

Credit Suisse Family Office Webinar Series

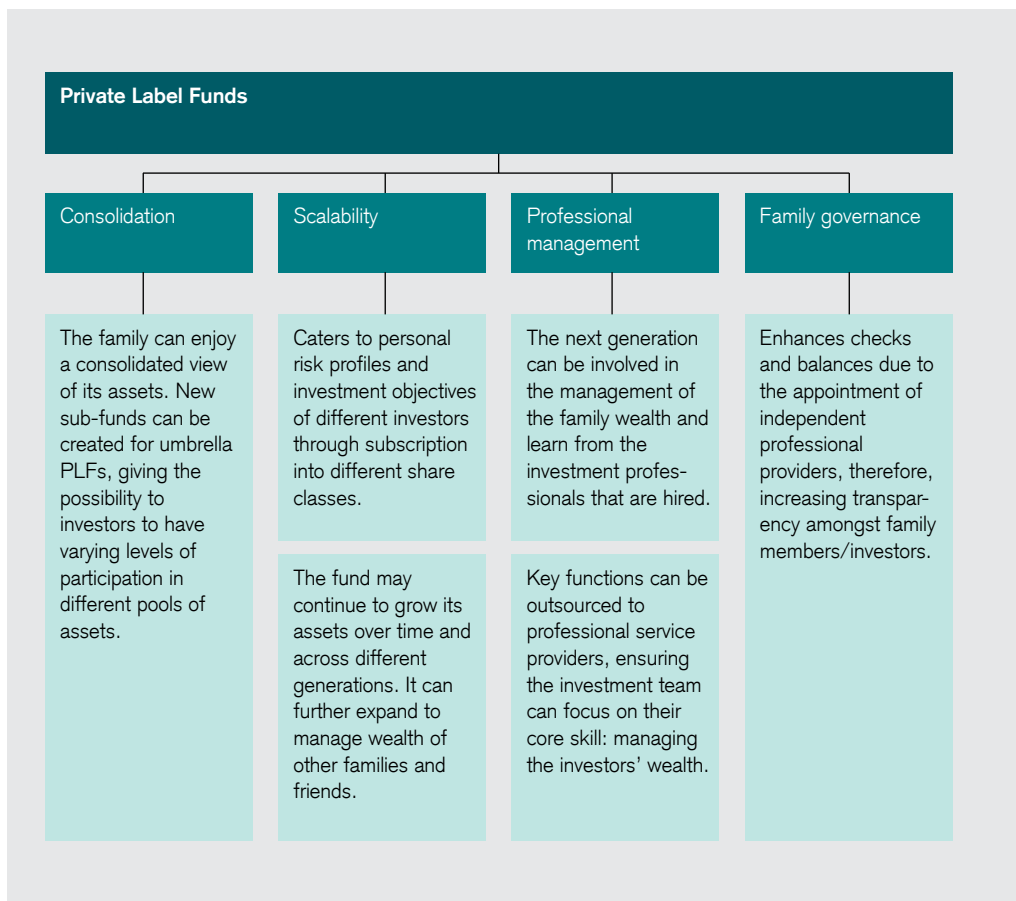
Session 1 – Customize your solution with Private Label Funds



Against the backdrop of new wealth creation in Asia, many high net worth individuals and families are establishing family offices and utilizing Private Label Funds (PLFs) to effectively manage their personal wealth and provide for a successful transition in their legacy.

“ We have seen a lot of families trying to combine their wealth and consolidate into an investment vehicle such as a private label fund.

said Christos Anagnostopoulos, Head of Private Label Funds and Wealth Structuring, Credit Suisse APAC, in the first episode of the Credit Suisse Family Office Series, held on 16th April 2021.



The session was moderated by Christos and together with Danny Tan (Head of Investment Funds, APAC Ashurst), they shared their insights on the use of private label funds by family offices and investment managers.

Personalized, professional and efficient, Private Label Funds (PLFs) are used by many high profile families because of their key advantages.

