

# The Global Financial Services Centres Conference

Royal Hospital Kilmainham, Dublin  
16th and 17th June 2008

- **Global perspectives**, presenting delegates with a global perspective on the competing offerings of different jurisdictions and regions. It will encapsulate regional assessments in a 'one planet' perspective.
- **World Centres of Excellence**, specialist sectors of specialist financial centres - for example, hedge fund administration, reinsurance, and aviation finance in Dublin.
- **Global expert speakers**, in a forum for global expertise, from Ireland and around the world, on topics such as offshore tax havens and regulatory compliance.

## Keynote speakers include:

- *Charlie McCreevy, Commissioner for the Internal Market, European Commission*
- *Paul S. Atkins, Commissioner, Securities and Exchange Commission, USA*
- *Prof Michael Mainelli, Director, The Z/Yen Group, inventor of the GFCI Index*
- *Jeffrey Owens, Head of Taxation Policy and Administration, OECD*
- *Patrick Neary, Chief Executive, Financial Regulator, Ireland*
- *Martin Jack, Managing Director, Northern Trust Global Advisors*
- *Mark Fitzgerald, Chief Operating Officer, Citibank Europe plc*
- *Rosemary Leahy, Managing Director, HSBC Securities Services, Ireland*
- *Michael Gaffney, Global co-head of taxation, Merrill Lynch*
- *Gerry Brady, Country Head, Northern Trust (Ireland) Ltd*
- *Barry O'Leary, Chief Executive, IDA Ireland*
- *Sandra Boss, Lead Partner on the McKinsey Report - 'Sustaining New York's and the US' Global Financial Services Leadership' ('The Bloomberg-Schumer Report')*
- *Karel Lannoo, Chief Executive Officer, Centre for European Policy Studies*
- *Patrick L Young, Author of 'Capital Market Revolution and New Capital Market Revolution'*
- *Likhit Wagle, Partner and the Banking Industry Leader in North East Europe, IBM Global Business Services*
- *Anthony Belchambers, Chief Executive, Futures and Options Association (FOA)*
- *Cormac Murphy, Partner, Financial Services Risk Management, Ernst & Young*
- *Frank Monks, Managing Director, Nexgen Capital Limited*
- *Pat Wall, Partner, PricewaterhouseCoopers*
- *Leslie Morrison, Chief Executive, Invest Northern Ireland*

## Gold Sponsors:



## Silver Sponsors:



## Event Sponsors:



## The aims of the conference and who should attend

From Hong Kong, to Kazakhstan, to the Middle East, Europe, Vancouver, and the Pacific islands, Governments, regulators and financial services companies around the world are demonstrating an increased awareness of the value of promoting financial services industries as a driver of both economic growth and high quality employment in their countries.

Meanwhile, that awareness is just as acute amongst the leading financial centres, of London and New York, as shown, for example, by the initiative of Mayor Bloomberg and Senator Schumer to ask how New York can protect itself from losing business to overseas centres.

The Inaugural Global Financial Services Centres conference in Dublin in June 16th and 17th 2008 will bring together a star studded cast of the world's leading authorities, from both the industry, Government, regulators, and consultants on the question of Who is Winning and Why in the global race by centres to develop.

The sole agenda of the conference is to offer delegates from financial centres an insight into the imperatives for their centres to develop, and, if their centres are losing traction, to find out why.

It will cover both fiscal and regulatory drivers of success in developing financial centres, pointing out that once a stable constitutional, legal, and economic framework is established, how important it is that enlightened regulatory approaches are taken to financial services, as well as enlightened policies on taxation.

This will mean that successful centres have to recognise that in a free world, competitive forces are applying to make certain centres more successful than others. This applies both to large and small countries, and regions, a point that two of the conference's keynote speakers, Commissioner Charlie McCreevy of the European Union, and Commissioner Paul Atkins of the United States Securities and Exchange Commission will be making during the course of the conference.

Many case studies will be given at the conference from a myriad of centres, and from cross border sectors, such as hedge fund administration, pan European pensions, treasury, insurance, and aviation finance, all with a view to uncovering unique ideas and initiatives that need to be taken by centres, and companies operating in those centres, to succeed.

