

The 3rd Annual Global Impact Investing Conference
GLOBAL IMPACT INVESTMENT STRATEGY

Strategic & Practical Tools for Asset Owners, Family Offices & Institutional Investors
Conference – April 19th, 2018 – Mövenpick Hotel - Geneva

November 27th, 2017



Dear Executive,

The **new economy** in comparison with the prevailing environment of the 2008 financial crisis is **driven by asset owners, entrepreneurs and investors** who seek a **positive impact in their investments**. There is, therefore, a **global growth of sustainable assets** driven by global challenges affecting our planet and **investors preference** who factor **social and environmental impact** into their investing decisions.

Connecting profit and impact is the **biggest challenge** for the financial industry as **impact investment** is set to become **mainstream**.

This conference will develop and detail how to **construct impact and alpha under the same model** and across **portfolios and asset classes** from **both investors and manager's perspective**.

Family offices, foundations, institutional investors and managers have different motivations, challenges and constraints that will be pragmatically detailed and discussed over panel discussions.

Join our 100+ high profile participants in Geneva next April 19th, 2018 and meet and discuss amongst investors and experts the key challenges to the design, implementation, management, measurement and reporting of an impact strategy embedded in a total asset allocation and portfolio management.

François Golbery
Chairman
ESAFON

GOLD PARTNER



WE ARE
GUERNSEY
WE ARE CONNECTED



REPUBLIC
AND STATE
OF GENEVA

POST TENEBRAS LUX



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Who Should Attend

- Institutional Investors including Asset Managers, Insurers, Re-insurers, Pension Funds
- Large scale Family Offices, Private Investors, Multi Family Offices, Strategic Advisors
- Endowments and Foundations
- Asset & Fund Managers, Lawyers, Administrators and Service Providers
- Real Estate Fund Managers, Real Asset Managers, Private Equity Fund GP's and LP's
- VC, Start Ups, Social Entrepreneurs, Next Gen
- Global Heads of Fund Development
- Private Banks and Wealth Managers willing to set-up and implement impact investment fund vehicles

Conference Key Highlights 2018

- ✓ Latest Key Advances Concurring to The Growth of The Impact Institutional and Family Office Market
- ✓ Targeting Positive Impact in a whole Portfolio Investment Strategy
- ✓ Governance Challenges
- ✓ How Entrepreneurs Carry on Philanthropy in their Business
- ✓ From Impact Measurement to Impact Management in Institutional and Family Office Portfolios
- ✓ Pooling Opportunities for Co-impact Investments Through Both For-profit and Not-for-profit Private Capital
- ✓ Implementing, Measuring and Reporting Positive Impact across Asset Classes
- ✓ How does a Foundation Take Advantage of The New Toolkit in Impact Management?
- ✓ What are The Challenges for Single Family Offices to Create an Impact Investment Capability?
- ✓ How and why a Family Office defines and incorporates an impact investment capability into its business model?
- ✓ From Tech Entrepreneur to Impact Investor: How Sorenson Catalyzed Impact Investing
- ✓ Broadening the Scope of Social and Environmental Impact Investments through Conservation Finance
- ✓ How to Reconcile Institutional Investor's Perspective with Impact Manager's Goals & Objectives
- ✓ Designing key criterion for impact investment from an institutional investor's perspective
- ✓ Result of the survey on Corporate Carbon Strategies & Offsetting: Why or why not to offset?
- ✓ How to select an impact manager
- ✓ 7-year impact investment track record across Latin America and East Africa, in Agriculture, Solar & Microfinance

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Agenda Conference, April 19th, 2018

- **8.00 am-8.45 am: Registration & Welcome Coffee**

- **8.45 am-9.00 am: Opening Remarks by François Golbery and the Chairman**

- **9.00 am-9.15 am: Keynote Address by Nicholas C. Niggli, Director General for Economic Development, Research and Innovation, Republic and State of Geneva**

- **9.15 am-9.45 am: Understanding The Ecosystem Behind Impact Investing**
 - Demand side
 - Impact intermediaries
 - Supply side
 - Latest data and key advances**Kurt Morriesen, Senior Manager of Impact Investing, United Nations Principles of Responsible Investments (UNPRI), London, United Kingdom**

