SHANGHAI FAMILY CONFERENCE SPEECH

FOR

LEE MATTHEWS

Hello everyone. It’s a great pleasure and a real privilege to meet with all of you esteemed guests and it’s wonderful to see all of our distinguished colleagues at this conference. Although the office where we are based in the U.S. is half a world away, being here in this sister office in Shanghai is thrilling. The stimulating atmosphere of Shanghai radiates power and growth and being here with all of you, our partners, really reinforces that, and although we each have unique characteristics, talents and vital contributions to make within our teams, there is great and exciting common ground to celebrate. We are all part of an intertwined global network on a daily basis, yet being here with all of you face to face really emphasizes the point that the world truly is getting smaller and partnerships flourish not only through common bonds, but also through mutual respect across cultures. To our guest, I want to say that the phenomenal economic growth we witness throughout today’s China is staggering, and in particular, cities like Shanghai are alive with seemingly perpetual new prospects of expansion and innovation. The old areas of the city blend with new infrastructure and with each project, the skyline of Shanghai morphs into a more and more vital presence on the global economic scene of the future. Over the past several years, the face of business has been changed throughout the world, and thanks to many of you here today, China is at the forefront of unprecedented major expansion. Even the shortest observation of the “dance” of your constituents on the streets of this city reveals an energy that is truly inspiring. Young people intertwined with tradition. Old architecture intermingled with the ultra modern, luxury mixed with the pulse of the people in this world-class city. It’s all a truly amazing panorama to behold, and you, my esteemed colleagues and guests, are at the nexus of the forefront of the New China. As such, there are new obligations and responsibilities that go along with the privilege of being in the wheelhouse of this fresh and exciting society. Although the history of the Chinese people spans thousands of years, now, more than ever, it is essential to look to each other in the global business community as we navigate the new territory that reveals itself, and as the global business climate shifts, it is imperative to seek collaboration with those who embrace the challenges and rewards inherent in such unprecedented expansion and growth. Although China has embarked on new phases of a thrilling journey of economic development, there are those of us here today who have learned from history and from the moguls who have preceded us. Greatness is predicated on honoring the past, respecting the present and preparing thoughtfully for the future. That is what we are here to do. We are thankful and privileged to have this opportunity to share experiences and the results of the studies we have initiated, and our discipline as lawyers guide us to focus on your unique issues and to customize our programs and interface with you to support and assure the success of your work and the safeguarding of the assets of you, our clients. Our mandate is to guide you through the mazes of laws, international regulations and seemingly impossible barriers that arise, so that, as successful entrepreneurs in this new age, you are able to maximize the benefits provided by your considerable business structures in order to provide and secure a safe haven for your families, loved ones, and heirs. In this environment, it is essential to strive for, and achieve, growth and success. This goes for relationships with our colleagues and our clients, and regardless of political interactions, businessmen and businesswomen have historically found the means to forge paths to mutual success and camaraderie, so essential in maintaining ongoing trade and financial relationships.

We are here to discuss safe havens, and one in particular, which I will discuss in a short while. But first, I’d like to share a little of the way financial services have been handled up to now. These means are valid, however, in a global marketplace, we must be encouraged to “think outside the continent,” as it were. In Asia, we are familiar with nearby locations that have provided latitude in the past; these locations act as safe harbors for residential as well as financial retreats. I mentioned earlier that the world is shrinking, and as our assets grow, it is incumbent upon us to look to other parts of the world to areas already demonstrating ways of doing business in a style more reflective of our new and modern times. Governments in other areas of the world are becoming more involved in structuring obligations for high net worth earners. Our firm, founded on creativity, commitment and collaboration, works earnestly to serve our clientele in the most complete and comprehensive ways possible. We believe in customized services in order to keep up with rapidly changing times, and the panels and presentations you heard today demonstrate just a small portion of our commitment to remain at the forefront of structure safe, secure and fully compliant off-shore transactions in trade, business, and investments. We are also committed to guide and advise you in navigating the details and risks that are inherent in managing and safeguarding your personal net worth as well as your business assets. As far as we are concerned, both are of equal importance and concern to all of us at Dacheng. In business, we acknowledge the importance of supporting our fellow citizens and community, as well as farther regions where we express our involvement, and ultimately, that reach spans the country and ultimately the world. We are aware of the necessity to preserve and establish in perpetuity, for our families and loved ones, the considerable assets that were earned through devotion to family and heritage, and dedication to hard work and a deep understanding of business. We believe in the mandate to ease the struggle for personal survival for those we care for most in the world, and to allow them the room to trust the stewards of their fortunes. As our mutual relationships in these areas grow and prosper, so will the financial freedom of your heirs, allowing them the freedom to choose their paths to greatness and contributions to society.