The conference will be of primary interest to international financial services companies looking to develop maximum cost, fiscal, and regulatory advantage from their multinational and cross border strategic positioning. It will also be of prime interest to regulators and policymakers aiming to achieve a better environment for their own internationally trading financial services centres to thrive.

I look forward to welcoming you to the conference.



**Conference Director**

*Ken O'Brien, Managing Director, Fintel Publications Ltd.*

**DAY 1, MONDAY, 16TH JUNE 2008**

**08:00 Registration & Networking Breakfast**

**08:30 Welcome Address**

**08:40 Developing a Positive Regulatory & Fiscal Governance Environment for Successful Financial Centres**

**The 'Trans Atlantic Financial Centres' of the USA-EU include 22 of the top 50 financial centres in the world, according to the recently published GFCI Index.**

Commissioner Charlie McCreevy, the EU Commissioner who has espoused the agenda of promoting the EU's regulation as a positive contributor to the EU economy speaks on how the 17 top centres within his remit can prosper in the context of increasing competition for business in a hard pressed financial services environment.

**Charlie McCreevy,** Commissioner for the Internal Market, European Commission

**09:00 Developing a Positive Regulatory & Fiscal Governance Environment for Successful Financial Centres(2)**

SEC Commissioner Paul Atkins speaks on how SEC regulation can proceed while ensuring that global financial centres, such as no 2 ranked New York, no 8th ranked Chicago, 11th ranked Boston, 12th ranked San Francisco, and 20th ranked Washington can prosper and retain financial services employment, while encouraging an open trans Atlantic financial services regulatory and trading dialogue.

**Paul S. Atkins,** Commissioner, Securities and Exchange Commission

**09:20 Global Financial Centres - Rise and Fall**

- Winners and losers around the world
- Global Financial Centres Index: methodology and operation
- Winning strategies: old categories, new entrants
- Policy implications: the non-zero-sum game of global finance
- Success: what makes a successful global financial centre?

**Professor Michael Mainelli,** Executive Chairman, Z/Yen

**10:00 Refreshments**  
*Sponsored by:*

**HSBC**   
**The world's local bank**

**10:20 Tax Competition: A Threat or a Saviour?**

- What influence does tax have on location decisions?
- How are governments reacting
- Tax Competition: the Liechtenstein factor

**Jeffrey Owens,** Head of Centre for Tax Policy and Administration, OECD

**10:40 The Liechtenstein-Germany debate. Offshore/Onshore. Money laundering**

**Pat Wall,** Partner, PricewaterhouseCoopers

**11:00 Panel Discussion: Tax Competition**

**Panelists will include:**

**Jeffrey Owens,** Head of Centre for Tax Policy and Administration, OECD; **Pat Wall,** Partner, PricewaterhouseCoopers; **Michael Gaffney,** Global co-head of taxation, Merrill Lynch

**11:20 The Future of Europe's Financial Centres**

European financial centres face a future of intensified competition, as the single market starts to affect their prospects as well. Although the European financial sector is thriving, the recent strong growth should be no reason for complacency. The new EU measures, most importantly the prospectus and MiFID directives, directly affect the competitive position of financial centres.

**Karel Lannoo,** Chief Executive Officer, Centre for European Policy Studies

**11:40 Is London guilty of resting on its laurels as a global financial centre?**

- Has London grown uncompetitive?
- Are recent UK tax changes driving business to more attractive jurisdictions?
- Is London shackled by excessive regulation?
- Getting to grips with London's poor infrastructure and skills base
- Prospects for growth

**Keith Boyfield,** Managing Director, Keith Boyfield Associates

## 12:00 One Eventful Year Later: Sustaining New York's and the US's Competitiveness in Global Financial Services

- National - not local - policies will determine New York's future role as a global hub
- The imperative for change could not be stronger: global competitive pressure is intensifying as the country weathers its biggest financial crisis in several decades
- There is meaningful progress - breakthrough reforms have been proposed by the Treasury, with positive momentum on Sarbanes Oxley guidance, accounting mutual recognition, and Basle II as well
- New York still faces an uphill battle - the litigation and immigration environment remains toxic to global competitiveness and crisis-related backlash appears more likely each day

**Sandra Boss**, Partner, McKinsey & Co

## 12:20 Panel Discussion: London v New York & the top financial centres in North America & Europe versus the rising financial services centres

