

**HONG KONG TRUSTEES' ASSOCIATION LTD**  
**c/o Deacons**  
**6/F Alexandra House**  
**Chater Road, Central, Hong Kong**

Tel: 2551 8696  
Email: [queries@hktrustees.com](mailto:queries@hktrustees.com)  
Website: [www.hktrustees.com](http://www.hktrustees.com)

**SEMINAR ON**

**EMPLOYEE SHARE OWNERSHIP TRUSTS –**  
**WHY THEY ARE KEY TO A SUCCESSFUL COMPANY SHARE PLAN**

Speaker: Ms Elaine Graham, Head of Employer Solutions for ZEDRA, Guernsey  
Date: Wednesday, 24 October 2018  
Time: 5:30 p.m. – 6:30 p.m.  
Venue: Offices of Deacons, 14/F Alexandra House, Chater Road, Central, HK

**The speaker:** Elaine is Head of Employer Solutions for ZEDRA, Guernsey. She is a fellow of the Institute of Chartered Certified Accountants and has over 19 years' experience in the financial services sector.

Elaine has had vast experience in audit, accounting and tax roles but has spent the last decade focusing on corporate trusts, specifically in Employee Benefit and Share Ownership Trusts and related incentive structures for a large variety of companies. She has extensive tax and legal compliance knowledge and has worked with many corporate clients and their employees, from incentive plan implementation to vesting and other value “lifecycle” events including IPO’s.

Elaine’s clients include some of the largest companies on the London Stock Exchange, covering the FTSE 100, FTSE 250, as well as internationally listed clients and private companies with institutional shareholders.

Elaine holds a BA (Hons) from University College Dublin and had been with ZEDRA for 14 years. She was named “Outstanding Individual of the Year” in the 2018 Citywealth 2018 Magic Circle Awards and was also named “Women of the Year” at the 2017 Citywealth Magic Circle Awards.

**The talk:**

1. A brief history and overview of the Employee Share Ownership Trust (“ESOTs”)
2. Uses and Benefits of ESOT’s
3. How and when an ESOT goes wrong – lessons to be learned
4. The future of ESOT’s and global share plans

**HONG KONG TRUSTEES' ASSOCIATION LTD**

**PO Box 8493**

**GPO Hong Kong**

Tel: 2551 8696

Email: [queries@hktrustees.com](mailto:queries@hktrustees.com)

Website: [www.hktrustees.com](http://www.hktrustees.com)

**SEMINAR ON**

**EMPLOYEE SHARE OWNERSHIP TRUSTS –  
WHY THEY ARE KEY TO A SUCCESSFUL COMPANY SHARE PLAN**

Speaker: Ms Elaine Graham, Head of Employer Solutions for ZEDRA, Guernsey

Date: Wednesday, 24 October 2018

Time: 5:30 p.m. – 6:30 p.m.

Venue: Offices of Deacons, 14/F Alexandra House, Chater Road, Central, HK

The cost per person will be HK\$400 for members of the HK Trustees' Association Ltd, and HK\$450 for non-members.

Please complete this form and return to us at the above address with your cheque made payable to "**HK TRUSTEES' ASSOCIATION LTD**".

Alternatively, please deposit to our account no. 447-0-024582-3 with Standard Chartered Bank and send us the receipt with this form by email.

Name of Member/Company \_\_\_\_\_

Name(s) of attendee(s) \_\_\_\_\_

Cheque total: \_\_\_\_\_ Cheque No. \_\_\_\_\_

Contact Person: \_\_\_\_\_ Telephone: \_\_\_\_\_

Email: \_\_\_\_\_ Fax: \_\_\_\_\_

(NB: Payments are non-refundable unless the event is cancelled by the Association.  
Bookings are only confirmed with payment, on a first-come, first-served basis.)