



Thema

**Ireland meets Germany:  
The Alternative Funds Industry  
from a global perspective**

06. Februar 2014

**Veranstaltungsort:**

Deutsche Bank  
Konferenz Raum E2 – Forum 1 & 2  
Taunusanlage 12  
60325 Frankfurt am Main

**Agenda**

15:00 h **Registrierung**

15:30 h **Begrüßung durch den BAI und die Irish Funds Industry Association (IFIA)**

15:35 h **Key Note:** Dr. Matthias Liermann, Head of Global Product Platform, DeAWM

16:00 h **Vortrag: Introduction to Irish funds**  
Kieran Fox, Director, IFIA

16:10 h **Vortrag: Irish Product Solutions for German Alternative Managers and Investors**  
Dara Harrington, Partner, Arthur Cox

16:30 h **Panel 1:**  
**Global regulatory challenges and opportunities**

- How is regulation challenging the alternative industry in Ireland and Germany?
- Does regulation bring about differentiating opportunities for managers?
- Tax developments, ESMA activities into 2014, AIFMD, FATCA, UCITS for Alternatives – what next?

**Dr. Jan-Holger Arndt**, Partner, White & Case  
**Mark White**, Partner, McCann Fitzgerald  
**Markus Hammer**, Partner, PwC  
**Frank Dornseifer**, Geschäftsführer, BAI

**Moderator:**  
**Killian Buckley**, Member, Kinetic Partners

18:00 h **Abschlussworte** IFIA & BAI

Im Anschluss: **Get Together**

17:15 h **Panel 2:**  
**Trends in Funds in Ireland and Europe**

- Trends in Fund product and distribution in Ireland and Europe, influence of regulation on product development.
- What products are selling? Distribution channels and role of intermediaries, investor profile - who is buying?

**Detlef Glow**, Head of EMEA Research, Thomson Reuters  
**Ted Hood**, Chief Executive Officer, SOURCE  
**Dr. Mattias Liermann**, Head of Global Product Platform, DeAWM  
**Kerstin Rusch**, COO/CFO StoneFarm Capital LLP  
**Paddy Walsh**, Business Development Director, CACEIS

**Moderator:**  
**Fearghal Woods**, Senior Vice President & Director, Northern Trust Ireland



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**Dr. Jan-Holger Arndt**  
Partner, White & Case

Jan-Holger Arndt has joined White & Case as a partner in the Global Project & Asset Finance Practice. He focuses on advising alternative investment funds, regulated institutional investors and other financial investors, primarily in conjunction with investment law and German and international project and asset finance transactions. He also advises on financial restructurings. His clients are mainly from the financial, transportation and energy sectors. Prior to joining White & Case in 2012, Jan-Holger Arndt worked for another leading international law firm.



**Killian Buckley**  
Member of Kinetic Partners

Killian is a Member of Kinetic Partners, a professional services firm focused exclusively on the asset management, investment banking and broking industries. Killian heads up the Kinetic Dublin office. He is a Central Bank authorised Designated Individual for UCITS funds and AIFMs and acts as MLRO for a variety of funds. Killian provides regulation and compliance advice to a range of clients from small boutique investment houses to larger institutions. Killian sits on the Irish industry taskforce looking at AIFMD implementation as well as being a former Chair and current member of the IFIA Marketing Committee.



**Frank Dornseifer**  
Managing Director, BAI

Frank is Managing Director of Bundesverband Alternative Investments e.V., the German lobby organization for the Alternative Investment industry. He studied law at the universities of Bonn, Dublin (Trinity College) and Lausanne. After admission to the German Bar in 2000 he practised various years as attorney in an international law firm in the field of corporate and securities law before joining the German Financial Regulator BaFin as deputy head of the policy unit within the investment management department. In this function he also represented BaFin in the Investment Management Committee of IOSCO. Mr. Dornseifer frequently publishes articles both on investment and corporate law and he is co-editor of legal commentaries on the German Investment Act and on the AIFM Directive. The finance committee of the German Bundestag, the EU commission and the European Parliament denominated him several times as expert on capital market law. Mr. Dornseifer gives frequently speeches at national and international conferences on investment and regulatory topics.



