

# Family offices have to navigate uncertainty putting in place correct family governance

Plan with a long term horizon, structure wealth properly, diversify assets and use alternative investments are the key strategies for 2015

by Ali Tamashiro\*

## The Company

Oracle Capital Group is the biggest multi-family office, serving Eastern European and South-East Asian clients in the UK and worldwide branches. They work together to provide a range of services including corporate and fiduciary, investment advisory (through our offices in Switzerland and the Bahamas), wealth structuring and asset protection, as well as property development, management and relocation services. Offering access to trusted advisors, who possess traditional values of discretion and personalised client service together with modern compliance and service standards and international reach.

“I’ve never known a time in my career where there’s been more uncertainty,” says **Martin Graham**, Chairman of Oracle Capital Group. Mr Graham attended for the first time Marcus Evans’ leading European Private Wealth Management event, The Elite Summit. Graham spoke about dealing with uncertainty in 2015 and focused on the challenges that family offices face in current conditions. There is a great deal of uncertainty at the present time in the political, economic and regulatory fields. Family offices have to cope with the risks that these uncertainties present, by putting in place correct Family Governance. Mr Graham believes it is important to take a proper approach and to plan ahead in order to safeguard a family’s legacy. He states, “the average wealthy family loses its wealth over three generations. The ability to pass on wealth efficiently, avoid disputes over the wealth structure, continue to grow that wealth and get those who inherit it to understand that they have a duty to grow their future as their family and their wealth grows is a challenge which families are yet to accomplish”. How exactly do you plan properly? Graham suggests you start by educating your family and adapting to successes and failures. Education and knowledge of a family’s goals and values is key, because this can be inserted strategically into a company’s objectives. Next, have a long term plan that includes diversification and physical asset investments. Finally, get your family involved in Alternative Investments that are exciting and interesting. Oracle Capital Group has started a new venture in the Alternative Investment world by introducing investment in fine art. The fine art market is booming and Oracle Capital Group

has specialists who identify specific paintings for their clients to purchase as investments. In addition, Mr Graham has seen an exponential growth in demand for vintage cognac, physical assets and real estate as alternative investments. With there being so many different approaches for Family Offices to deal with present uncertainties, Mr Graham valued the opportunity to meet bright people with new ideas at the Elite Summit. He commented that having the opportunity to meet face-to-face with a handful of senior executives with similar ideas and interests was the most valuable feature he could take from Marcus Evans’ Elite Summit. Martin Graham has enjoyed a distinguished career in the financial services industry. He has achieved significant success in creating transformational growth strategies through leading teams with deep client focus. Between 2003 and 2009 Martin was Director of Markets and Chairman of AIM at London Stock Exchange PLC where he had had direct responsibility for over USD 500 million of revenues and 75% of group profits. Martin personally led the exchange’s transformational growth strategy focussed on driving market efficiency and resulting in a five-fold increase in market size between 2003 and 2008. In addition, he was instrumental in building the company’s international franchise, significantly outperforming all other major competitors. Martin has been closely involved in the flotation of numerous companies both on the LSE’s Main Market and AIM. Prior to joining the London Stock Exchange he held a series of senior positions in the global financial services industry.

\***Marcus Evans**

## ABOUT SEMI-ANNUAL ELITE SUMMIT 2015

The Semi-annual Elite Summit 2015 is a unique forum that will take place at the Fairmont Le Montreux Palace, Montreux, Switzerland on November 2015. The Elite Summit is the premium forum bringing top tier buyers and sellers together. As an invitation-only event taking place behind doors, the Elite Summit offers the independent advisers of single and multi family offices, wealthy private investors, international fund managers and asset managers a devoted environment for unparalleled business and networking opportunities in a luxurious and stimulating environment. The provide attendees with a unique opportunity to individually tailor their schedules of keynote presentations, case studies, roundtables and up to 15 one-on-one business meetings with interested buyers.