- **9.45 am-10.15 am: Investing in the UN Sustainable Development Goals & Identifying Key Performance Indicators to Support SDGs**
 - Opportunities for companies and investors
 - Practical solutions
 - State of the art in measuring frameworks
 - Are returns better from higher reported impact?**Dr. Willem Schramade, Senior Portfolio Manager Impact Investing, NN Investment Partners, The Hague, Netherlands**

- **10.15 am-10.45 am: How to Integrate Sustainability into Portfolio Construction**
Damian Payiatakis, Director Wealth & Investment Management, Barclays, London (asked)

- **10.45 am-11.15 am: Coffee-Break & Networking Opportunities**

- **11.15 am-12.00 pm: Improving the Analytical & Quantitative Framework for Impact Investment Finance to Incentivize and Guide Capital Flow to Support SDG's**
Karl H Richter, Head of Research and Knowledge, UN Social Impact Fund (UNDP)

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• **12.00 pm-13.00 pm: Impact Intermediaries and Supply Side Panel Session:
Building an Impact Ecosystem across Financial Markets**

- Policy working progress to strengthen the supply side of impact capital
- How to facilitate the supply chain for impact management and services?
- Are impact intermediaries on the same page?
- What needs to be done to drive the impact agenda to mainstream investment level?
- Leveraging Private Investment to Finance SDG's

Moderator:

Karen Wilson, Head Social Impact Investing Initiative, **OECD, Geneva**

Panelists:

Karl H Richter, Head of Research and Knowledge, **UN Social Impact Fund (UNDP)**

Dr Charly Kleissner Ph.D, Co-Founder, KL Felicitas Foundation, **Toniic, 100% Impact Network, Silicon Valley, California, USA**

Audrey Selian, Head of Family Office, **Rianta Capital Zurich AG, Zurich**

Daniel Izzo, Founding Partner & Chief Executive Officer, **Vox Capital, Brazil**

Justin Sykes, Managing Director, **Innovest Advisory, Guernsey**



• **1.00 am -1.40 am Buffet Lunch hosted by**

• **1.40 am-2.00 pm: Developing Viable Private Public Partnerships that Improve Nutrition at Scale**

Greg S. Garrett, Director of Food Policy & Financing, **Global Alliance for Improved Nutrition (GAIN)**

2.00 pm-3.00 pm: Live Pitch Table Sessions of Impact Investments Cases aligning with SDGs

○ **How to measure and report social impact within a fund structure**

Daniel Izzo, Founding Partner & Chief Executive Officer, **Vox Capital, Brazil**

○ **Positive Social, Environmental & Economic Impact in Clean Energy in growth market countries**

Christian Wray, Co-Founder & CEO, **JCM Power, Toronto, Canada**

○ **Sustainable development in the Brazilian Amazon through an integrated impact supply chain from the rainforest to the customer**

Ryan Black, Co-Founder & CEO, **Sambazon** (asked)

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- **Pioneer in Impact Investing in South-East Asia through early stage ventures**

Cyrille Antignac, Founder and Managing Partner, **UBERIS** (asked)

- **Enabling children to exit the poverty cycle by providing Food For Education**

Bhawani Singh Shekhawat, CEO, **The Akshaya Patra Foundation**, London

- **Creating a social and innovative bank for everyone**

Christian Heyner, Founder & President, **1bank4all**, Basel, Switzerland (asked)

- **Sustainable Financing for Urban Impact Investments**

Andreas J. Harbig, CEO, **Greenwood Strategic Advisors AG** (asked)

- **Impact Platform dedicated to Affordable Housing in India**

Rajesh Krishnan, Managing Director & CEO, **Brick Eagle Funds**, Mumbai

- **3.00 pm-3.30 pm: Case Study: Key Issues of Family Office Impact Co-Investments**

Florian Schmied, CEO, **Tucher Group**, Munich, Germany

- **3.30 pm-4.00 pm: Overhauling Modern Portfolio Theory: Lessons Learnt from a 100% Impact Investing Approach**

Dr Charly Kleissner Ph.D, Co-Founder, **KL Felicitas Foundation**, **Toniic**, **100% Impact Network**, Silicon Valley, California, USA

- **4.00 pm-4.30 pm: Coffee Break & Networking Opportunities**

- **4.30 pm-5.00 pm: Innovative Solutions for Impact Measurement & Reporting**

Jurgen Hammer, Chief Risk Officer & Head of Performance Management, **Greenen Credit Agricole Foundation**, Paris – Chairman of the Board, **Social Performance Taskforce** (asked)

