

2018 INTERNATIONAL RETIREMENT SEMINAR

JOHANNESBURG – 21 AUGUST 2018



Venue: Houghton Golf Club, Corner of Osborn and Grant Avenue, Lower Houghton, Gauteng, Johannesburg, South Africa

AGENDA FOR 2018 INTERNATIONAL RETIREMENT SEMINAR - JOHANNESBURG

07:30 REGISTRATION

08:00 OFFICIAL WELCOME BY MC, DANIEL SILKE



Daniel Silke

As Director of the Political Futures Consultancy based in Cape Town, Daniel serves a host of major global blue-chip companies with outstanding keynotes and workshops aimed at the convention, conference and events industries. He has over 15 years' experience in delivering flagship presentations on Global, African and South African political and economic trends. Daniel holds a Master's 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 the 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.

08:20 JOANNE BAYNHAM: DIRECTOR AND HEAD OF INVESTMENT STRATEGY – MITONOPTIMAL SOUTH AFRICA (PTY) LTD

TOPIC: FAKE NEWS, ALTERNATIVE FACTS AND THE "TRUTH"



Joanne Baynham

Joanne is a Director of MitonOptimal South Africa (Pty) Ltd and Head of Investment Strategy. She is a Chartered Accountant and holds the Chartered Financial Analyst® (CFA®) designation. She started her career at Appleton Asset Management, leaving there after six years to join Optimal Fund Management prior to the merger with Miton Investments. Having worked in the markets for over 20 years she has a wealth of experience, thanks to starting her career at the outset of the Asian financial crisis, followed by the 2000 Tech boom and latterly the global financial crisis. Based in Cape Town, she has lead responsibility for macroeconomic, asset allocation and fundamental research. Her chief role is to question the status quo of the team's portfolio decisions and to grill underlying fund managers on their views. Joanne is a regular host on CNBC Africa, sharing views on international market moving events. She also hosts the occasional radio show as well as being a regulator contributor to FMR's daily business programme.

08:40 Q&A

08:50 **TIM POWELL: DIRECTOR OF SABLE INTERNATIONAL FOREX | SOUTH AFRICA**
TOPIC: THE RAND, HOW WE GOT HERE AND THE ROAD TO THE ELECTIONS 2019



Tim Powell

Tim has 25 years of work experience, including at the likes of Price Waterhouse Coopers, Combined Motor Holdings, BoE, and Ernst & Young JD Edwards in South Africa, and Deutsche Bank and 1st Contact Forex in London. He has almost 20 years foreign exchange experience, having started and built an online forex business in London before returning to South Africa where he joined FX Capital and was part of growing that business to annual trade in excess of R4 billion per annum. At the end of 2017 FX Capital Merged with Sable International and as a result he is now the Director of Sable International's South African Forex business. Tim enjoys the sea and outdoors in general and can be found in the sea or climbing mountains with his wife and two boys on weekends in the Cape.

09:10 **Q&A**

09:20 **MATTHEW TAILFORD: DIRECTOR OF SOVEREIGN (DUBAI) LIMITED**
TOPIC: UK PENSIONS – KEY CONSIDERATIONS FOR BRITISH EXPATS AND RETURNING SOUTH AFRICANS



Matthew Tailford

Matt is a director of Sovereign Corporate Services in Dubai and a pension specialist. Prior to moving to the Middle East in 2009 Matt worked for a London based financial advisory firm assisting individuals and corporate clients with retirement planning and employee benefits. In recent years Matt has focused on assisting UK expats and internationally mobile clients with wealth structuring via Sovereign's worldwide intermediary base. Matt is a member of the Chartered Institute for Securities and Investment and the Personal Finance Society and holds higher level qualifications in pensions and financial planning.

09:40 **Q&A**

09:50 **BATHROOM BREAK**

10:00 **TIMOTHY MERTENS: CHAIRMAN OF SOVEREIGN TRUST (SA) LIMITED**
TOPIC: USING QNUPS FOR UK PROPERTY PURCHASE AS PART OF A RETIREMENT PLAN



Timothy Mertens

Tim was educated at St Andrews College Grahamstown and after completing national service in the SA Navy went on to study law at the Universities of Cape Town and Natal. He articulated at prominent law firm DLA Piper Cliffe Dekker Hofmeyr before joining Fedsure Holdings as 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. Tim has extensive experience in the offshore industry and often appears in radio and television on 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 has a keen interest in classic cars.