Chair: **Professor Michael Mainelli**, Executive Chairman, Z/Yen

### Panelists will include:

**Karel Lannoo**, Chief Executive Officer, Centre for European Policy Studies; **Keith Boyfield**, Managing Director, Keith Boyfield Associates; **Sandra Boss**, Partner, McKinsey & Co; **Patrick L Young**, author of Capital Market Revolution and New Capital Market Revolution

## 13:00

### Lunch

Sponsored by:



## 14:15 The 'Accidental' versus the 'Deliberate' centre: a different way of analysing financial centres

### The importance of local cultural perspectives

**Aidan Walsh**, Tax Partner - Financial Services Group, Ernst & Young

## 14:35 The basis for regulatory modernisation in the EU and US in the future

- The Report by the EU-US Coalition on Financial Regulation
- The implications for European and North American financial centres

**Anthony Belchambers**, Chief Executive, Futures and Options Association (FOA)

## 14:55 The Middle East & Far East Financial Centres

- Overview of development of financial centres
- Development of Middle East financial centres in the context of the above and their characteristics
- Comparative analysis of the ME financial centres.
- About QFC

**Shashank Srivasta**, Head of Strategy, Qatar Financial Centre

## 15:15 Refreshments

## 15:35 Round Table: Offshore Centres & The Middle East & Far East Financial Centres: With representatives from key centres including: Jersey, Dubai, Qatar and Singapore

(Chair) **Patrick L Young**, author of Capital Market Revolution and New Capital Market Revolution

**Shashank Srivasta**, Head of Strategy, Qatar Financial Centre; **Geoff Cook**, Chief Executive, Jersey Finance

## 16:10 The compliance quadrant

**Cormac Murphy**, Partner, Financial Services Risk Management, Ernst & Young

## 16:30 Global Financial Centres from a multinational corporation perspective: IBM

**Likhit Wagle**, Partner and the Banking Industry Leader in North East Europe, IBM Global Business Services

## 16:50 Roundtable: Offshore Centres, European and other Regional & Emerging Centres

### Panelists will include:

**Fernand Grulms**, CEO, Luxembourg for Finance; **Hartmut Schwesinger**, Director, FrankfurtRhineMain; **Enrique Prados**, Madrid Financial Centre; **Akkie Lansberg**, Managing Director, Holland Financial Centre

## 17:30 Cocktail reception

DAY 2, TUESDAY, 17TH JUNE 2008

## 08:00 Registration and Networking breakfast

## 09:00 International Financial Services - Ireland's advantage

**Barry O'Leary**, CEO, IDA

## 09:20 Global Funds Industry – How the credit crisis is impacting on hedge fund and general fund valuation issues – issues, and potentials for centres to gain

## advantage, e.g. Jersey's new unregulated hedge funds regime

### Rosemary Leahy,

Managing Director, HSBC Securities Services, Ireland

## 09:40 Cross-border pension pooling and the emerging reality of Pan-European pension plans

- The evolution of cross-border pension pooling
- Why should a Pan-European pension plan appeal to transnational companies?
- What are the key criteria for the selection of the right jurisdiction for a Pan-European pension plan?

**Martin Jack**, Managing Director, Northern Trust Global Advisers

## 10:00 Round Table on Fund Administration & Pension Pooling developments

### Panelists will include:

**Gerry Brady**, Country Head, Northern Trust (Ireland) Ltd; **John Bohan**, Managing Director, Apex Fund Services Ireland; **Tim Burggraaf**, Representative of Netherlands Financial Centre and Partner, Mercer; **Hilary Griffey**, Head of Funds, Maples & Calder

## 10:50 Refreshments

## 11:10 The Credit Crisis & its impact on key financial centres

- Why the crisis had to happen
- Key impacts & implications for the future - Equities, Bonds, FX & Money Markets
- Key Financial Centres - winners & losers

**John Coffey**, Head of Treasury ALM, BNP Paribas (Dublin) Branch

Response: by **Chand Kohli**, Partner, Banking & Insurance, PricewaterhouseCoopers, co-publisher of the 'Banking Banana Skins Report' (May 2008), published by the Centre for the Study of Financial Innovation, London, (CSFI), and PricewaterhouseCoopers

