

THE EUROPEAN FAMILIES IN BUSINESS CONFERENCE

11 & 12 June 2013

Shangri-La Hotel, Paris • France

*Holding the key to Europe's prosperity
and leading the way out of the economic gloom*



*Europe's premier private conference for family business leaders,
owners, family members and board directors*

EUROPEAN FAMILIES IN BUSINESS AWARDS

11 June 2013 - Cercle National des Armées • Paris

In association with

SOCIETE GENERALE PRIVATE BANKING

Sponsored by

PROSPERITY CAPITAL MANAGEMENT

SOCIETE GENERALE PRIVATE BANKING

Knowledge Sponsor

ERNST & YOUNG

In association with

CAMPDENFB

Organised by

Campden Conferences

A division of Campden Wealth

In affiliation with

INSTITUTE
for
PRIVATE
INVESTORS

CONFERENCE CHAIRMAN

GENEVIÈVE MELKONIAN is president and co-owner of Groupe Melkonian. The group specialises in underground mining vehicles and has exclusive partnerships in 70 countries. Groupe Melkonian was founded in 1994 by Ms. Melkonian and her two brothers to develop and internationalise Continental Industries, the company founded by their parents in 1975.

PROFILE OF CONFERENCE SPEAKERS

SILJA NYBOE ANDERSEN currently works for The Big Issue Foundation and Big Issue Invest where she works with corporate engagement, training and individual giving. Miss Andersen is 5th generation of FLSmidth, a Danish engineering firm and Miss Andersen has been the chairman of a family owned forestry company for the last 5 years where the main focus is keeping a family legacy and supporting a sustainable strategy for the area.

PHILIP AMINOFF is chairman of the board, Electrosonic Group Oy Ab. Besides his position as working chairman of the board of Electrosonic Philip Aminoff is member of the board in Veho Group, Helvar Merca and Paulig as well as member of the administrative board of the Tapiola insurance company. Mr. Aminoff is also chairman of the European Family Businesses (GEEF) and Finland's representative in the EU's Enterprise Policy Group.

CHRIS BLANDY is a seventh-generation family member to work in Blandy's Madeira Wine Co. The Blandys are unique in being the only family of all the original founders of the Madeira wine trade to still own and manage their own original wine company; two centuries of fine wine production. The family has played a leading role in the development of Madeira wine throughout its long history and members of the family continue to live on Madeira, maintaining a tradition that goes back to 1811.

MARIE-CHRISTINE COISNE-ROQUETTE, at age 41, took leadership of the family-owned Sonepar group, the worldwide leader in the distribution of electrical equipment with operations in 35 countries across four continents and annual revenues in 2010 of over €13.4 billion. She is currently chairman and CEO of the group.

FEDERICO GREGO is director at Laboratories Leti, a family business founded in 1919 by Dr. Pedro Domingo Sanjuán. LETI laboratories is a research-focused, independent biopharmaceutical company. Its headquarters are in Barcelona, Spain and it has subsidiaries in Germany and Portugal and exclusive distributors in several countries in Europe, Latin America and Africa.

ALICE HUISMAN is managing director of Royal Huisman Shipyard, which was founded by her great grandfather in 1884 and is today recognised internationally as a leading custom yacht builder. After business school Ms. Huisman first worked at sister company Rondal and then as her father's personal assistant at the shipyard. She was appointed managing director of Royal Huisman Shipyard in 2004 - the fifth consecutive generation to lead the family shipyard.

HERTFORD KING is CEO of the International Group of companies, a highly diversified international family business, founded in 1963, which focuses on the luxury lifestyle, leisure, healthcare, packaging innovation and property industries. Hertford has worked in all of its divisions at board level since 1991 and has also worked for KPMG as a consultant in their Banking and Finance Group.

SIBYLLA JACOBSSON is chairman and part-owner of Kinnarps Holding AB which was founded by her parents. Since becoming chairman she has been working on owners' and governance issues within the group. Ms. Jacobsson has overall responsibility for Kinnarps' Corporate Culture and Corporate Governance and has written two jubilee books about Kinnarps. She established a Company Museum and together with the Family Council established the company's core values.