Explaining Private Label Funds

PLFs are tailor made investment funds which can be used by individuals, families or investment managers. Structured based on the client's needs, PLFs are often customized according to the type of fund preferred, the fund jurisdiction and the investments the fund holds. They allow for flexible asset allocation, as well as pooling of capital, subscriptions and redemptions. PLFs also provide complete flexibility in relation to investment strategies, regions, asset classes, currencies and the design of other key fund parameters. In certain jurisdictions such as Singapore and Hong Kong, PLFs can benefit from tax incentive schemes available to funds as well.

Case study

Consider a 2 generation family with a young 3rd generation in which the bulk of the family wealth was established by the main family business. Some family members in the 2nd generation have started their own businesses as well. The family business has recently gone through a liquidation event resulting in substantial assets to be managed.

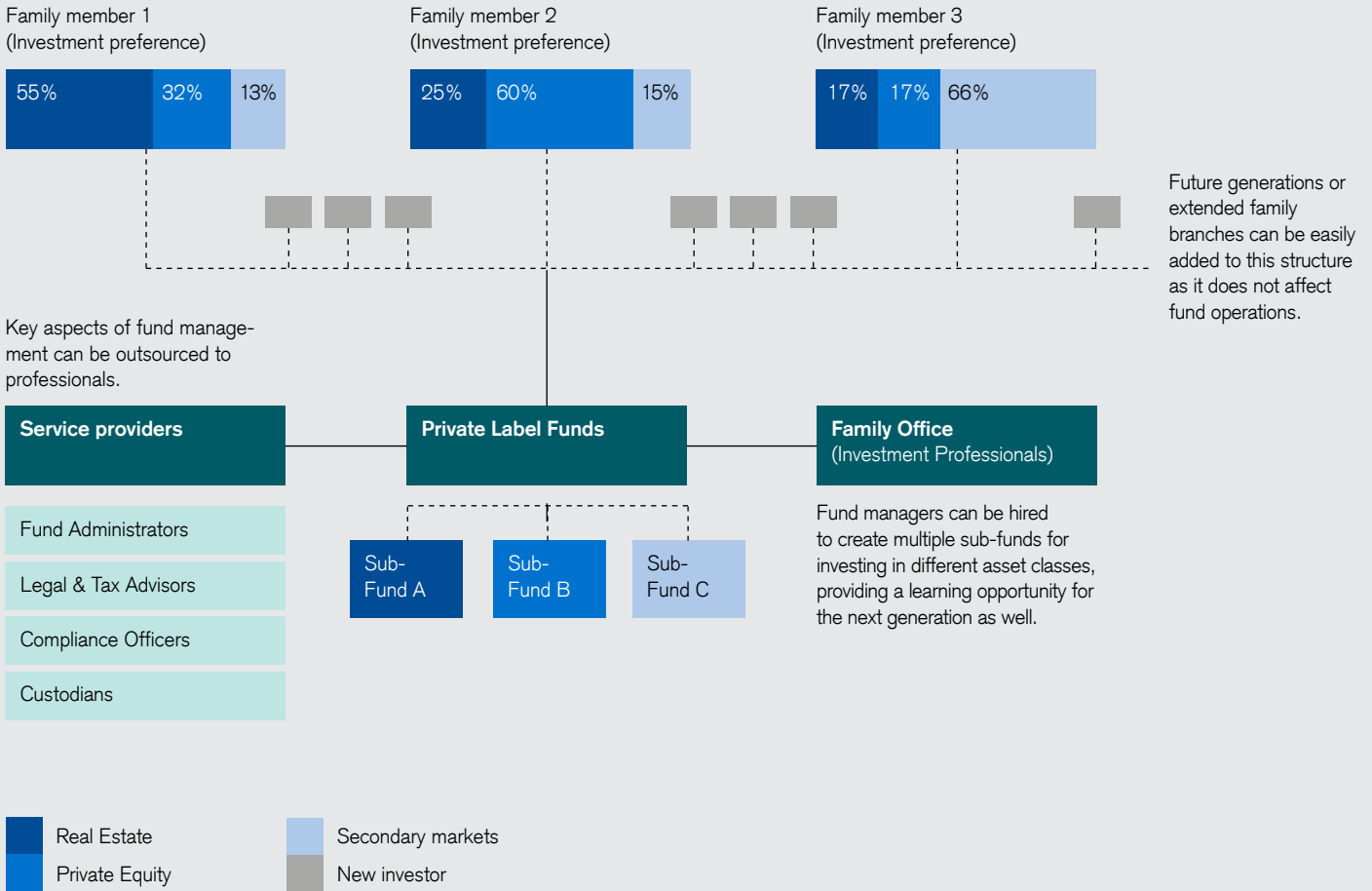
By utilizing a PLF, the family can now achieve their following 4 main objectives.