Nicholas Ashburn, Senior Director, Impact Investing, **The Wharton School**, Chicago (asked)

- **5.00 pm-6.15 pm: Impact Investor's Panel Session: Understanding & Addressing The Demand Side for Impact Investments from Family Offices and Institutional Investors**

- What are family offices and Institutional Investors thinking vis à vis impact?
- How to integrate sustainability into portfolio construction
- Addressing due diligence and risk management issues in an impact portfolio
- Best solutions used to integrate impact as an investment
- How to select appropriate strategies for generating impact?
- What are the expected returns?
- What investors do require to measure and report impact?

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MODERATOR:

Tenke A. Zoltani, Independent Investment Advisor
Better Finance, Geneva, Switzerland
Member of S & S Committee and Executive Office, **Sustainable Finance**
Geneva (SFG), Switzerland

PANELISTS:

Dr Charly Kleissner Ph.D, Co-Founder, KL Felicitas Foundation, **Toniic, 100%**
Impact Network, Silicon Valley, California, USA

Florian Schmied, CEO, **Tucher Group, Munich, Germany**

Pelle Pedersen, Head of Responsible Investment, **PKA Pension**

Sara Olsen, Founder & CEO, **SVT Group, Silicon Valley** (asked)

Matthijs de Bruijn, Consultant, **Steward Redqueen** (asked)

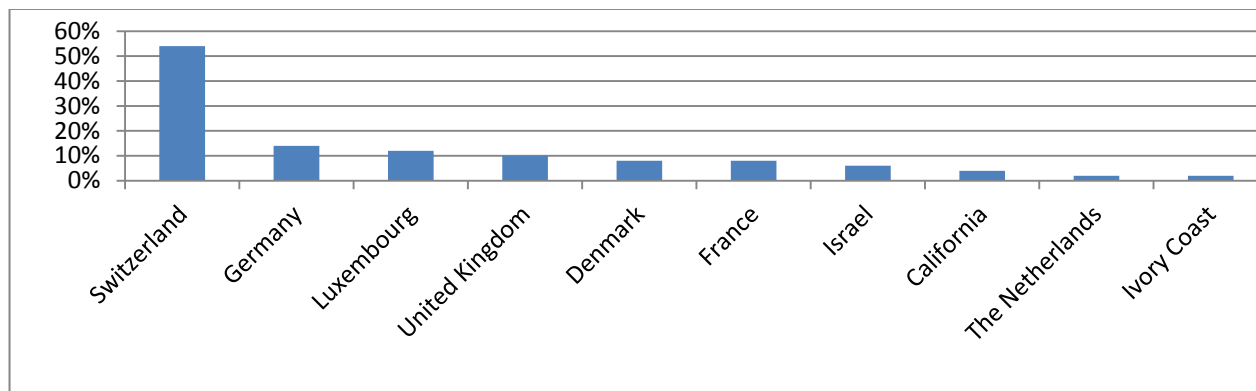
Rodolfo Fracassi, Managing Director and Co-Founder, **Mainstreet Partners,**
London

- **6.15 pm: Closing Remarks by the Chairman**
- **6.30 pm- 7.30 pm: Closing Cocktail hosted by:**

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ESAFON 2nd Annual Global Impact Investment Strategy – May 18th 2017 – Geneva
Breakdown of the Delegates by Country



About ESAFON 1st Annual Global Impact Investment Strategy - November 16th 2016 - Geneva

“We found the sessions particularly insightful and it was a tremendous chance to socialize different ideas, views and perspectives to help drive the impact agenda forward” – BlackRock Family Office, London

“Thank you for the excellent conference yesterday. I was impressed by the quality of the attendees and insightful commentary. I think the small event format was effective, and I was surprised and happy by the very large number of connections I was able to make in a very short period of time” – Mustard, London

About ESAFON 2nd Annual Global Impact Investment Strategy - May 18th 2017 - Geneva

“Thank you so much for inviting me to your conference. You put together a very high quality event. Congratulations!” – Charly Kleissner, Impact Investor - Silicon Valley

“The organization of the conference was excellent as were the facilities. The conference overall was extremely informative and the standard of discussion was high” - Schindler Management Ltd, Zürich