ROGER PEDDER has enjoyed a varied managerial and entrepreneurial career initially primarily in retail but latterly as a non executive chairman of family or private equity companies. Mr. Pedder was chairman of Clarks Shoes until 2006 and is currently chairman of the Unquoted Companies Group.

GILLES PELISSON is an independent director who has worked for several family businesses including the Bich family as a director on the board of Bic Group for 12 years and chair of their compensation committee. He has also worked for Bouygues Telecom (where he was CEO), the Group L Barriere hotels and casinos as well as more recently SunResorts with the Dalais family. He has been on the board of Accenture, NH Hotels, TF1, Accor (which his uncle co-founded).

ANNE-KIRSTINE RIEMANN is chairman of the board at Riemann A/S. Riemann A/S is a Danish manufacturer of specialised skin care products. The company was founded by Claus Riemann, Anne-Kirstine's father in 1979 and is based on his original vision of creating products with an "objectively identifiable effect", an effect the consumer can see for himself.

PAUL SENGER-WEISS became managing director of the Gebrüder Weiss Organisation in 1968 and specifically led the company's global development. Mr. Senger-Weiss has been a member of the supervisory board of Gebrüder Weiss Holding AG since 2005, founded FBN Austria in 2006 and is the current vice-president.

For a complete list of speaker profiles, or to register for the event please visit:

www.campdenconferences.com/paris

*Holding the key to Europe's prosperity and leading
the way out the economic gloom*



Now in its 10th year, **The European Families in Business Conference** has established itself as the premier private conference for family business leaders, owners and senior executives. We're delighted to be returning to Paris this year where we will be welcoming many important European family businesses to this prestigious and thought-leading event.

The theme of this year's conference is the importance and strength of the family business within the fragile European economy – with their emphasis on the long term as well as their unique value systems and agility they are critical to the success of Europe's economy. In Western Europe they generate at least 50% of private sector gross domestic product and employ more than 60% of workers in the big economies like Germany and France. They come in all shapes and sizes – but, whether they are large or small, they will play a big part in the revival of Europe's economy. Arguably, they will play the biggest role, given their importance in creating employment and generating tax revenue for cash strapped governments. These themes and more provide the overarching background to the 10th annual European Families in Business Conference.

Over two days this conference provides a unique and private forum for you to network, benchmark and interact with other significant business and financial families. Through a series of panel discussions, case studies and interviews those attending will learn much not just from those presenting but also their peer group in the auditorium.

KEY THEMES AND HIGHLIGHTS OF THE CONFERENCE INCLUDE:

- **Keynote addresses** from leading European families
- **In-depth panel sessions** that will enable families and their executives to hear, consider and debate some of the most their most pressing concerns and benchmark their own performance.
- **Build valuable relationships** and lasting friendships within a global network of likeminded family business owners and their trusted advisors.
- **Celebrate excellence in family business** at our second European Families in Business Awards.

IN ASSOCIATION WITH

Published since 1998, *CampdenFB* magazine has provided business-owning families of substantial wealth with the knowledge, insight and vital business intelligence they require for successfully managing their enterprises and supporting their families. Each quarterly issue contains exclusive family interviews, dedicated sections on all aspects of family finance, governance and the next-generation, timely special reports – such as philanthropy and emerging markets – plus commentary and debate, news analysis and lifestyle features.

WHO QUALIFIES TO ATTEND?

This event is open exclusively to:

- Family business owners and family members
- Family and non-family senior executive directors of family businesses
- Family principals and executives of private family offices

No press is admitted. This event provides attendees with an exclusive, discreet and relaxed environment in which to share their experiences and expertise with like-minded peers.