**Kieran Fox**  
Director of Business Development, IFIA

Kieran Fox has spent the last six years as Director of Business Development with the Irish Funds Industry Association (IFIA), the representative body for the international investment funds Industry in Ireland. Kieran is a member of the IFIA Alternative Investment Committee, Transfer Agency Committee and a member of the industry AIFMD Taskforce. He is a member of a senior stakeholder group engaging with Irish authorities on AIFMD implementation. Prior to working with the IFIA Kieran was a senior regulator and risk specialist with the Central Bank of Ireland supervising Investment Service Providers. Kieran also spent seven years working in hedge fund management in London, in the areas of research and portfolio management, covering quantitative and European equity funds.



**Detlef Glow**  
Head of EMEA Research, Thomson Reuters

Detlef Glow, MBA (UoW), begann im Jahr 2005 als Leiter der Fondsanalyse für Deutschland und Österreich bei Thomson Reuters - Lipper. Anfang 2007 übernahm er die Leitung für die Regionen Zentral-, Nord- und Osteuropa. Seit Oktober 2010 ist Detlef Glow Leiter der Fondsanalyse von Lipper in Europa, dem Mittleren Osten und Afrika. Zuvor war er als Direktor Portfoliomanagement bei der Feri Wealth Management GmbH in Bad Homburg als Portfoliomanager für vermögende Privatkunden tätig. Seine Karriere begann Glow neun Jahre zuvor bei der Tecis Holding AG in Hamburg, wo er zuletzt als Leiter der Fondsanalyse sowohl für das quantitative als auch das qualitative Fondsresearch der tecis Asset Management AG verantwortlich war.



**Markus Hammer**  
Partner, PwC

Herr Hammer ist seit 1999 bei PwC tätig. In den Jahren 1996 bis 1999 war er bei der Finanzverwaltung Rheinland-Pfalz beschäftigt. Im Rahmen seiner Tätigkeit bei PwC absolvierte er in der Zeit von 2000 bis 2001 ein Secondment in New York und im Jahr 2008 in Hong Kong, wo er sich hauptsächlich mit Private Wealth Management und Sovereign Wealth Funds beschäftigte. Herr Hammer ist Steuerberater und Partner im Team des Bereichs Financial Services in Frankfurt/Main. Dort ist er als Asset Management Tax Leader neben kollektiver Geldanlagen wie Investmentfonds, Hedge-Fonds, Private Equity Fonds, Immobilienfonds und Spezialfonds auch für die Umsatzsteuerberatung bei Finanzdienstleistern und der internationalen Wahl des optimalen Fondsstandorts verantwortlich. Außerdem berät er institutionelle Investoren und UHNWI bei der Besteuerung von Finanzinstrumenten und verfügt über zahlreiche Erfahrungen in den Bereichen Tax Reporting für Privatpersonen, steueroptimierte Finanzprodukte, Depotsysteme und der Steuerprüfung durch Finanzbehörden.



**Dara Harrington**  
Partner, Arthur Cox

Dara is a partner in the Asset Management and Investment Funds Group in Arthur Cox. He has acted in a wide range of transactions advising fund promoters, investment managers, service providers and investors on the establishment and operation of all types of investment funds and managers (including UCITS, QIFs/QIAIFs, hedge funds, private equity funds, UCITS management companies and AIFMs). Dara has also advised in commercial litigation involving investment vehicles and their service providers. In 2007, Dara worked in-house with the Risk Management Group of Macquarie in Australia. Dara is Chairman of the Irish Funds Industry Association's Alternative Investments Committee



**Ted Hood**  
Chief Executive Officer, Source

Ted is Chief Executive Officer of Source. Prior to establishing the business in 2009, he was a Managing Director at Morgan Stanley, where he was co-head of the European cross asset product development team with responsibilities for derivative based investment products including structured notes, structured funds, fund derivatives and managed accounts. It was in this role that the concept for Source was first developed.

Ted began his career in financial services in 1995 as an attorney in the New York and London offices of the law firm of Clearly, Gottlieb, Steen & Hamilton. In this role, his specialties included the taxation of global financial institutions, cross border mergers and acquisitions and international capital markets transactions. Ted holds a Juris Doctor from the Cornell Law School and a Bachelors Degree from Syracuse University.





