The Future of Family Offices
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“We strive to provide our clients with precise, relevant and actionable solutions of the same quality and in the same manner as we demand to receive from others when we are the client.”
Diversified Financial Solutions Group

10 offices / 8 countries

United Kingdom
USA 2018
Netherlands
Luxembourg
Switzerland
British Virgin Islands
Barbados
South Africa
Mauritius
United Arab Emirates

Private client firm to B2B

White – Label / partnerships
Geneva Management Group

What we do

- Investment Management Solutions
- Insurance
- Real Estate
- Strategic Wealth Management
- Corporate Services
- Tax Advisory
- Commodity Trading
- Wealth Planning
- GMG Tech
02

UHNWI
1. Persons with net worth ≥ $30m

(Bloomberg report The future of Family Offices 2017)

2. Asia + LATAM largest growth

- In 2015 Asia surpassed USA
  5.1 million UHNWI’s ≥ $17.4 trillion
  USA ≥ $16.6 trillion

(Cap Gemini Report 2017)

- # UHNWI MEA grew up by 89% 2005-2015
  Projected to grow by 54% 2015-2025

(Knight Frank Report 2017)
Next 20 years, largest generational transfer of wealth > 1.3 trn

(reference: UBS Group AG and PwC third annual report on the U.S. and global billionaire population 2017)

UHNW families more complex and international
- Seek cross boarder assistance
- Seek consolidation

Needs beyond asset management
- Succession planning
- Family conference
- Well-being / business / collections
- Philanthropy
- International Tax advice
- International Relocation Services
03

Environment
Regulation

- FATCA
- CRS
- AML
- MiFid
- E.U. GDPR (25.05.2018)
- Licensing FSC / FINMA / FCA
Technology

Data protection
Consolidation
Cloud based
App access
Since 2008-2009 crisis risk averse

Heightened regulation

Compliance driven

Less Staff

Effect

Opportunity from disintermediation

Global custody not commercially efficient

Need to Shop Banks
04

Family Offices / MFO
Proliferation

• ≥ 10,000 doubled in last decade
  (E&Y 2016 preference family office guide)

Single family off ↔ regulation challenges

Cross-border
• USA / UK / EU / Asia / ME

Connectivity
• Consolidation
• Internet access / apps

Multidisciplinary
• WM
• Succession Planning
• Estate Planning
• Well-being / aspirational consulting
• International Tax Coordination
1. Challenges
   - Broad spectrum needs
   - Regulation

2. Opportunities
   - Rapid growth of Industry
   - Disintermediation banks
   - Become the trusted advisor

3. Solutions
   - Outsourcing
   - Partnership
Example
Summary
Summary

1. Growth in UNHWI
2. Geographic shift
3. High regulation
4. All declared
5. Shift in client needs
6. Opportunities: • Disintermediation • Technology
7. Through outsourcing / partnership

Become the preferred advisor!
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