TO REGISTER

- Complete and return the enclosed booking for either by fax, post or email (see booking form for details)
- Register online at: www.campdenconferences.com/paris
- Call us on +44 (0)207 214 0580
- Email Laura Evans at lauraevans@campden.com

CONFERENCE PROGRAMME

CONFERENCE CHAIRMAN

GENEVIÈVE MELKONIAN • *President, Groupe Melkonian, France**Tuesday, 11 June 2013*

08.30 – 09.00 Registration and refreshments

09.00 – 09.10 Chairman's opening remarks and welcome

09.10 – 09.45 **KEYNOTE: WHAT DOES IT MEAN TO BE A FAMILY BUSINESS IN EUROPE IN 2013 – AND HOW ARE FAMILY BUSINESSES CRUCIAL TO THE EVOLUTION OF EUROPE'S ECONOMY?**

Family businesses have many unique features, strengths and fault lines but in these difficult times with their emphasis on the long term as well as their unique value systems and agility they have proved they are critical to the success of Europe's economy.

MARIE-CHRISTINE COISNE-ROQUETTE • *Chairwoman & Chief Executive, Sonepar, France*

09.45 – 10.30 **PANEL: CAN FAMILY BUSINESSES LEAD EUROPE'S ECONOMY TO RECOVERY?**

They are crucial to Europe's economy but should family businesses hold more of a shared vision on delivering Europe out of its economic difficulties and should they be pushing governments to do more to help them? Or is this just wishful thinking?

PHILIP AMINOFF • *Chairman, Electrosonic Group, Finland*

GUIDO CORBETTA • *Professor of Corporate Strategy, Bocconi University, Italy*

Moderator: ROGER PEDDER • *Former Chairman, C&J Clark Limited, UK*

10.30 – 11.00 Morning refreshments

11.00 – 12.00 **PANEL: ARE FAMILY BUSINESSES BEING HELD BACK BY LACK OF PROFESSIONALISM?**

German family businesses are the best in Europe at bringing in outside senior managers – family businesses in other countries are less good at bringing in external managers. But should European family businesses do more to professionalise their top management, and will this help in generating better profits?

GILLES PELISSON • *Independent Director, Belgium*

ANNE-KIRSTINE RIEMANN • *Chairman, Riemann, Denmark*

PAUL SINGER-WEISS • *Partner, Gebruder Weiss GmbH, Austria*

Moderator: DAVID BAIN • *Editorial Director, CampdenFB, UK*

12.00 – 12.45 **FAMILY BUSINESS FOCUS: KINNARPS – HOW ITS OWNERS HAVE ENSURED THE COMPANY'S SURVIVAL AS A FAMILY OWNED BUSINESS**

Kinnarps is the leading supplier of interior design solutions in Europe and offers innovative and inspirational total solutions in some 40 countries. Sibylla Jacobsson, the chairman and daughter of the founders, will tell the conference the story of this inspiring family business and talk about the journey they have taken from very direct ownership towards an indirect, yet active ownership, governing through others. She will explain how they have ensured their guidelines and values are enshrined within the business as well as what they have done to keep the growing family together and transfer competence.

SIBYLLA JACOBSSON • *Chairman, Kinnarps Holding AB, Sweden*

12.45 – 14.15 Networking lunch

14.15 – 14.45 **BUILT TO LAST: FAMILY BUSINESSES LEAD THE WAY TO SUSTAINABLE GROWTH AND PROFITABILITY**

Ernst & Young, in association with the Family Business Network International (FBN-I), carried out a global survey with almost 300 family businesses in June 2012. Find out how the survey clearly demonstrated that as other businesses struggle to create revenue and grow, the Family Business model remains more robust in the face of slow global economic activity and the Eurozone crisis.

PETER ENGLISCH • *Global Leader, Family Business Center of Excellence, Ernst & Young*

14.45 – 15.30 **PANEL: MADE BY A FAMILY – WHY THE FAMILY BUSINESS HAS MORE RESONANCE THAN EVER FOR CONSUMERS AND THE PUBLIC AND WHAT CAN FAMILY BUSINESSES DO TO LEVERAGE THIS FURTHER**

At a time when most of Europe's consumers are still sceptical of the financial services sector, being a family business, particularly one perceived to be rooted

in the community, is often seen as virtuous. Indeed, family businesses with these credentials are deemed by most as the acceptable face of capitalism. How can family businesses capitalise on this more, if indeed they can at all?

