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ORGANIZED BY:



SweBelux & Nobelux

Swedish Chamber of Commerce
in Belgium and Luxembourg

AND ALSO Nordic Chamber of Commerce
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SETTERWALLS

Distribution and Inducements – the changing face of tomorrow

23 novembre 2015, Stockholm

11:15 REGISTRATION

11:45 INTRODUCTION

Mathilde Hildenfeldt, *Managing Director, Swedish & Nordic Chamber of Commerce, Luxembourg*
Anders Acebo, *Senior Counsel, Setterwalls, Stockholm*

11:50 THE CHALLENGES FACING THE SWEDISH INVESTMENT FUNDS INDUSTRY

Lennart Krän, *Partner, FCG Business Consulting, Stockholm*

12:05 THE ADVICE AND INDUCEMENT EXPERIENCE - WHAT HAS HAPPENED ELSEWHERE

Chris Stuart-Sinclair, *Director, Deloitte, Luxembourg*

- RDR in the UK – its aspects and effects – impacts on IFA's, Platforms, distribution and buying behaviour
- The Dutch experience
- Other European countries with inducement bans (Discretionary Management Germany – Switzerland)
- Other European initiatives (best share class available – Spain, Denmark) and developments in Italy
- Where MiFID II may be heading

12:20 THE LUXEMBOURG APPROACH TO REGULATION – A HOME FOR CROSS-BORDER

Florence Stainier, *Partner, Arendt & Medernach, Luxembourg*

- The CSSF and the industry
- The new paradigm with ESMA
- Why Luxembourg is special in cross-border

12:35 THE SWEDISH EXPERIENCE

Magnus Lekander, *General Counsel, East Capital, Stockholm*

- How one group – East Capital – has navigated the issue to date
- Concerns as to what comes next
- Possible strategies
- Issues to watch

12:35 GRAPPLING WITH THE ISSUES

- Likely outcomes for Sweden
- The level playing field – Insurance, Funds and Banks
- To Gold-plate or not to Gold-Plate
- Practical steps for the industry to take.

MODERATOR:

Chris Stuart-Sinclair, *Director, Deloitte, Luxembourg*

PANELISTS:

Florence Stainier, *Partner, Arendt & Medernach, Luxembourg*

Henrik Lindquist, *President, Enter Fonder, Stockholm*

Magnus Lekander, *General Counsel, East Capital, Stockholm*

13:20 LUNCH AND MINGLE