

# Luxembourg - Denmark Fund Conference

## 14 September 2016, Copenhagen

VENUE :  
Tivoli Hotel  
Arni Magnussons Gade 2  
1577 Copenhagen

PARTICIPATION FEE :  
sponsored

REGISTRATION TO :  
info@nobelux.se

ORGANIZED BY :



*SweBelux & Nobelux*

Swedish Chamber of Commerce  
in Belgium and Luxembourg

AND ALSO  
Nordic Chamber of Commerce  
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### 08:30 Registration

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### 09:00 Welcome & Introduction

**Mathilde Hildenfeldt**, Managing Director, Swedish & Nordic Chamber of Commerce, Luxembourg  
**H.E.Mr. Gérard Philipps**, Ambassador of Luxembourg to Denmark, Finland, Norway & Sweden

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### 09:20 Panel 1: What are the latest challenges and opportunities in fund distribution and asset management sales?

- An introduction to the hot topics and long-term trends in the distribution space
- What themes are key for Danish asset managers with an interest in cross-border distribution
- What are the key developments impacting Danish fund buyers
- The impact of regulations such as MiFID II
- The ban on inducements
- New restrictions on developing and distributing products for purposes of reducing the risk of misselling.
- Reshaping Retail Fund Distribution
- Disruption – what forms of disruption are out there and how long until they become the norm?
- Winning Strategies and Tactics

Moderator : **Struan Malcolm**, Head of Nordic Sales, Northern Trust

Panelists : **Jacob Høeg Madsen**, Partner, Kromann Reumert, Denmark  
**Nathalie Dogniez**, Partner, PWC, Luxembourg

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### 10:15 Coffee break

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### 10:45 Panel 2: UCITS V & Governance

- Impact of UCITS V on governance
- Trends and best practices in Fund governance
- Governance challenge
- UCITS V rules on depositaries – key impact on Assets Managers in terms of :  
Safe-keeping, controls and oversight  
Documentation

Moderator : **Jeppe Buskov**, Partners, Kromann Reumert, Denmark

Panelists : **Nathalie Dogniez**, Partner, PWC, Luxembourg  
**Daniel Barrett**, Vice President, Asset Manager Solutions (Offshore),  
State Street, Luxembourg  
**Jane Hilkjær Lauridsen**, Global Head of Depositary Services, Danske Bank

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### 11:30 Reserved Alternative Investment Funds (RAIF) : new opportunities for Luxembourg funds structuring.

Speaker : **Jean-Florent Richard**, Head of Fund Engineering Services,  
BNP Paribas, Luxembourg

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### 12:00 Q & A

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### 12:15 Networking Lunch

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