Sovereign

2019 INTERNATIONAL RETIREMENT SEMINAR

CAPE TOWN – 30 AUGUST 2019

Venue: Old Mutual House, No 33 Klaassens Road, Upper Constantia, Cape Town

AGENDA FOR 2019 INTERNATIONAL RETIREMENT SEMINAR - CAPE TOWN

07:30 REGISTRATION

08:00 OFFICIAL WELCOME BY TIMOTHY MERTENS – CHAIRMAN OF SOVEREIGN TRUST (SA) LIMITED

08:10 INTRODUCTION BY DANIEL SILKE – MANAGING DIRECTOR OF POLITICAL FUTURES CONSULTANCY

Daniel Silke

Daniel serves as a host of major global blue-chip companies with outstanding keynotes and workshops aimed at the convention, conference and events industries. He has over 16 years' experience in delivering flagship presentations on Global, African and South African political and economic trends. Daniel holds a masters degree from the University of Cape Town in South African and International Politics and was attached to the university's Institute for the Study of Public Policy where he tutored within the broader Department of Political Studies. Daniel then served in public office as a Member of the Western Cape Provincial Parliament and City Councillor in the City of Cape Town holding positions of whip for his party as well as portfolio committee chair for economic development. Since launching his consultancy, Daniel has become a familiar name on the corporate speaking circuit and in the media - both within his native South Africa and overseas. He lectures regularly to university audiences in the United States with contracts recently at the Robert Morris University in Pittsburgh PA and Lynn University in Boca Raton Florida. He is also a global political trend/risk consultant for GLG based in New York City and is on Duke Corporate Education panel of speakers. Daniel is the author of the book "Tracking the Future: Top trends that will shape South Africa and the World" and regularly writes columns for Fin24/News24 and Business Day Online.

08:30 JOANNE BAYNHAM – DIRECTOR AND HEAD OF INVESTMENT STRATEGY AT MITON OPTIMAL

TOPIC: FACTORS DRIVING INVESTMENT RETURNS.

Joanne Baynham

Joanne is a Chartered Accountant and holds the Chartered Financial Analyst® (CFA®) designation. Having spent 6 years with Appleton Asset Management, Joanne moved to Optimal Fund Management prior to the merger with Miton Investments. This new company was rebranded MitonOptimal and this is where she been since 2004, along with the founding partners Scott Campbell and Roeloff Horne. Based in Cape Town, she has lead responsibility for macro-economic, asset allocation and fundamental research, covering both local and offshore markets. She has been fortunate enough to have been in the financial industry for over 20 years and has experienced both bull and bear market cycles. Joanne was a regular host on Fine Music Radio and has since moved to the newly launched business program on Sharenet, hosted by Lindsay Williams. She also chairs panels at investment forum related events, probing and digging into the views of well-known South African fund managers. In her personal time, Joanne enjoys spending time with her kids, travelling far and wide, drinking fine wines and discovering those value bottles ignored by wine snobs. To make up for those countless hours sitting at her desk, Joanne is also a devoted gym bunny.

08:55 Q&A

09:00 ANDREW RISSIK – MANAGING DIRECTOR OF SABLE INTERNATIONAL GROUP

TOPIC: WHAT DOES THE RAND'S VALUE MEAN FOR MY RETIREMENT POSSIBILITIES OFFSHORE?

Andrew Rissik

Andrew grew up in South Africa, where he was schooled at Michaelhouse and then completed his Economics degree at the University of Stellenbosch. He served as an officer in the South African Navy before completing his management training with McCarthy Group, part of Anglo American Corporation. He then relocated to their UK operation in 1994. After this he was involved in several private equity deals with UK and SA investors before returning to South Africa in 2004. He established a company that facilitated the investment of UK client funds into the emerging South African property market and successfully sold his interests in 2011 before being appointed to head up Sable Group's Global Forex business and more recently their South African Immigration business. Outside of work Andrew is a keen sailor who has competed internationally and spends many weekends away either sailing or enjoying the outdoors with his wife and two children.

09:25 Q&A

09:30 BATHROOM BREAK

09:40 RICHARD NEAL - DIRECTOR OF SOVEREIGN TRUST (SA) LIMITED

TOPIC: CORPORATE PENSIONS - A SOLUTION TO THE "EXPAT TAX" DILEMMA?