## 11:45 Aviation finance round table

**Damon D'Agostino**, Chief Sales Officer, CIT Aerospace International; **John Leenane**, Senior Vice President Structured Finance, Orix Aviation Systems; **James Cottle**, CEO, Airbus Financial Services

## 12:15 An 'all island' financial services industry

**Leslie Morrison**, Chief Executive, Invest Northern Ireland

## 12:35

### Lunch

Sponsored by:



## 14:00 Cross border life assurance product innovation

- Developments in insurance savings products with guarantees
- Variable Annuities and GMXBs
- Developments in Portfolio Bond products

**Mike Claffey**, Director, Life Strategies

## 14:20 Insurance & Reinsurance: Round Table

### Panelists will include:

**Mike Claffey**, Director, Life Strategies; **Tony Wiltshire**, Better Regulation

## 14:50 Round Table: Planning an orderly development of the spread of the IFSC through the regions

### Panelists will include:

**Bernard Murphy**, University of Limerick; **Terry McCaughy**, Member of the Board of Directors, Securities & Investment Institute; **Ann-Marie Bohan**, Partner, Matheson Ormsby Prentice

## 15:30 Refreshments

## 15:50 Legal & Taxation Round Table: Developing & Protecting Ireland's competitive position as a financial centre

### Panelists will include:

**Deirdre Power**, Tax Partner, Deloitte; **Andrew Quinn**, Partner, A&L Goodbody

## 16:20 Developing a Positive Regulatory Environment for Successful Financial Centres: Ireland

**Patrick Neary**, Chief Executive, Financial Regulator

## 16:40 IFSC Leaders Round Table: How Ireland can further consolidate the progress it has made as a financial centre over the past 22 years. The lessons – the problems – the solutions

### Panelists will include:

**Frank Monks**, Managing Director, Nexgen Capital Limited; **Gerry Brady**, Country Head, Northern Trust (Ireland) Ltd; **Mark Fitzgerald**, Chief Operating Officer, Citibank Europe plc.

## 17:30 Conference summary from Chairman

# Conference Speakers Whos Who



**Charlie McCreevy, Commissioner for the Internal Market, European Commission**  
A chartered accountant, Charlie McCreevy was

appointed European Commissioner for the Internal Market in 2004. Prior to that he had been Minister for Finance of Ireland since 1997.



**Paul Atkins, Commissioner, Securities and Exchange Commission**  
Paul S. Atkins was appointed by President

George W. Bush to be a commissioner of the Securities and Exchange Commission on July 29, 2002. His term expires in 2008.



**Michael Mainelli, Executive Chairman, Z/Yen**

Michael leads Z/Yen Group, the City of London's commercial think tank

promoting societal advance through better finance and technology. Michael co-founded Z/Yen in 1994 after a career as a research scientist in aerospace & cartography then accountancy-firm partner. Michael is Professor of Commerce at Gresham College, created the Farsight Award for long-term investment research, created the \$15m London Accord 'open source' research cooperative into climate change economics, and created the Global Financial Centres Index.



**Sandra Boss, Partner, McKinsey & Co**

Sandra led McKinsey's work for Senator Schumer and Mayor Bloomberg on the global competitiveness of New York and US financial services.

Sandra is a Director (senior partner) in the London Office of McKinsey & Company. She is Group co-Head of the Global Corporate and Institutional Banking Practice and a Trustee for the McKinsey Master Retirement Trust. She joined McKinsey in 1994.

She consults to the corporate and investment banking, sales and trading, and transactions processing businesses

of banks, broker dealers, exchanges and non-bank financial specialists.



**Jeffrey Owens, Head of Centre for Tax Policy and Administration, OECD**

Jeffrey Owens, a public finance expert, completed his doctoral work at

Cambridge University in the United Kingdom in 1973. In addition to his economic degrees, he is a qualified accountant. He has taught at Cambridge, the American University of Paris, Bocconi University in Italy and Queen Mary's College in London. At the OECD he has focused his activities on the fiscal policy implications of the globalisation of national economies, the taxation of Multilateral Enterprises, and the broader policy issues that arise in the areas of cross-border direct and portfolio investment, as well as issues related to Fiscal Federalism.



