

Family Office Forum London

Post-Event Report

The annual meeting of Family Offices and UHNWIs based in the UK
2nd – 3rd October 2018 (next year: 25 – 26 September 2019, The Dorchester)

Introduction

The Prestel & Partner Family Office Forum London held on 2nd-3rd October 2018 at the Dorchester hosted an incredible **129** UHNWIs and genuine Family Offices! The positive feedback has been overwhelming and we are grateful to all involved. See attendee statements [here](#).

In view of the demand for our events, we are actively preparing Family Office Forums in 2018/2019: [Zurich](#) November 2018, [Dubai](#) February 2019, [Singapore](#) March 2019, [Wiesbaden](#) April 2019, [London](#) September 2019, [San Francisco](#) September 2019!

Programme, Speakers and Audience

The forum [programme](#) was based on recommendations and several months of research. However, it is thanks to our 41 [speakers](#) who, like the audience, were predominantly Family Offices and UHNWIs, that the Family Office Forum was such a huge success.

Our participants included royalty, prestigious multi-generational private family offices, widely recognized thought leaders, and trusted specialists. This collective wealth of knowledge and experience and the open exchange ensured the networking was of the highest calibre and most highly treasured amongst our guests.

Partners (Sponsors)

The support from our thought leader [partners](#) made the Family Office Forum possible. We are thankful for their support and for enriching the forum conversations with their expertise. Their feedback has been very positive both in response to their presentations and discussions, as well as with the contacts and connections they made during the event.

Organisers' Summary

We would like to thank all the prominent UHNWIs, family offices; family principals, and their chief executives, and in particular, the remarkable speakers and prestigious partners, who attended the Family Office Forum London 2018. It was undoubtedly a great exchange of information and opportunity to learn about trends and solutions, hold stimulating and insightful discussions and, last but not least, to network with peers.

We are looking forward to the next Family Office Forums in 2018/2019; and ask you to please [secure your place at these](#).

Yours,

[Katja Mülheim](#) and [Tobias Prestel](#)

Attendee Structure

There was an exceptionally high quality of attendees at our London Forum thanks to careful vetting and personal recommendations.

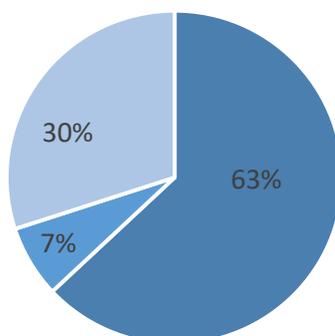
1. 129 UHNWIs and Family Offices attended the Family Office Forum
2. The number of UHNWIs and Family Offices was significantly higher than the number of Solution Providers (ratio investors:expert delegates 2:1)

204 attendees in total

			Assets under Management
129 Family Offices und UHNWIs	63 %		
✓ 37 UHNWI		18 %	> 25 bn *
✓ 49 Single Family Offices		24 %	> 60 bn *
✓ 43 Multi-Family Offices		21 %	> 36 bn *
			> 121 bn *
14 Neutrals	7 %		
✓ 06 Neutral Academics		3 %	
✓ 06 Neutral Experts		3 %	
✓ 02 Neutral Guests		1 %	
25 Delegates (From 22 companies)	12 %		> 22 bn *
36 Sponsor delegates (From 18 companies)	18 %		> 40 bn *
✓ 18 Sponsor companies		9 %	
✓ 18 Additional Sponsor Delegates		9 %	

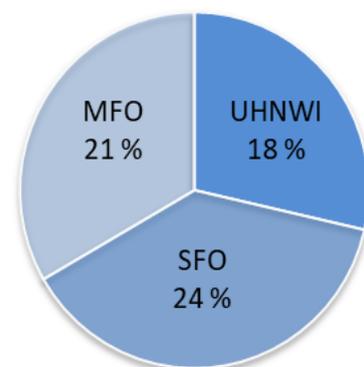
Total 100 % > 183 bn*
See Appendix: Conservative estimate

Attendee Composition



■ FO + UHNWI ■ Neutral ■ Sponsors and delegates

Family Office Composition



Testimonials

Thank you all for having me at this fantastic event. It was a great success for me because I met really interesting, committed and engaged people, who were able to share and give insight into ways to improve the work I am doing. The atmosphere was at once relaxed and serious, such that it enabled us to address the issues but at the same time enjoy each other's company. For me, a very successful event all round.

