



**AIMSE CONFERENCE IN GERMANY**  
**Thursday 14 October 2004**

**FOCUS ON ASSET  
MANAGEMENT IN GERMANY**  
**FOR ASSET MANAGERS, BY ASSET MANAGERS**

**REGISTER NOW!**

For the second year, AIMSE is organising a conference looking at issues/problems in the German asset management industry. Once again we have linked a general theme, 'Small seems so beautiful', to a session which deals specifically with investment consultant issues, 'Independence of Investment Consultants?'. During the initial keynote presentation we will look at the big picture giving us the framework for our discussions.

Once again we have several highly experienced investment professionals as moderators, speakers and panelists.

Finally, as always, this conference is a great opportunity to network with fellow asset management professionals and consultants.

See the attached programme and complete your registration immediately.

**Venue:**

**Arabella Sheraton Grand Hotel**  
**Konrad-Adenauer Strasse 7**  
**Frankfurt, 60313**  
**Germany**

**FORTHCOMING  
EVENTS**

**25 NOV 2004**

NOVEMBER  
ROUNDTABLE,  
LONDON

**3 FEB 2005**

ANNUAL  
CONFERENCE,  
LONDON

## FOCUS ON ASSET MANAGEMENT IN GERMANY FOR ASSET MANAGERS, BY ASSET MANAGERS

13.00 - 13.30

**Registration & coffee**

13.30 - 13.45

**Welcome**

*Ulrich Koall - Fischer Francis Trees & Watts*

13.45 - 14.30

**Institutional Asset Management in Germany: Where are we heading?**

In the institutional asset management arena, the competitive landscape and the way mandates are awarded and erminated have changed rapidly over the last two years. Will the main reasons – Master KAG, performance problems and the increasing specialisation of managers – continue to drive this change? What impact will the recent changes in legislation and the adoption of IAS have on investors' behaviour patterns and the KAG model?

*Markus Ohlig - Greenwich Associates*

*Moderator - Robert Kellermann - Allianz Dresdner Asset Management*

14.30 - 16.00

**Current Trends in the Investment Manager Universe - 'Small seems so beautiful' and what about the others? A UK Perspective**

Many trends in asset management in German speaking markets, particularly in Germany, are rooted in developments in Anglo-Saxon markets. Furthermore, Investment Consultants have become increasingly more important in institutional sales in Continental Europe and have taken on a similar role as 'Gatekeepers' and 'Trend Setters' as far as manager selection is concerned.

A closer review of the UK market reveals that Investment Consultants and institutional investors, in their everlasting search for Alpha, are currently focusing on boutiques and small niche players. What are the reasons for this development? How do mid-sized and global asset managers position themselves in this environment? Are these trends to be translated into other markets, in particular the German marketplace? Panel I will discuss these questions bringing together UK marketing professionals from a boutique as well as representatives from one mid-sized and one global investment manager and, two well-known Investment Consultants operating across Europe and world-wide respectively.

*Moderator - Andreas Krebs - COMINVEST Asset Management*

*Panelists: - Donald Hay - Martin Currie, Olaf Rogge - Rogge Global Partners, John Gee-Grant - Merrill Lynch Investment Managers, Crispin Lace - Watson Wyatt, Felix Kottmann - Kottmann Advisory*

16.00 - 16.30

**Break**

16.30 - 17.45

**Investment Consultants - Quo vadis?**

What does 'independence' mean for investment consultants? Can independent consulting as a business model survive in future? Are investment conferences, software distribution and consulting of asset managers new business opportunities for consultants?

*Moderator - Olaf John - Capital International*

*Panelists*

*Dr. Jochen Kleeberg - Alpha Portfolio Advisors, Dr. Hartmut Leser - Feri Institutional Management, Herwig Kinzler - Mercer Investment Consulting, Hans-Jürgen Reinhart - RMC Risk Management Consulting, Eberhard Schwarz - SFS Siemens Financial Services*

17.45 - 18.00

**Conclusion**

*Ulrich Koall - Fischer Francis Trees & Watts*

18.00 - 19.00

**Drinks & Canapés**



# REGISTRATION

## AIMSE INTERNATIONAL CONFERENCE IN GERMANY FOCUS ON ASSET MANAGEMENT IN GERMANY FOR ASSET MANAGERS, BY ASSET MANAGERS

### 3 EASY WAYS TO REGISTER

- (1) Post: AIMSE International  
First Floor, 7 Holyrood Street  
London SE1 2EL
- (2) Fax: +44 20 7357 0124
- (3) Email: aimse@grcomms.co.uk

### TERMS & CONDITIONS ARE YOU REGISTERED?

If you have not received a confirmation before the event please telephone **+44 (0)20 7378 7016** to confirm. With variable postal conditions your booking may be held up on its way to us, or your confirmation delayed in a similar way.

#### VAT

Under EU Customs & Excise regulations delegates from all countries are required to pay VAT on any event taking place in the EU.

#### CANCELLATION

All cancellations must be received in writing. Cancellations received 14 working days before the event will be issued with a refund less a 10% (+VAT) service charge. Cancellations received between 14 and seven working days before the event will be issued with a refund less a 50% (+VAT) service charge. It is regretted that no refunds will be made or invoices cancelled after this date. Substitutions are welcome at any time.

#### DISCLAIMER

It may be necessary for reasons beyond the control of AIMSE International to alter the content and timing of the programme or the identity of the speakers.

#### CONTACT INFORMATION

AIMSE International  
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7 Holyrood Street  
London SE1 2EL  
**Tel:** +44 (0)20 7378 7016  
**Fax:** +44 (0)20 7357 0124

Please include all details below

(Dr/Mr/Mrs/Miss/Ms) Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/Post Code: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

#### FEES

- Member Delegate Fee: €350.00  
 Non-Member Delegate Fee: €450.00  
 I will require English translation services

Enclosed is my cheque for €..... payable to AIMSE International.

Bank Transfer: To pay via bank transfer, please tell your bank to include the event code **GCC04** and the delegate's name in the transfer instructions.

Transfers should be made to: Lloyds Bank TSB, Knightsbridge Branch  
Po Box 633, 79/81 Brompton Road,  
London, SW3 1DD

**Account Name:** AIMSE International **Account Number:** 86174640

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