touch” of complete and personalized financial services, as opposed to the new model of technology that seems to be on trend for 2018. How are advisors adapting in this new world?

Moderator:

David Rabella, Chief Investment Officer, **Alkimia Capital**

Panelists:

Pablo Arjona, Managing Director, **MdF Family Partners**

Javier Rosino, Founding Partner, **Active Compass EAFI**

Paolo Mezza, Partner and Chief Investment Officer, **Arcano Wealth Advisors**

16:50 Chairperson’s Closing Remarks

Mariano Arenillas, Head of DWS Iberia, **DWS Group**

16:55 Networking Cocktail

Join us for an informal gathering with some of Spain’s leading family offices, wealth managers, and private banks to continue the conversations of the day

18:00 Close of Conference

Global Private Wealth Forums

3rd Annual Private Wealth UK Spring Forum
London, February 20, 2018

3rd Annual Private Wealth Switzerland Forum
Geneva, March 15, 2018

Private Wealth Europe Forum
Paris, April 17, 2018

Private Wealth Spain Forum
Madrid, May 9, 2018

Private Wealth Nordics Forum
Stockholm, May 29, 2018

Private Wealth France Forum
Paris, September 12, 2018

Private Wealth Benelux Forum
Amsterdam, September 19, 2018

Private Wealth Germany Forum
Munich, October 17, 2018

Private Wealth Latin America & the Caribbean Forum
Miami, October 16 & 17, 2018

3rd Annual Private Wealth UK Autumn Forum
London, November 27, 2018

3rd Annual Private Wealth Switzerland Forum
Zurich, December 10, 2018