FEDERICO GREGO • *Director*, Laboratories Leti, Spain

ALICE HUISMAN • *Managing Director*, Royal Huisman Shipyard BV, The Netherlands

IZABELLA ZWACK • *Co-Owner*, Zwack Plc, Hungary

Moderator: CHRISTOPHE CHEVILLOTE • *Board Member*, Éponynes & *Managing Director*, Chevillote, France

15.30 – 16.00 PARTNER PRESENTATION - SOCIETE GENERALE PRIVATE BANKING

16.00 – 16.30 Afternoon refreshments

16.30 – 17.00 FAMILY BUSINESS FOCUS: KHALED SAID

Khaled Said is the son of the Syrian entrepreneur Wafic Said who founded Said Holdings Ltd, an investment holding company with investments in Europe, North America and the Far East, as well as the charitable Said Foundation. Mr. Said will give a frank and insightful view of how, as a member of the second generation, he has managed to establish his own entrepreneurial credentials to set up his own successful investment company.

KHALED SAID • *Managing Partner*, Capital Generation Partners, UK

17.00 – 18.00 RETHINKING PHILANTHROPY: ALIGNING FAMILY, BUSINESS, INVESTMENT AND PHILANTHROPY

UHNW families have increasingly dedicated a portion of their financial capital to charitable causes. Over time there have been new methodologies for deploying financial capital in philanthropy. We will look at the increasingly blurred boundaries between for profit and not for profit as family businesses and investments incorporate sustainability as a measure of profitability and as family philanthropy requires sustainability to ensure continuity and impact. Case studies of successful, sustainable social businesses will be presented.

SILJA NYBOE ANDERSON • *Head of Individual Giving*, Big Issue, UK

ALLAN BARKAT • *Founder*, Dualis Social Investment Fund, Israel

PIETER OOSTLANDER • *Managing Director*, Noaber Foundation & *Chair*, EVPA, The Netherlands

Moderator: DANIEL GOLDSTEIN • *Independent Family Office Advisor*, Italy

18.00 Closing of day one

19.00 – 22.30 GALA EVENING – THE EUROPEAN FAMILIES IN BUSINESS AWARDS

Campden will host the second **European Families in Business Awards**, in association with Societe Generale Private Banking. The awards will be seminal and help set the benchmark for European family businesses. *Please see further information overleaf.*



Wednesday, 12 June 2013

09.30 – 09.40 Chairman's opening remarks for day two

09.40 – 10.30 INTERVIEW - ONE FAMILY'S VISION - MAISON KRUG

Olivier Krug is the sixth generation of his family to be involved in the eponymous champagne house although for the last 3 generations this family perceived business has not been solely owned by the Krug family with LNMH owning the brand since 1999. Since then Olivier has held a wide range of roles within the business and working alongside the president has ensured the house remains true to the vision of his forefather Joseph to create the most elegant champagne. In this interview Olivier will share his vision and thoughts on the business including why it retains the strengths of a family business and continues to produce the world's best champagnes.

OLIVIER KRUG • *Krug Champagne*, France

Interviewed by: DAVID BAIN • *Editorial Director*, CampdenFB, UK

10.30 – 11.15 PANEL: WHAT IS THE NEXT-GENERATION DOING TO ENSURE EUROPE'S FUTURE?

In a fast changing world the next generation in a family business often has a natural insight into how a business can be developed to meet the challenges of the modern world.

The next generation need to be given guidance but also the opportunity to take risks and prove themselves worthy of their eventual inheritance.

CHRIS BLANDY • *Director*, Blandy's Madeira Wine Co, Portugal

ETHAN KOH • *Director*, Ethan K, France

ANDRÉ TERRAIL • *Chief Executive Officer*, Compagnie Internationale de La Tour d'Argent, France

Moderator: **JEREMY HAZLEHURST** • *Editor*, NXG, UK

11.15 – 11.45 **Morning refreshments**

11.45 – 12.15 **OPPORTUNITY IN AN EVOLVING MARKET: RUSSIA**

Though Russia is developing new sectors and expanding its overall level of economic activity, its opportunities are still often unknown to outside businesses and investors. In this session, an expert on the Russian market will share his insights, focusing on growth opportunities from recent and ongoing developments.