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**Dr. Matthias Liermann**  
**Head of Global Product Platform, DeAWM**

Matthias is Head of Global Product Platform in DeAWM, the Asset and Wealth Management division of Deutsche Bank AG since March 2013. Matthias received his PhD in Law from the University of Muenster in 2001, and was an Associate at Freshfields, Bruckhaus & Deringer in Frankfurt between April 2000 and July 2003. In 2003, Matthias continued his career as the Head of the Legal Department for Private Investor Products at ABN Amro covering both Frankfurt and London. Afterwards Matthias was Head of Legal Structuring Structured Products and Member of the Board of DWS Finanz-Service GmbH in Frankfurt between January 2006 and November 2009. Before becoming Head of Global Product Platform, DeAWM Matthias was Head of Product, DWS Europe and Asia in the Asset Management division of Deutsche Bank AG from July 2011 to March 2013 and Global Head of Fund Platforms db-X in the Global Markets division of Deutsche Bank AG London from November 2009 to June 2011.



**Kerstin Rusch**  
**CEO of StoneFarm Capital**

Kerstin Rusch is CEO of StoneFarm Capital, a London-based investment manager launching an Absolute Return UCITS with a focus on Macro and Emerging Markets in Q2 2014. The fund will be tailored to institutional investors, in particular German pension funds and insurance companies. Prior to founding the firm in 2013 Kerstin was a Managing Director at UBS Investment Bank, running a team for distributing alternative investments to German institutional clients for over 10 years. She joined UBS in 2002 and developed considerable expertise in investment analysis and structuring of G10 and EM transactions. Kerstin earned a Master's degree (Dipl. Kauffrau) in Business Administration from WHU Koblenz, Germany.



**Paddy Walsh**  
**Business Development Director - UK and Ireland, CACEIS**

Paddy has been working for CACEIS for over 12 years in Ireland and the UK. He has been the Business Development Director since 2008 and, prior to this, was the Head of Trustee in CACEIS in Ireland. He has worked in the asset servicing industry for more than 21 years. He has previously worked for Citi, Royal Bank of Scotland and Barings. Paddy is an active member of the Irish Funds Industry Association (IFIA) Marketing Committee and has also serviced on the IFIA Trustee Committee.



**Mark White**  
**Partner, McCann FitzGerald**

As a partner in the firm's Banking & Financial Services Department and Head of the Investment Management Group, Mark advises a wide variety of clients who are engaged in the promotion and management of investment funds (including UCITS and hedge funds) and in the provision of funds administration and custodial services. Clients include some of the largest fund managers in the domestic and international funds market, large institutional seed investors such as pension schemes and many of the large prime brokerage houses. Mark also advises on investment business regulation and financial services law. Mark is a member of the Council of the Irish Funds Industry Association.



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### **Fearghal Woods**

**Senior Vice President & Director – Northern Trust Ireland**

Fearghal Woods has over 20 years experience in the investment funds industry in both Dublin and Luxembourg. He is currently a Director of Northern Trust Ireland where he has responsibility for EMEA Product Development. Prior to joining Northern Trust in 2011, Fearghal worked with Bank of Ireland Securities Services as Director of Business and Product Development. Fearghal also worked with State Street International (Ireland) Limited as Director of Client Services and Operations. Fearghal is an active member of the Irish funds industry and is currently an elected member of the Council of the Irish Funds Industry Association where he served as chairman for the year 2012.

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#### **Anmeldung/Rückfragen:**

Die Veranstaltung ist für alle Teilnehmer kostenlos.

Ihre verbindliche Anmeldung nehmen Sie bitte online unter [www.bvai.de](http://www.bvai.de), Rubrik Events, Anmeldung BAI Insight vor.

Bitte beachten Sie, dass die Teilnehmerzahl begrenzt ist.

Nach der Veranstaltung möchten wir Sie herzlich zu einem Imbiss einladen.

Parkmöglichkeiten gibt es im Parkhaus Alte Oper oder Trianon.

Rückfragen richten Sie bitte an die Geschäftsstelle des BAI unter 0228-96987-0 oder [info@bvai.de](mailto:info@bvai.de).

Weitere Informationen erhalten Sie zudem auf unserer Homepage [www.bvai.de](http://www.bvai.de), dort in der Rubrik Veranstaltungen.