**Michael Gaffney, Global co-head of taxation, Merrill Lynch**

Mike Gaffney is a Managing Director and Co Head of Global Tax at

Merrill Lynch where he has worked since June 2000. Mike is also a voting member of the Merrill Lynch Special Structured Product Committee, which is responsible for examining complex structured financing transactions presented to the firm's clients.



**Karel Lannoo, Chief Executive Officer, Centre for European Policy Studies**

Karel Lannoo has been chief executive of the

Centre for European Policy Studies (CEPS) since 2000 and senior research fellow since 1997. CEPS is one of the leading independent European think tanks, with a strong reputation in economic and foreign policy research.



**Patrick Neary, Chief Executive, The Financial Regulator, Ireland**

Patrick Neary is the Chief Executive of the Financial Regulator, which is

responsible for the regulation of the

Financial Services industry, both from a prudential and a conduct of business viewpoint. Patrick Neary was appointed to the position of Chief Executive in February 2006. Prior to this, he held the position of Prudential Director of the Financial Regulator from 2003.



**Gerry Brady, Country Head, Northern Trust (Ireland) Ltd**

He was previously regional managing director of Bank

of Bermuda in Europe and country head of Bank of Bermuda in Ireland. Following his time at the Bank of Bermuda he was appointed managing director of Capita Financial Group in 2005. He became chief executive officer of Northern Trust in 2007.



**Barry O'Leary, CEO, IDA**

In October 2007 Barry O'Leary was appointed Chief Executive Designate of IDA Ireland. He took over the role of CEO on

January 1st 2008. He has worked in IDA for over 30 years in most of its business areas including two periods totalling 15 years in Germany, latterly as Director of Europe. During this period he was closely associated with winning major projects from companies such as Bertelsmann, SAP, Deutsche Bank, Lufthansa, Kostal, Allianz and a number of key Italian financial services projects.



**Leslie Morrison, Chief Executive, Invest Northern Ireland**

Leslie Morrison has been Chief Executive of Invest Northern Ireland since its

formation in April 2002 as a single agency. Prior to this, Mr Morrison had a long career with JP Morgan. In his most recent role as a Managing Director at Head Office in New York, where he had been since 1983, he ran JP Morgan's business with global mining clients, the Canadian oil and gas industry and certain US industrials. In addition to merger-acquisition-execution and marketing, Mr Morrison has broad experience in equity and debt capital markets, financial derivatives and credit products. He was active in MBA

recruiting for JP Morgan at American business schools.



**Mark Fitzgerald, Chief Operating Officer, Citibank Europe plc.**

Mark Fitzgerald is the Chief Operating Officer of Citibank Europe plc. Mark

is a director and board member both of Citibank Europe plc and its immediate parent company Citibank Holdings Ireland Limited (CHIL).



**Pat Wall, Partner, PricewaterhouseCoopers**

Pat is a tax partner with PricewaterhouseCoopers in Dublin. He specialises in investment management,

insurance and pensions. He also has overall responsibility for foreign direct investment. He is a member of the IFSC Clearing House Group (CHG) which has overall strategic responsibility for development of Ireland's international financial services industry. In that capacity he chairs the Pan-European Pensions Task Force which has a mandate to advise the CHG on how Ireland should position itself to benefit from the emerging EU single market in pension provisions. He is also a member of PwC Eurofirm Insurance and Pensions Group.



**Cormac Murphy, Partner, Financial Services Risk Management, Ernst & Young**

At Ernst & Young, Cormac

leads a team of 65 professionals dedicated to advising in policy, structure and process around credit, market, operational, regulatory and technology risks. This team act as both advisors and internal auditors to a range of leading financial institutions. Over the last two years, Cormac's focus has been on assisting clients with Sarbanes Oxley and Basel 2 compliance, as well as providing internal audit and SAS70 assurance services.

...continued overleaf

## Gold Sponsors



**IDA Ireland** is the economic development agency of the Irish Government which has prime responsibility for overseas investment into Ireland.

Its International Financial Services Division markets Ireland as an attractive location for the world's leading financial institutions in such sectors as international banking, funds management, corporate treasury and international insurance.

IDA actively encourages the more than 400 international financial

institutions in Ireland to exploit the operating, regulatory and tax advantages of Ireland. The objective is to deepen and broaden the range of activities they carry out, for the benefit of their parent organisations.