“Let me thank you all very much for having me at today’s very successful event. I can clearly say that I rarely experienced such a high quality of content, speakers and organisation” - onValues Ltd, Zürich

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GOLD PARTNER



Guernsey has been a leading international finance centre for more than 50 years. Over that time, the island has built a reputation of excellence across five core sectors – banking, insurance, investment management, investment funds and private wealth services. For example, there are approximately 1,000 funds domiciled or serviced in Guernsey that are valued at more than £271 billion, while its insurance industry, which is renowned for its expertise and innovation in providing risk management solutions, has grown to become the largest captive domicile in Europe and an emerging centre for reinsurance business. More recently, Guernsey has used this industry-wide expertise to move into the impact investment space. A new cross-sector financial initiative known as Impact Guernsey was launched in 2016 and aims to identify and build business opportunities in the emerging impact investment asset class. Justin Sykes, Chairman of Impact Guernsey, said the group's launch was 'an important step towards raising awareness of the global trend toward corporate and individual social responsibility'.

Guernsey is already home to a growing number of impact investment related structures and vehicles. For example, Partners Group created PG Impact Investments in 2015, which is a closed-ended collective investment scheme, investing via impact fund managers as well as directly into social enterprises. Obtala Limited, established in Guernsey with a view to listing on the London Stock Exchange (LSE), is an AIM and Social Stock Exchange listed agriculture and forestry company, with a mission to become one of East Africa's largest sustainable food and timber producers. Guernsey is also home to a variety of cleantech funds such as Catalyst Investment Management, targeting investments in clean energy in the MENA region.

For more information, please visit our web site: <https://www.weareguernsey.com>

PARTNERS



Management Global Family & Fund Services Ltd (MGFF) is a **global impact investment advisor** helping investors select impact investment opportunities, overcome the lack of information and track record, and undertake due diligence. **MGFF** is helping managers **structure impact investments** and assist them in fund raising.

MGFF is a strategic advisory firm based in Dublin, with 16 years' experience in addressing new developments that will have a long-term impact to the Fund and Wealth Management Industry in Europe, the US, LATAM and Asia.

For more information, please visit our web site : <http://www.mgffadvisory.com>

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ESAFON PARTNERSHIP OPPORTUNITIES 2018

Should you like to enhance your brand and promote your impact expertise, products and services to high profile Single Family Offices, Impact Private & Institutional Investors and Impact Fund & Asset Managers, don't hesitate to benefit from the ESAFON Partnership Opportunities now available for Global Impact Investing, April 29th, 2018, Mövenpick Hotel, Geneva

If interested, please contact **Dr Anne Golbery, Senior Managing Director, ESAFON,**
at a.golbery@esafon.com or on her mobile 00 33 6 45 83 67 67.
Anne will be pleased to discuss with you your specific needs of communication to the Impact Market.

"EXHIBITOR PARTNER": 2'950 CHF

- partner logo inserted in the conference brochure
- an exhibition space in the conference foyer for the duration of the conference to set-up your booth
- a personalised invitation to send to your contacts with a 50% discount for any registration from your contacts
- your Corporate Profile inserted on our web site with a link to your web site
- 3 complimentary conference invitations for your colleagues or clients (value: 2'100 CHF)
- the complete mailing list of the conference participants

"FIRST CLASS PARTNER": 3'950 CHF

- a 30 minute non-commercial presentation as a speaker
- a personalised invitation to send to your contacts with a 50% discount for any registration from your contacts
- your Corporate Profile distributed to the participants
- 4 complimentary conference invitations for your colleagues or clients (value: 2'800 CHF)
- the complete mailing list of the conference participants

"SILVER PARTNER": 5'950 CHF

- partner logo on front page of the conference brochure
- a 30 minute non-commercial presentation as a guest speaker with a formal introduction from the chairman
- lunch or cocktail hosted by your organisation (luncheon costs included in the total package of 5'950 CHF)
- partner's logo appears on the schedule in participant folders
- your Corporate Profile published on our web site and distributed during the conference
- a personalised invitation to send to your contacts with a 50% discount for any registration from your contacts
- 5 complimentary conference invitations for your colleagues or clients (value: 3'500 CHF)
- the complete mailing list of the conference participants