Representative, Prosperity Capital Management, UK

12.15 – 13.00 **PANEL: FAMILY BUSINESSES EXPAND IN EASTERN EUROPE**

How successful is the family business model evolving in the transitional economies of Eastern Europe?

GABRIEL MARIN • *Director*, Omnilogic, Romania

PAVEL NEPALA • *Director*, Renomia, Czech Republic

Moderator: **LENKA BEINHOF** • *Managing Partner*, Beinhoff

13.00 – 14.15 **Networking lunch**

14.15 – 15.00 **PANEL: HOW CAN FAMILY BUSINESSES IN EUROPE BE MORE ENTREPRENEURIAL?**

This is one of the big questions for family businesses throughout the world, but might be even more acute in Europe given the urgency to generate economic growth there. How are family businesses in Europe ensuring they stay entrepreneurial and what else can be done to make family businesses more entrepreneurial?

FEDERICA ANGELANTONI • *CEO*, Archimede Solar Energy, Angelantoni Industrie Group, Italy

HERTFORD KING • *CEO*, International Group, UK

Moderator: **CHRISTINE BLONDEL** • *Adjunct Professor of Family Business*, INSEAD, France

15.00 – 15.30 **PANEL: DISCUSSING THE FUTURE – WHERE WILL FAMILY BUSINESSES IN EUROPE BE IN 10 YEARS TIME – BETTER OFF, WORSE OFF?**

FRANCOIS DE VISSCHER • *Founder & President*, de Visscher & Co, USA

15.30 **Chairman's closing remarks**

15.45 – 16.45 **EXCLUSIVE BREAKOUTS. FAMILY PRINCIPALS AND NON-FAMILY DIRECTORS' ONLY SESSIONS**

Qualifying delegates will have the opportunity to participate in exclusive and private discussions tailored to their needs and agenda in confidence and in a relaxed environment. The two concurrent closed door sessions will be exclusively open to:

SESSION I: FAMILY PRINCIPALS AND FAMILY MEMBERS

SESSION II: NON-FAMILY DIRECTORS

THE EUROPEAN FAMILIES IN BUSINESS AWARDS



European
Families in
Business
Awards
2013

Tuesday 11th June 2013

19.00 – 22.30 • Cercle National des Armées, Paris

In association with Societe Generale Private Banking

Delegates at the conference are invited to participate, together with their partners and children, in a gala evening to celebrate excellence in family business.

- Top Family Business of the Year
- Top Family Business Leader of the Year
- Top Family Business Rising Star of the Year
- Top Non-Family Director of the Year
- Top Sustainable Family Business of the Year

Delegates will enjoy a welcome reception on arrival before sitting down to enjoy a dinner and the awards ceremony.

HOW TO MAKE YOUR NOMINATION

More information on the judging process and how to enter could be found online at: www.campdenfb.com/fib-awards.

By registering for the conference you will have automatic access to the Awards Gala Evening, should you wish to enquire about additional places for the awards please contact **Laura Evans** on +44 (0) 207 214 0580 or lauraevans@campden.com for further details.

FEEDBACK FROM PAST DELEGATES

“It was one of the best conferences I’ve ever attended, very helpful and put its fingers right into the wound.”

Chairman, Family Business, Germany

“Excellent organisation, great atmosphere and impressive speakers.”

Chairman, Family Business, France

“I enjoyed enormously spending two days surrounded by likeminded family business owners.”

Family business owner, Spain

“A wonderful and empowering experience.”

Member of the Board, Family Business, UK

“Perfect.”

Chairman, Family Business, Austria

“My family and I attended your European Families in Business Conferences and we intend to make it the destination of our annual trip/family meeting for the years to come.”

CEO, Family Business, Italy

Sponsored by



Knowledge Sponsor



In Association with



Content Partner



Organised by



In affiliation with



140 LONDON WALL, LONDON, EC2Y 5DN, UK

TEL: +44 (0) 20 7214 0580 FAX: +44 (0) 20 7214 0512

EMAIL: CONFERENCES@CAMPDEN.COM WWW.CAMPDENCONFERENCES.COM