Richard Neal

After completing his B.Com majoring in Economics and Politics (PPE) and Postgraduate Diploma in Enterprise Management, both at the University of Cape Town (UCT), Richard worked for 2 years in a sales and marketing capacity at a private education firm. In June 2010 he joined Sovereign Trust (SA) Limited as a business developer in Cape Town, Johannesburg, Durban, Mozambique and Zimbabwe. In 2016 Richard was appointed as a director and also the manager of Sovereign's office in Johannesburg. In 2018 Richard moved back to Cape Town where he is currently based. Richard has extensive experience in the offshore industry with specific focus on structuring offshore companies, trusts and international retirement plans for South African tax residents and businesses expanding into Africa. Richard is also often heard on radio discussing topics related to companies expanding their international scope, mainly via structures in Mauritius and the benefits of establishing retirement plans. In his spare time, Richard is an avid fisherman and wine enthusiast.

10:05 Q&A

10:10 TIMOTHY MERTENS – CHAIRMAN OF SOVEREIGN TRUST (SA) LIMITED

TOPIC: BUYING UK PROPERTY AS PART OF RETIREMENT PLANNING - BE WARY OF THE PIT(TAX) FALLS.

Timothy Mertens

Timothy was educated at St Andrews College in Grahamstown and after completing national service in the SA Navy went on to study law at the Universities of Cape Town and Natal. He articled at a prominent law firm DLA Piper Cliffe Dekker Hofmeyr before joining Fedsure Holdings as the Cape Regional Legal Adviser. He later entered the offshore services industry as managing director of Sovereign Trust (SA) Limited, a role he held for 12 years after which he became its Chairman in 2010. Timothy has extensive experience in the offshore industry and often appears on radio and television to discuss issues of cross border tax planning and changes in legislation. He is a founder member of the South African branch of STEP and in his spare time he has a keen interest in classic cars.

10:35 Q&A

10:40 **SEAN GILLEASE – BUSINESS DEVELOPMENT MANAGER OF SOVEREIGN TRUST (CHANNEL ISLANDS) LIMITED**
TOPIC: 3 YEARS POST THE DAVIS TAX COMMITTEE - WHAT HAS CHANGED IN OUR APPROACH TO RETIREMENT STRUCTURING?


Sean Gillease

Sean is the business development manager for Sovereign Trust (Channel Islands) Limited, the Guernsey operation of the Sovereign Group. He is an Executive Commitee member of the Guernsey Association of Pension Providers (GAPP). Sean has worked in the pension industry in Guernsey for almost ten years following completion of his degree, during which time he has dealt with a mix of domestic and international pension business for both corporate and individual clients. Prior to starting his career in the pensions industry, Sean graduated from Bournemouth University with a BA Honours degree in marketing and advertising. Sean is currently undertaking further professional studying towards the PMI & IEBA diploma in International Employee Benefits. Outside of work, Sean is a keen sportsman, spending much of his spare time playing or watching football and enjoys taking part in marathons.

11:05 **Q&A**

11:10 **COFFEE/TEA BREAK**

11:20 **DAVID NOON – COMMERCIAL DIRECTOR OF CAPITAL INTERNATIONAL GROUP**
TOPIC: HOW TO IMPLEMENT A DYNAMIC AND EFFECTIVE OFFSHORE INVESTMENT PLAN FOR RETIREMENT.


David Noon

David joined Capital International South Africa in 2017 where he was responsible for the business development and relationship management of the Group within South Africa and Africa. Prior to this David spent 28 years with Lloyds Banking Group and Lloyds International Private Bank in a variety of roles. David is a Chartered Financial planner through the Chartered Insurance Institute, as well as a Fellow of the Personal Finance Society. David also holds a diploma in company direction with the Institute of Directors in the UK. David is now the commercial director in South Africa and he provides local support to financial advisers, wealth managers, life companies, corporate and trust service providers who are seeking to make the most of offshore investing for their clients. In David's spare time he cycles with colleagues from Capital International and still plays 'Over 45' soccer.