"GOLD PARTNER": 7'950 CHF

- all the conditions applying to EXHIBITOR partnership, plus:
- partner logo on front page of the conference brochure
- lunch or cocktail hosted by your organisation (lunch included in the total package of 7'950 CHF)
- a 30 minute non-commercial presentation as a guest speaker with a formal introduction from the chairman
- 10 complimentary conference invitations for your colleagues or clients (value: 7'000 CHF)

"LEAD PARTNER": 8'950 CHF

- all the conditions applying to GOLD partnership, plus:
- exclusivity of partnership to company's market sector

→ The ESAFON Partners take in charge their travel and accommodation expenses

→ Benefit from a special 20% discount for early partnership registration, available by November 30th, 2017

TO KNOW MORE, PLEASE EMAIL BACK THE HERERAFTER COUPON TO a.golbery@esafon.com



- Yes, I am interested by your Partnership opportunities. Please contact us to discuss further

First Name, Last Name:

Company Name:

Signature:

C1820

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ESAFON BOARD MEMBERS



François Golbery, Chairman, ESAFON, Switzerland fgolbery@esafon.com

François Golbery is the Chairman of ESAFON, a not – for - profit independent association registered in the Registrar of the Federal Office in Bern with the objective of promoting and facilitating best practices within the Finance industry. At ESAFON, we are committed to help drive the impact agenda forward as we firmly believe that environmental and social unbalances - well described under the UN SDG's - need urgently to be addressed strategically and financially.

François strongly supports the development of a mainstream global impact capital market driven by investor's willingness and preference to achieve alongside financial returns, environmental and social returns as well.

Through ESAFON and its high profile expert network, Family Offices, strong drivers of Impact Investing, will learn how to develop the strategic and practical tools to master the hard compiling process to due diligence and risk assessment.

François is a Senior Managing Partner at MGFF Ltd, a global strategic advisor to Institutional & Private Investors involved in impact and sustainable investments.

Latest assignments include strategic advisory services to international timberland managers in fund set-up and profiling.

François has built –up a personal network of high calibre experts that are instrumental to forge the future during its tenure at MGI.

In 1988, he started-up and grew the French subsidiary of IIR, a US leading conference business organization in Paris as the most profitable entity of the group and was elected Manager of the Year in 1992 & 1993. He received his prize from Edward de Bono, the originator of the lateral thinking concept. Took over the overall responsibility of the Portuguese office and consequently had a team of 150 people under his responsibility.

He holds an MBA in Finance from the University of Hartford (Connecticut), under the patronage of Michel Barnier, former Commissioner of the Internal Market Division of the European Commission and now in charge of negotiating the Brexit for the EU.

François Golbery is a member of the Royal Ocean Racing Club in London.

François is a co-owner and an acTive manager in forestry assets.



Dr Anne Walhain Golbery, Senior Managing Director, ESAFON, Switzerland
a.golbery@esafon.com

Dr Anne Walhain Golbery is **Managing Director** and **Board Member of ESAFON**, a non-profit independent association started in 2001.

ESAFON new objectives from 2015 are to help **family offices, private and institutional investors** increase **access, scalability and effectiveness** of their **Global Impact Investments**.

Anne is **Managing Partner of MGFF Ltd**, a **global impact investment advisor** helping managers **structure impact investments**.

François & Anne are Partners in life and in business; Anne has been the co-founder of MGI Management Global Information SA, managing the global operations of MGI for 18 years. Previously, as **IT Program Manager**, Anne has been designing and implementing Technical Information Systems for the Space Electronic Equipments at **EADS**, France, for 12 years, from 1982 to 1994.

Anne held a **Doctorate in Atomic Physics**, University of Caen, France, 1979.

She enjoys doing business and sailing with François for 32 years. She has been racing as navigator on a One Ton sailing boat during the Fastnet Race 1979.

Anne is a co-owner and manager in forestry assets.

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ESAFON 2018



If you are an Asset Manager, a Fund Manager, the Head of a Family Office or a Strategic Advisor, join

**ESAFON – The European & Swiss Network of
Asset and Fund Managers, Family Offices and Strategic Advisors**

ESAFON is a Swiss registered non-profit association located in Switzerland that includes **family offices, institutional investors and best in class experts** addressing **global strategic impact investment issues**.

With 100 honorary members, the primary objective for **ESAFON** in 2018 is to help **family offices and institutional investors** increase **access, scalability and effectiveness** of their **Global Impact Investments**.