In ancient China, the great dynastic families made their mark on civilization, and in recent Western cultural history, we have seen modern dynasties created in post industrialist America. Families like the Carnegies, Morgan’s and Astor’s left an indelible impression on the face of our country. The patriarchs of these families were known as great financiers, and as such had the foresight to instill a sense of fiduciary and community responsibility to their heirs. We have learned from their financial process and what they have created and how their heirs have benefited, and now the modern version of that process is available to you and your heirs. In the past, these self-made magnates have made significant contributions to the world in which they lived. From railroads to universities, from the steel industry to major national banks, these titans of industry changed the world we live in and their heirs, for the most part, followed suit. We have also had the benefit of wise council from a modern dynasty, that of the Forbes family. The Forbes fortune began almost 100 years ago with magazine publishing. Today Forbes is a name synonymous with success, diversity and consciousness. Tonight we are privileged to have with us a representative of the Forbes businesses, and he will speak to you about the Forbes Family Trusts.

You are clearly exceptional and accomplished individuals, and now it is your mandate to take the necessary steps to see to it that your heirs and your estates have the opportunity to parlay the results of your creativity, determination and meticulous planning, and to define the map that will enable a perpetual and significant contribution well into the future. Our job is to guide you on that journey. In the words of Sir John Templeton, “The secret of creating riches for oneself is to create them for others.”

I’d like to share a little bit about our firm. The legal talent we have is broad and it is deep. By that I mean that our lawyers travel throughout the world. They educate themselves and become intimately familiar with rules and regulations in jurisdictions worldwide so that they have the ability and wherewithal to advise clients as needed. In addition, as both members of this firm and as representatives of an offshore financial center with a long and stable history of managing fortunes on a perpetual basis, our partners offer the very best in complete financial and business expertise. The offshore financial center that I speak of is the principality of Liechtenstein, and its attributes as a safe harbor location from which either business or personal headquarters can be conducted, are impeccable. There are very few financial centers that can claim to operate as successfully as this small principality just south of Switzerland. Its country’s laws, regulations and traditions support the privacy and financial industries. It shares a healthy and well-managed relationship with China, and has successfully navigated negotiations and business dealings with the United States as well as neighboring European countries. It has retained its status as a reliable and stable financial center and has emerged as a strong, safe and private location for safe personal and business investments for the 21st century. Liechtenstein is a successful democratic monarchy and the reigning prince has been highly endorsed twice by 85% of its population. Of course that population of a little over 35,000 people probably compares to the population of this one building we’re in right now, but I am sure they are very proud and happy to be living in Liechtenstein!! Actually, I must correct myself-the population is actually a bit larger…the foreign minister, Arelia Frick just gave birth to the newest citizen, a little boy, and although he is not yet old enough to vote, the word is he is quite happy to be there too! Needless to say, in such a small country where everyone knows everyone, each birth is a celebration.

For a few more facts on Liechtenstein, I’d like to point out that Firma Hilti is well known in the construction industry for its high quality machine tools and bridge and road equipment, in fact, in 1986, Hilti became one of the first foreign manufacturing companies to have a presence in China-I think you can see that the Liechtenstein/China connection goes back almost 30 years. I’d also like to mention that your car’s steering wheel or parts of its transmission most probably contain parts made in Liechtenstein, and the country was one of the earliest manufacturers of replacement teeth…. for a small democratic principality, they get around!! Lastly, regarding Liechtenstein’s viability as a safe haven for investments, country law provides for an entity that is ideal for the maintenance of family offices and family trusts-in other parts of the world, these might be known as a “stiffun” or a foundation, and no matter what it is called, it allows for much more structural flexibility than other legal entities. Liechtenstein is an ideal place for our firm to set up its newest locale in order to serve you, our valued clientele…. now isn’t **THAT** an idea to “sink your teeth into!!” (**Say this enthusiastically and wait for the laugh**)

In the words of the Chinese proverb, “One generation plants the seeds and another gets the shade.” Once again, I want to sincerely thank all of you for being here and for expressing interest in what we have to say and offer. As I said in the beginning, these are exciting and enviable times for China and its people. A whole new world has opened up and you are all on the vanguard of a new “society.” Given the heritage of the Chinese culture and the history of magnates who have “changed the world,” each one of you has an unprecedented opportunity to make a positive impact on your families, your community, your country and the world. Remember the words of Sir John Templeton; “The secret of creating riches for oneself is to **create them for others**.” You have done a brilliant job in creating riches. Each one of you has literally planted millions of seeds. As you work to create those riches for others, the guidance and support required for successful investing lies within the auspices of this fine firm. Each one of you had the vision and tenacity to create and nurture tremendous success. We offer our services so that you can continue on your journeys to even more success without being burdened by the day-to-day management of your considerable assets. We have the infrastructure established to handle your business and personal financial portfolios as though it were our own-and our outreach does not stop there. We know that you’re exceptional and we encourage you to be even more so. We also know that each one of you is unique, with a special vision and determination to succeed at the highest levels of personal and professional performance. I know that I speak for all of my colleagues and partners when I say that we are extremely fortunate to have the opportunity to speak with you, and we will be even more honored to have the opportunity to work with you now and into the future. We wish you all continued health, happiness and success!

(**Is it appropriate to say, “Xie Xie?”)**

Thank you all