10:20 **Q&A**

10:30 **RICHARD NEAL: DIRECTOR OF SOVEREIGN TRUST (SA) LIMITED**
TOPIC: ARE GUERNSEY PENSION PLANS FUTURE PROOF?



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 2012 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. Richard has extensive experience in the offshore industry with a 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 overseas retirement plans. In his spare time, Richard is an avid fisherman and wine enthusiast.

10:50

Q&A

11:00

SEAN GILLEASE: BUSINESS DEVELOPMENT MANAGER OF SOVEREIGN TRUST (CHANNEL ISLANDS) LIMITED
TOPIC: INTERNATIONAL CORPORATE PENSION PLANS FOR SA NATIONALS EMPLOYED OUTSIDE OF SA



Sean Gillease

Sean is Business Development Manager for Sovereign Trust (Channel Islands) Limited, the Guernsey operation of the Sovereign Group. He is an Executive Committee member of the Guernsey Association of Pension Providers (GAPP). Sean has worked in the pensions 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 pensions business for both corporate and individual clients. Prior to starting his career in the pensions industry, Sean graduated from Bournemouth University with a BA Hons degree in Marketing and Advertising. Sean is currently undertaking further professional study and is 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 more recently having taken up long distance running and due to take part in his first marathon on the 27th August 2018.

11:20

Q&A

11:30

COFFEE/TEA BREAK

11:45

CLIVE MOORE: MANAGING DIRECTOR OF IDAD LTD
TOPIC: STRUCTURED PRODUCTS – EVERYTHING YOU WANTED TO KNOW BUT WERE AFRAID TO ASK



Clive Moore

Clive has 25 years' experience in the investment industry and has been responsible for the manufacture and distribution of structured products in a variety of senior roles within multi-national banks and insurance groups throughout his career. He co-founded IDAD in 2002, partly to enable him to deliver a better service to a greater number of companies, but also to allow him to spend more time closer to his then young family. IDAD's key focus since 2008 has been on the international market where sales are currently around \$350m a year. Clive's opinions are widely respected within the industry and he is a regular contributor to the trade, consumer and national press and he has written (and ghost written) a number of guides on structured products.

GRAEME MCCALLION : AFRICAN SALES MANAGER OF IDAD LTD



Graeme McCallion

A Business Development career in the International Finance Sector for 20 years spanning the Isle of Man, Channel Islands and Mauritius. The geographical responsibilities have included UK, Southern Europe and Africa where strong networks were created with financial intermediaries with a key focus on ensuring consistent year on year increase of top line revenue. Careers with Private/ International Banks and Fund Managers has resulted in a deep understanding of fiduciary, private banking and investment product and service suites offered from these IFCs. He is currently working with IDAD Ltd and is responsible for Africa, working with Financial Advisers, Lawyers, Accountants and Trustees.

12:05

Q&A

12:15 **DOMINIC WHEATLEY: CHIEF EXECUTIVE OF GUERNSEY FINANCE LBG**
TOPIC: WHY GUERNSEY FOR INTERNATIONAL RETIREMENT BENEFITS



Dominic Wheatley

Dominic is Chief Executive of Guernsey Finance, the promotional agency for Guernsey's finance industry. His role includes business development and the promotion of Guernsey's finance industry in the island's target markets including Europe, the US and the emerging markets, and liaison with industry associations and government, both in Guernsey and further afield. Previously Chief Marketing Officer of the Willis Global Captive Practice and Managing Director of its Guernsey business, Dominic has more than 25 years of finance experience in London and, for the past 20 years in Guernsey. Dominic is a member of the Institute of Directors and serves as a non-executive director on a number of local boards. He is a fellow of the Chartered Insurance Institute and holds an MBA from Warwick University.

12:35 **Q&A**

12:45 **THANK YOU AND CLOSING BY MC, DANIEL SILKE**

13:10 **LIGHT LUNCH AND NETWORKING**

SOVEREIGN™

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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