Dr Auma Obama

The Prestel events are the best of all the conferences I attend. The quality of the speakers, content, attendees and food is first class. Enjoyed your London Dorchester conference very much. With many thanks,

Ian W Rice, Principal

The Platinum of all Family Office Summits, two spectacular days. The highest standard of excellent in every way imaginable!

Wendy Coumantaros

Let me please thank you for inviting me to participate in the Family Office Forum. It was exactly as you said it would be and I found it very stimulating and encouraging.

Your reputation for finding influential 'can do' people who need to communicate with each other is certainly not exaggerated. It is indeed very important work that you do. Again, thank you, it was a real pleasure to meet you and your wonderful team. With warmest regards,

Viscount Chris Portman, Principal, Portman Estate

A big thank you for the conference last week. It was very interesting and good to catch-up with a number of familiar faces one normally doesn't see on events! Thank you also for the excellent event lunch at China Tang. Kind regards,

JJ Jardine-Paterson, Principal

Was a fascinating event with thought provoking presentations and an array of sector specialists in attendance. You could not have provided a more welcoming atmosphere.

Alex Loudon, Principal

An extraordinary forum with participants of an exceptionally high calibre. Highly entertaining and most relevant.

Scott & Carmen Young, Gemini Capital Consulting Ltd

Thank you for an excellent event - great topics and likeminded people. It was worth it to fly all the way to London for that. I look forward your next events. Sincerely,

Tiia Rohelsaar

I had a wonderful time attending the Prestel Family Office Forum. The event was very well organised. I also found all the speakers truly engaging. It is my first time this year and I'd be delighted to attend your event again in the near future.

Tram Anh Nguyen, Niveda Group

Brilliant, informative and refreshingly different! Thank you,

Dominik von Eynern, Principal

May I thank you for your kind invite to the Forum in London which was one of the best I have attended, very organised and diversified event.

Hameed Razaghi

Thank you for your kind hospitality last week. The venue, topics, profile of individuals and profile of attendee balance - were all exceptional. Thank you for giving us the opportunity to experience this.

From what we have heard of you, we know this was going to be a great event in relation to all of the above, but what we did not expect was the warmth of welcome from both yourselves and indeed the range of guests we met. Needless to say, much fun was had and some brilliant sparks of inspiration between guests emerging and catalysing as a result.

Kate Wolfenden, Co-Founder, Project-X

A very good conference; we made a number of valuable contacts.

Kevin Edgeley CFA – Curzon Street Ltd

Conference was superb and absolutely loved that there were no real sales pitches.

Eva Tarasova

I have been to numerous conferences over my career and the event last week definitely ranked at the top of the list. The speakers were very interesting and the networking opportunities incredibly helpful and productive. I spoke with many other first-time attendees and they felt similarly. Regards,

Eric Kolodner, Armacom

Appendix

Assets Under Management (AUM) of the participants:

Buy Side > AUM 121 bn, Sell Side > AUM 62 bn (Total 183 bn).

We cannot divulge any specific on this information as attendee privacy is of utmost importance to us. Our strict confidentiality of information is an absolute precondition for the attendance of most Family Offices and UHNWIs.

37 attending UHNWI – AUM > 25 bn

- The “Asset Top 5” of the attending UHNWIs together have an average of AUM **10000m** each
- The remaining UHNWIs have a median of AUM 600m each

60 attending Single Family Offices – AUM > 60 bn

- The “Asset Top 10” of the attending SFOs together have > 60 bn, an average of > 4 bn AUM each
- The remaining SFOs have a median of AUM 500m each

52 attending Multi Family Offices – AUM > 36 bn

- The “Asset Top 10” of the attending MFOs together have an average of > 3 bn AUM each
- The remaining MFOs have a median of AUM 350m each

Please note that asset managers or bank departments are not counted as MFOs. They are listed as delegates.

16 Partner (Sponsors) with AUM > 40 bn

- Only 8 out of our 16 Partner/Sponsor corporations are financial service institutions with AUM.

25 Delegates with AUM → 22 bn

- In addition to the partners (sponsors) above, a number of paying delegates attended
- 20 of these delegates were management level financial solution providers with an average AUM of > 1 bn.

The AUM listed here relates to the decision-makers present at the Family Office Forum.

Example: Deutsche Bank worldwide AUM > 700 bn, DB PWM worldwide AUM > 270 bn:

We do not use these figures for the purpose of this report, but apply the figures that only attending managers are directly responsible for:

The total of AUM stated is therefore a conservative estimate.