Thanks to **ESAFON** and its high profile expert network, Family Offices, strong drivers of Impact Investing, will learn **how to develop the strategic and practical tools to master the hard compiling process to due diligence and risk assessment**.

ESAFON members network with major international leaders through think tank meeting and social events.

Two past major conferences November 16th 2016 & May 18th, 2017 in Geneva have addressed global impact asset allocation across total portfolio.

The Global Impact Community will gather

April 19th, 2018 - Geneva

A major ESAFON Global Impact Investing conference

dedicated to all those involved to expand the path of global impact investing

ESAFON members will furthermore have access to the **GLOBAL IMPACT FAMILY OFFICE CO-INVESTMENT PLATFORM 2017** through the **ESAFON** website: www.esafon.com

- Their details are added to the **ESAFON DIRECTORY** which is updated on a monthly basis.
- They benefit from **one personal complimentary invitation to one ESAFON conference 2018** and from a **50% discount** on their registration fee to all ESAFON Conferences during one year.
- The Annual **Individual Membership Fee 2018** is 400 CHF.
- The Annual **Institutional Membership Fee 2018** is 900 CHF. It allows each Institution, Member of ESAFON, to register until 3 executives as ESAFON Members
- **ESAFON Honorary Membership**: this membership is restricted to the Donors willing to support the Association ESAFON for one year : from 1'000 CHF
- Please find ESAFON MEMBERSHIP APPLICATION FORM below.

For more information concerning ESAFON Membership, please contact:

Dr Anne Golbery, Senior Managing Director, **ESAFON** by either

e-mail: a.golbery@esafon.com, or **mobile phone:** + 33 6 45 83 67 67

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To apply as ESAFON member, please return this form to ESAFON **by email:** a.golbery@esafon.com



ESAFON APPLICATION FORM 2018

Name:

Job Title:

Company:

Address:

City & Zip-Code:

Country:

Telephone:

E-mail:

Yes, I wish to enter the non-profit Association ESAFON, The European and Swiss Network of Asset and Fund Managers, Family Offices and Strategic Advisers for one year 2018
I am introduced by:.....

Yes, I send you a short biography by e-mail with a colour portrait to be published on the private ESAFON website 2018

Annual Individual
Subscription
2018

(400 CHF)

Annual Institutional
Subscription **2018**
Until 3 members (900 CHF)

Annual Honorary
Membership **2018**

Donor :.....

(from 1'000 CHF)

Yes, I will send you the payment upon receipt of your invoice

Date:

Signature:

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How to Register:

Please send back this Form fulfilled and signed to our Customer Service at customer.service@esafon.com

CONFERENCE: (cpe: 8 hours)

27.11.2018

Title: IMPLEMENTING A GLOBAL IMPACT INVESTMENT STRATEGY

Date: April 19th, 2018

Conference Code: C1820

Conference Venue: Mövenpick Hotel, Geneva
www.movenpick.com

This 5 Business Hotel is very closed to the Airport and has a free shuttle available every 20 min for its clients*

REGISTRATION:

Name.....First Name.....
 Position.....
 Company.....
 Address.....
 E-mail.....Tel.....

IMPLEMENTING A GLOBAL IMPACT INVESTING STRATEGY	Fee includes Refreshments, Buffet Lunch, a Full Documentation Package including the CD ROM of the speaker presentations
<input type="checkbox"/> Yes, I wish to register * April 19 th , 2018, Mövenpick Hotel, Geneva - Code C1820	
<input type="checkbox"/> Yes, I wish to book a room at Mövenpick Hotel At the special ESAFON rate of 220 CHF	
<input type="checkbox"/> Standard Registration Fee	700 CHF
<input type="checkbox"/> Special Early Registration Fee for Registration & Payment by December 15 th , 2017	500 CHF
<input type="checkbox"/> Special Early Registration Fee for group of 2 persons and more, for Registration & Payment by December 15 th , 2017	400 CHF per delegate
Date:	Signature:

*Please tick the applicable box

Yes, I will pay by wiring transfer upon the receipt of my invoice

Please send the invoice to the following address:

Name, Job Title:.....

Address:.....

➔ To unsubscribe, please send an e-mail to customer.service@esafon.com with title: 'Please unsubscribe C1820'