Family objectives

1. Professional management of the family wealth from the post liquidation event.
2. Involve the 2nd generation in the wealth management process.
3. Create a common investment platform for family members to invest into different asset classes according to their preferences.
4. Eventually manage the wealth of other close family members/branches.

Umbrella PLF

By establishing a common investment platform, economies of scale are created when members' funds are pooled together in the respective sub-funds.



Looking forward

Structuring a PLF professionalizes investing and provides a well-rounded solution that caters to the individual preferences across generations in key aspects of wealth management.

At Credit Suisse, our APAC family office services team have been around for more than 10 years, dedicated to create holistic solutions for your needs. To find out more about how structuring a PLF can be an effective solution for your family, contact us via your RMs today.

Guest Speaker



Danny Tan

Partner, Head of Investment Funds,
Asia-Pacific, Ashurst Director, ADT Law

Danny heads the Investment Funds Practice in Asia-Pacific and is widely regarded as one of the top investment funds lawyers in Singapore. With two decades of experience advising on investment funds, capital markets, and mergers and acquisitions, Danny Tan has extensive experience in fund formation and restructuring, fund investments and fund regulatory matters. His expertise with both onshore and offshore fund vehicles is well regarded in the Singapore fund management industry, whether for private equity funds, hedge funds, fund of funds, real estate, infrastructure or venture capital funds. He frequently acts for governmental bodies and sovereign wealth funds, local and international fund managers, family offices and financial institutions. He is consistently ranked as a leading lawyer in Chambers Asia-Pacific, The Legal 500 Asia Pacific and IFLR1000. Danny Tan is qualified in both Singapore and England and Wales.

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Christos Anagnostopoulos

Head of Private Label Funds and Wealth Structuring APAC

Christos joined Credit Suisse in 2011 and he has been working with Families, UHNWIs and Managers globally to assist them in establishing their own Private Fund Structures. He specializes in designing and coordinating the set up of Private Label Funds and other Investment Structures in a wide variety of jurisdictions. Christos is responsible for the development of the Private Label Funds and Investment Structuring offering in Asia Pacific and he is based in Singapore since April 2017.



Thomas Ang

Head of Family Office Services APAC

Thomas works extensively with Business Families across Asia Pacific to identify and address issues regarding generational transition of business and wealth. He specializes in family governance and development of transition roadmap of large multi-generational business families and Mandarin speaking families. He is a founding member of the Credit Suisse Family Office Services and is responsible for the creation of the Family Office Hub in Singapore.



Tan Li Jian

Specialist, Private Label Funds and Wealth Structuring APAC

Li Jian advises on the establishment of Private Label Funds and relevant investment structures for family offices, ultra-high-net-worth individuals and fund managers. Li Jian was previously an investment funds lawyer in private practice, specializing in fund formation, structuring and regulatory matters. He worked at leading corporate law practices prior to joining Credit Suisse, and advised family offices, fund managers, financial institutions and government organizations on the establishment of fund management companies and onshore and offshore fund vehicles. He was admitted to the Singapore Bar in 2017.

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