



THE IBSA CONFERENCE:  
ISSUES AFFECTING  
THE INTERNATIONAL  
DEVELOPMENT OF  
SMES

19 November 2015

08:00 - 17:00

The Landmark Hotel, London

**IBSA**  
International Business  
Structuring Association

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# ISSUES AFFECTING THE INTERNATIONAL DEVELOPMENT OF SMES

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08:00 REGISTRATION

09:00 CHAIRMAN'S INTRODUCTION  
**Roy Saunders, Founder & Chairman, IBSA**

09:05 TRANSPARENCY & THE IMPACT OF BEPS  
**Wim Ritz, Managing Director, Vistra Luxembourg & Omleen Ajmal**  
What do the OECDs BEPS deliverables mean? Theory versus practice  
How will countries and businesses implement BEPS? What are the likely time frames and example treaty amendments?

## Session One: Financing Issues

09:35 PRIVATE EQUITY & CO-INVESTMENT FINANCING

**Marino Marin, Managing Principal, MC Square Group**

What is co-investment financing and why are such deals gaining popularity with both investors and fund managers?  
What are the practical elements to consider when preparing a business for PE financing?

09:55 ALTERNATIVE FINANCING - OPTIONS AVAILABLE TO SMES

**Will King, Founder of King of Shaves**

**Lesley Gregory, Chief Executive, Memery Crystal**

**James Codling, Managing Director, VentureFunds**

**David Walker, Partner, Memery Crystal**

Alternative financing for business has become increasingly popular, with many innovative funding methods now available. Providing practical, first hand insight into this arena, our expert panel will discuss alternative financing techniques such as crowd funding, invoice financing and retail bonds.

10:25 GROUP FINANCE COMPANIES

**Michael Adams, Head of Global Structured Finance, TMF Group**

Beneficial internal funding techniques

Countries with beneficial finance company rulings

10:45 REFRESHMENT BREAK

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## Session Two: Tax Issues

11:05

### EU FREEDOMS AND CASE LAW

**Dougal Powrie, Senior Tax Consultant, OneE Group**

EU Law: The 4 Freedoms, Limitations & Results of Conflict  
EU State Aid issues - what does this mean for the future?

11:25

### CONTINUED USE OF INTERMEDIARY HOLDING & LICENSING COMPANIES

**Aliasghar Kanani, Tax Associate, Bonnard Lawson**

Countries with beneficial regimes including the UK, Luxembourg, Netherlands, Switzerland, Malta & Cyprus  
Treaty access limitation of benefits under BEPS the initiative

11:45

### PRACTICAL IMPLEMENTATION OF TRANSFER PRICING REQUIREMENTS

**Dr. Emmanuel Llinares, Head of Global Transfer Pricing, NERA Economic Consulting, & Matteo Rapinesi, Partner, C Partners**

Transfer Pricing and risk - how does the profit split method apply in a post-BEPS world?  
In Practice: How Transfer Pricing will develop in Italy

## Session Three: Relevant Economic Issues

12:05

### ASIAN STRUCTURES FOR DEVELOPING COUNTRIES

**Sanjay Iyer, Director, Iyer Practice**

Singapore and Hong Kong as holding jurisdictions:  
Practical issues from the perspective of China, India and other Asian countries

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12:25

## US POLICY FOR INWARD/ OUTWARD INVESTMENT

Robert Kiggins, Partner, Culhane Meadows

Likely changes to the corporate tax system in light of  
US inversions into the UK & Ireland  
Continued deferral in the US for foreign investment

12:45

## UPDATE ON DEVELOPMENTS IN VARIOUS EUROPEAN COUNTRIES

Geraldine Schembri, Tax Partner, Grant Thornton

Jos Hellebrekers, Partner, Otterspeer Haasnoot

The impact of automatic exchange of information in  
the European Union  
Beneficial business structuring opportunities in  
various EU countries including the Netherlands &  
Malta

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13:05

## LUNCH BREAK

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## Some of our featured Speakers:



Will King

Will King is a successful entrepreneur, best known for launching King of Shaves into the shaving market in the early 1990s. Created in 1993 in Will's kitchen, King of Shaves is a British company that is now firmly established as a leading challenger brand in the UK with a retail presence throughout the nation including Asda, Boots, Lloyds Pharmacy, Morrisons, Sainsbury's, Superdrug, Tesco and Waitrose.



Geraldine Schembri

Geraldine Schembri is a Partner at Grant Thornton Malta, where she focuses on international tax consultancy and finance. An accountant by profession, she acquired experience working with a leading audit firm in the field of accounting and assurance, later on specializing in both direct and indirect taxation. She founded the EMCS Group which went on to become part of Grant Thornton in 2014.



Sanjay Iyer

Sanjay Iyer is Director of the Iyer Practice Hong Kong Office, where he leads the firm's tax practice, with focus on advising on international tax matters. Sanjay is an active IBSA member, having led sessions at local Branch meetings and in his role as Committee Member of the IBSA Hong Kong Branch. Sanjay obtained a first class degree in Chemistry from Imperial College, London and went on to qualify as a Chartered Accountant with Ernst & Young.



Marino Marin

Marino Marin has over 20 years of experience as an investment professional advising corporate clients and private equity firms in M&A and capital market transactions in the US and internationally. In 2015 Mr Marin established, with the support of a number of trusted family office partners in the US and internationally, MC Square, financial platform based in Greenwich Ct.



Lesley Gregory

Lesley Gregory is Chief Executive of Memery Crystal. She specialises in corporate finance work including flotations and secondary capital raisings on the London Stock Exchange's Main Market and AIM. She acts for companies, nominated advisers and brokers and has acted for both UK and international companies from the US, Canada, South Africa and Australia. Lesley also advises companies on alternative forms of raising finance, including retail corporate bonds, by which UK companies raise funds directly from the UK general public.

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## Session Four: Intellectual Property Issues

14:15

### UNDERSTANDING THE NEED TO PROTECT & DEVELOP IP

**Jim Asher, Chief Operating Officer, Collier IP**

How IP can help small business finance and its growth through securitization

The challenges and strategies for international exploitation of IP and valuation issues that may arise

14:35

### INTERNATIONAL IP REGIMES: TRENDS, CHALLENGES & OPPORTUNITIES

**Keith Hodkinson, Partner, Marks & Clerk**

Global Patent box regimes and government incentive schemes

The various conventions used for universal protection

14:55

### EU TRADE SECRETS DIRECTIVE AND DATA PROTECTION CHANGES

**Robert Lands, Head of IP & Commercial, Howard Kennedy**

Explaining the Trade Secrets Directive and its impact for the future

Limiting corporate marketing through potential data protection changes

15:15

### REFRESHMENT BREAK

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## Session Five: Business Strategies for developing SMEs

15:45

### INCENTIVISING KEY PERSONNEL

Bernhard Gilbey, Partner, Squire Patton Boggs

David Piesing, Director, Praxis Group

The impact of changes in UK legislation on employee benefit trusts and their continued advantages  
Government sponsored schemes to benefit key personnel through initial ownership and subsequent share options

16:05

### EXIT STRATEGIES: PLANNING FOR A TRADE SALE

Lucy Greenwood, Partner, IFLG

Anthony Turner, Partner, Farrer & Co

The importance of a clear strategy for financial investors  
Options available to entrepreneurs and consequent tax benefits

16:25

### WHAT NEXT FOR INTERNATIONAL BUSINESS STRUCTURING?

Roy Saunders, Founder & Chairman, The IBSA

17:00

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