The international financial services sector is particularly well suited to Ireland, and many of the world's major institutions have substantial operations here in such locations as Dublin, Kilkenny, Cork, Letterkenny, Galway and Waterford. They carry out a wide variety of activities including trading, securitisation, funds administration, captive management, treasury, claims administration, software development and shared services.



### PricewaterhouseCoopers

(www.pwc.com/ie) provides industry-focused assurance, tax and advisory services for public and private clients. More than 146,000 people in 150 countries connect their thinking, experience and solutions to build public trust and enhance value for clients and their stakeholders.

PricewaterhouseCoopers refers to the network of member firms of PricewaterhouseCoopers International Limited, each of which is a separate legal entity.



### Northern Trust

**Northern Trust** is one of the world's leading providers of asset servicing, asset management and wealth management services. Founded in 1889, we have a history of strength and stability. Today we are a global leader in combining high touch client service and expertise with innovative products and technology.

Northern Trust's core custody services are complemented by an array of products to help clients derive maximum value from their relationship with us. These include: risk management and performance analytics, investment services as well as a comprehensive

...continued overleaf

## Speaker Whos Who ...continued from overleaf



**Aidan Walsh, Tax Partner - Financial Services Group, Ernst & Young**  
Aidan is a Partner in the tax division within Ernst & Young's Financial Services

Group. He has worked in the world's major financial centres and in many tax advantaged financial centres. He is also a co-author of *Global Tax Risk Management* published by Tottel in the UK in 2008.



**Anthony Belchambers, Chief Executive, Futures and Options Association (FOA)**  
Anthony Belchambers is a barrister and currently

Chief Executive of the FOA. He initiated the establishment of the UK Parliament's Associate Parliamentary Group on Wholesale Financial Markets and Services and the EU/US Coalition on Financial Regulation. He is closely involved with HM Treasury and UK Trade & Investment in developing London's role as a global financial centre and is a regular member of the Lord Mayor's business parties on overseas missions.



**Patrick L Young, author of Capital Market Revolution and New Capital Market Revolution**

Patrick is a leading thinker on capital market structure, having authored several books including the "Capital Market Revolution" series which have proven prescient in their analysis of developments from fees through stock exchange structure to the use of technology, and the growth in hedge funds. He serves as a director of the Swiss Futures & Options Association and is a regular guest on CNBC Europe and a media commentator in leading financial journals and digital media, including BBC, FT, Wall Street Journal.



**Terry McCaughey, Member of the Board of Directors, Securities & Investment Institute**  
Terry McCaughey currently holds a number of

advisory roles with a variety of companies in the Securities Industry. He is an advisor to Invest Northern Ireland. He is also a director of the Securities and Investment Institute and a member of the Institute's Chairman's Committee and also a non-executive director of two private companies. He is also a JP and regularly sits on the Bench of the City of London Magistrates' Court.



**Frank Monks, Managing Director, Nexgen Capital Limited**  
Frank Monks was a co-founder of Nexgen

Financial Solutions and is responsible for the group's main risk-taking unit. Previously he started two IFSC operations, Cariparo Ireland (1999-2001) and KBL Ireland (1996-99).



**Martin Jack, Managing Director, Northern Trust Global Advisers**

Martin took over his new role in May 2007. His responsibilities include growing and developing Northern Trust's established International Manager of Managers business which is based in London. In addition Martin leads Northern Trust's initiative to establish an international investment solutions business leveraging off its wide range of investment capabilities globally. Previously Martin was Director of corporate pensions for IBM in Europe and principal of IBM's internal investment and pensions consultancy practice. Representing IBM on the investment committees of all its European pension funds Martin has considerable experience in all aspects of the European pension environment including tax efficient cross-border pension pooling.



**Keith Boyfield, Managing Director, Keith Boyfield Associates**  
Keith Boyfield is a leading economist who has built up a reputation as a writer

on economic and financial issues, having written over fifty studies for several leading think-tanks, including the European Policy Forum, the Institute of Economic Affairs (IEA), the Centre for Policy Studies (CPS) and the Adam Smith Institute. Keith is a Fellow of the IEA, a Research Fellow of the CPS and Senior Fellow in Regulation at the Adam Smith Institute. In Autumn 2005 he was elected chairman of the Shadow Regulatory Policy Committee, established by the IEA. As well as being a member of the Editorial Board of Economic Affairs, the IEA's quarterly journal.



