



## Nerine representation at industry events

### Nerine Trust Company Limited

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Nerine Group of Fiduciaries has represented the best of private client services expertise at two industry events in the Channel Islands recently.

Client services director, Mark Biddlecombe, spoke at Guernsey Finance's China Update and BusinessLife.co's Family Offices: Past, Present and Future conferences.

Addressing Guernsey's position with China, Mr Biddlecombe joined a panel of five industry experts in a debate

moderated by Guernsey Finance chief executive Dominic Wheatley. The session explored recent and upcoming developments in the China and Hong Kong markets, Guernsey's growing presence in these regions and the challenges and opportunities presented by doing business in them.

Mr Biddlecombe said: "It is hugely apparent that the markets in Asia cannot be ignored. Within the next decade China and India will be the dominant economies. Local businesses should act on the opportunities available without underestimating the effort required to do so. It is about committing to these regions and playing a long-game to establish yourself.

"The work Guernsey Finance is undertaking in China is vital but needs support from the business community. The more industry can do to be involved in these initiatives, the better placed Guernsey will be in being seen as a jurisdiction of choice."

Discussing family offices and their relationship to the Channel Islands at the BusinessLife.co event Mr Biddlecombe led a debate with Carey Olsen partner Konrad Friedlaender considering the effective management of conflict in family office arrangements. They staged a consultation to look at frequently arising conflicts in succession planning and how these are best managed along with more recent trends in this area taking into account the cultural differences in emerging markets.

"Conflict will always be something to consider in the family office business and the number one message here is that prevention will always surpass cure. The key is for practitioners to be mindful of potential issues in advance by establishing honest dialogue with the client across generations.

"In modern engagements families seem very aware of the potential difficulties and might even suggest setting up a dispute resolution mechanism in advance. This won't always be the case however and the onus is on the provider to ensure they take time to really appreciate the dynamics of the client and are designing a structure to suit."