11:45 **Q&A**

11:50 **JOSE DELGADO – DIRECTOR OF DELGADO VELOSA AND ASSOCIATES**
TOPIC: ARE SOUTH AFRICAN TRUSTS STILL RELEVANT FOR ASSET PROTECTION, ESTATE PLANNING AND RETIREMENT PLANNING?


Jose Delgado

Jose is a corporate commercial tax attorney. He studied the BPROC, LLB degrees at the University of Witwatersrand. After this he completed his articles of clerkship and was admitted as an attorney of the High Court. He specialises in contracts, trusts, company law, business structures, tax and property related transactions, financing and property structures. In the year of 2000 he moved from Johannesburg to Cape Town to establish and manage a branch office of Cobus Bekker and Associates Inc. He then went on to practice on his own account as the senior director of Delgado Velosa Kenworthy and Associates Inc in Cape Town, Umhlanga and Randburg. Jose has held directorship in over 50 different companies in a range of disciplines. These include trustee, fiduciary and advisory companies which render the services of independent trustees entailing inter alia, all advices and support of a legal, taxation, operational, compliance and statutory nature. Jose then formed iProtect Accounting in Gauteng, KwaZulu-Natal and the Western Cape to provide accounting services and tax advice to clients. In Jose's free time he enjoys reading, is an avid sports fan and amateur oneoligist.

12:15 **Q&A**

12:20 **JAMES CRAWFORD – INTERNATIONAL BUSINESS DEVELOPMENT DIRECTOR OF GUERNSEY FINANCE (LBG)**

TOPIC: GUERNSEY - THE DEFINITIVE LOCATION FOR INTERNATIONAL RETIREMENT BENEFIT SCHEMES.

James Crawford

James is originally from Guernsey and has recently joined Guernsey Finance as the international business development director. He is responsible for implementing the business development strategy which is to promote the island as a global finance specialist and connect Guernsey's industry in its chosen target markets. James holds the Institute of Chartered Secretaries and Administrators diploma in offshore finance and administration. As well as the Society of Trust and Estate Practitioners diploma in international trust management. He has more than 20 years' experience in the fiduciary sector where he worked for international banks and independent trust companies based in the Channel Islands, Switzerland and the United Arab Emirates. In his spare time he is a keen scuba diver and golfer during the summer months and enjoys skiing and rugby during the winter months.

12:40 **Q&A**

12:45 **CLOSING BY DANIEL SILKE**

13:00 **LIGHT LUNCH AND NETWORKING**

ABOUT SOVEREIGN

Sovereign opened its first office in Gibraltar in 1987 and has since grown into one of the largest independent corporate and trust service providers in the world. We currently manage over 20,000 clients that include companies, entrepreneurs, private investors or high net worth individuals (HNWIs) and their families – and have assets under administration in excess of US$10 billion.

Sovereign Corporate Services provides company formation and management in all major jurisdictions, together with comprehensive advice and support to assist companies of all sizes to establish and sustain operations successfully in foreign markets – from full back-office solutions to assistance with tax and regulatory compliance. This includes accountancy, human resources, pensions, insurance, trademark and intellectual property protection, obtaining local licences and permits, and executive relocation.

Sovereign Family Office Services provides secure, efficient wealth and succession planning to internationally mobile families and entrepreneurs. We specialise in the design and implementation of structures, using trusts, foundations, companies and funds, to hold assets and investments. We also provide the support for long-term sustainability, which includes accountancy, foreign property ownership, retirement planning, residence and immigration, insurance, as well as yacht and aircraft registration and management.

Sovereign Retirement Planning provides retirement solutions that offer choice, transparency and portability across multiple jurisdictions. Our reputation for excellence in scheme administration and our record of innovation and technical expertise have propelled Sovereign to become a market leader in the transfer and provision of international pension schemes. When combined with the technical knowledge of our in-house specialists and qualified actuaries, this means that Sovereign can cater for any alterations to a member's situation over time.

Sovereign has built a network of offices or agents in all major international finance centres. This global reach enables us to provide local expertise with an international dimension, whilst allowing our clients to access a global service from a local point of delivery. In all jurisdictions that require us to be licensed, we hold the appropriate authorisations.

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