**Rosemary Leahy, Managing Director, HSBC Securities Services, Ireland**

Rosemary Leahy is Head of HSBC Securities Services, Ireland. She has extensive transaction and investment banking experience and has held a number of senior management roles with market leading banks including ABN AMRO, Citigroup and National Westminster Bank.

Prior to joining HSBC, Rosemary worked with ABN AMRO's transaction banking group, where she was responsible for managing a number of regional and product businesses, including Central and Eastern Europe, the Middle East and Africa. In addition, Rosemary was Managing Director of ABN AMRO's International Financial Services Company in Ireland and was responsible for strategic mergers, acquisitions and disposals for ABN AMRO's transaction banking business. Rosemary began her career with National Westminster Bank in London, where she held positions in change management and credit control.



**Likhit Wagle, Partner and the Banking Industry Leader in North East Europe, IBM Global Business Services**

Likhit is a Partner and the Banking Industry Leader in North East Europe for IBM's Global Business Services. Prior to taking up that role, Likhit was IBM's leader in Europe for Value Creation and previously led the Strategy and Change practice. Likhit has also led the M&A practice at PWC and has extensive corporate finance experience.

With over 15 years of experience in the field of strategic consulting, including Value Based Management and Mergers and Acquisitions, Likhit's extensive experience of leading complex engagements has addressed the development and implementation of value creation strategies, new business models, performance management, organisational change, and decision support systems.



**Mike Claffey, Director, Life Strategies**  
Mike Claffey joined Life Strategies as a director in October 2005. Prior to joining Life Strategies,

Mike worked in AEGON Scottish Equitable International, and previously for Prudential International based in Dublin. He started his career in 1990 in Eagle Star.



**John Coffey, Head of Treasury ALM BNP Paribas (Dublin) Branch**

John is currently Head of Treasury ALM for BNP Paribas in Dublin, where he is responsible for managing a balance sheet of €25 billion. John Coffey began his banking career with Bank of Ireland in 1977. He moved into Treasury when he joined IIB bank in 1979 and he joined BNP as a Senior FX trader in 1981. He is a qualified CPA Accountant.

range of fund administration and investment outsourcing services. In addition, Northern Trust was the first asset servicer to offer a cross border pooling solution for multinational pension fund clients.



At 185-acres, **Titanic Quarter** is one of the largest urban waterfront regeneration projects in Europe – a development where Financial Services will account for a significant proportion of the 20,000 jobs which will be located on site.

Based in Belfast City Centre, this mixed use site is a once-in-a-generation opportunity which has the potential to recast Belfast as a 21st Century City. At the heart of the area's commercial district will be Northern Ireland's first and only dedicated Financial Services centre offering: 600,000 sq ft of flexible, agile workspace on completion.

Total occupancy costs 60% lower than Dublin Skilled, available workers - 25% of the population is under 18 Global Tier 1 Internet Access Gigabyte Connections to Dublin Private Networking Options

Plus, in light of a recent announcement by Brian Cowen TD, Republic of Ireland financial services firms which establish satellite operations in Northern Ireland will still be able to access Irish corporation tax rates, as well as the North's competitive labour pool.

For more information contact Michael Graham, Director of Corporate Real Estate: michael.graham@titanicquarter.com.



**Invest Northern Ireland** is Northern Ireland's main economic development organisation. We are working to increase wealth and

prosperity in Northern Ireland. We do this by delivering expertise and resources to accelerate the creation and growth of businesses. Focusing on the three key economic drivers of being entrepreneurial, being innovative, and being international, our goal is to help to:

- improve the competitiveness of our client companies
  - create more positive attitudes to enterprise and more and better quality business start-ups
  - increase innovation, R&D and commercialisation of research
  - increase skill levels
  - promote a stronger international focus by increasing inward investment and helping companies develop broader and better exports
- We aim to be a world-class development agency that is a forward-looking and responsive champion of innovation, entrepreneurship and internationalisation.

### Silver Sponsor



BNY MELLON  
ASSET SERVICING

### Event Sponsor



The world's local bank



Quality In Everything We Do

