

Australia Investment Management Summit

Park Hyatt Hotel
May 13-14, 2009
Melbourne, Australia



Analysis of Participant Profile

Quantity:

Number of Investors	58
Number of Consultants	<u>22</u>
Total Number of Clients (Investors & Consultants)	80
Number of Asset Managers	30
Client-to-Manager ratio	<u>2.7</u>
Others (Government, Academics etc)	9

Quality:

- Of the 58 investors, 27 (i.e. **47%**) are at CEO/CIO/Head of Investments level
- Of the 22 Consultants, 11 (i.e. **50%**) are at CEO/MD/Principal level

This summit has featured some of the largest funds from Australia/New Zealand.

In the “Watson Wyatt Top 300 Pension Funds (September 2008)”, 12 (twelve) Australia/New Zealand Funds were listed in the Top 300. Below is the analysis of how they were involved in our 2009 summit:

<u>World Ranking</u>	<u>Delegate Involvement @ Summit</u>
#66 Future Fund	Paul Costello, General Manager - <i>Speaker</i> Raphael Arndt, Head of Infrastructure and Timberlands Gary Gabriel, Head of Private Markets Mitchell Stack, Head of Debt & Alternatives
#89 State Super	Don Russell, Chairperson of Trustee Board - <i>Speaker</i> Martin Drew, Chief Investment Officer
#122 AustralianSuper	Mark Delaney, Deputy Chief Executive & Chief Investment Officer - <i>Speaker</i> Kai Lee, Investment Manager Joseph Wahba, Investment Manager
#125 UniSuper	Dennis Sams, Head of Public Markets - <i>Speaker</i> Brad Green, Investment Analyst - Private Markets Sandra Lee, Senior Investment Analyst

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World Ranking (cont'd)

Delegate Involvement @ Summit (cont'd)

#144 **Qsuper**

Scott Cornfoot, Director of Business, Active Management Division, QIC (Fund Manager of QSuper)
James Dick, Head of Beta Research, QIC
Barry Temple, Product Specialist- Implemented Absolute Return, QIC
Stephen Whatmore, Investment Manager, Global Private Equity, QIC
Michael Rice, Director, Rice Warner (recently appointed Chair of Investment Committee)
– *Speaker & Advisory Board Member*

#239 **REST**

Damian Hill, Chief Executive Officer – *Advisory Board Member*
Sue-Ellen O'Keeffe, Director, Structured Credit, Super Investment Management (subsidiary of REST)

#187 **CSS/PSS** (now know as **ARIA**)

Lochiel Crafter, Chief Executive Officer

#231 **FSS – NSW**

Nil

#261 **Hesta**

Nil (Robert Fowler spoke in 2008, but couldn't make it this year)

#276 **CBUS**

Chris Tang, Investment Analyst
Polly Tsang, Investment Analyst

#287 **New Zealand Super**

Adrian Orr, Chief Executive Officer – *Speaker*
Tore Hayward, General Manager, Portfolio Research

#296 **Telstra Super**

Marie Lessio, Investment Analyst
Kent Ian Robbins, Portfolio Manager - Property

In addition, **Victorian Funds Management Corporation**, the responsible entity for 14 Victorian government agencies (\$14 billion AUM) is represented by:

Justin Pascoe, Chief Investment Officer & Acting Chief Executive Officer - *Speaker*
Andrew Elliott, Deputy Chief Investment Officer - *Speaker*
Adrian Best, Portfolio Manager - Private Markets
Paul Alan Murray, Investment Director
Syd Bone, Former Chief Executive Officer – *Advisory Board Member*

ABP, the world 3rd largest pension fund, is represented by:

Jeroen Schreur, President, APG Investments Asia - *Speaker*

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Investors

Mark Delaney
Deputy Chief Executive & Chief Investment Officer
AustralianSuper

Lochiel Crafter
Chief Executive Officer
ARIA

Jeroen Schreur
President
ABP Investments Asia

Tim Hughes
Chief Investment Officer
Catholic Superannuation Fund

Michael Block
General Manager - Investments
FuturePlus

Jeff Rogers
Chief Investment Officer
ipac

Graham Reeve
Managing Director
Myer Family Office

John Livanas
Chief Executive Officer
Australian Meat Industry Superannuation Trust

David Hartley
Chief Investment Officer
Sunsuper

Martin Drew
Chief Investment Officer
SAS Trustee Corporation (State Super)

Paul Costello
General Manager
Future Fund

Adrian Orr
Chief Executive Officer
New Zealand Superannuation Fund

Ann Byrne
Chief Executive Officer
Australian Council of Super Investors

Justin Pascoe
Chief Investment Officer & Acting Chief Executive Officer
Victorian Funds Management Corporation

Bill McRobert
Fund Manager
Meat Industry Employees' Superannuation Fund

Dr Don Russell
Chairperson of Trustee Board
SAS Trustee Corporation (State Super)

Victoria Gibson
Head of Portfolio Management
NSW Treasury Corp

Paul Kessell
Investment Manager
Professional Association of Superannuation

Geoffrey Martin
Director, Investment Services
University of New South Wales

Peter Lunt
Executive Manager, Investments
VicSuper

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Douglas Watson
Fund Trustee and Fund Secretary
Combined Fund

Andrew Elliott
Deputy Chief Investment Officer
Victorian Funds Management Corporation

Alan Kwan
Director, Investment Management
WorkCover Authority of NSW

Jennifer Guthrie
Manager, Superannuation Compliance,
Superannuation Group
Australia Post

Kai Lee
Investment Manager
AustralianSuper

Joseph Wahba
Investment Manager
AustralianSuper

Suzanne Branton
Senior Portfolio Manager
Equisuper

Raphael Arndt
Head of Infrastructure and Timberlands
Future Fund

Tore Hayward
General Manager, Portfolio Research
New Zealand Superannuation Fund

Oliver Mauger
Portfolio Manager
Perpetual

Bob Officer
Former Chairman
**Victorian Funds Management Corporation &
Victorian WorkCover Authority**

Graeme Smith
Manager Investments
Vision Super

Denise Hu
Australia Post

Alister Wong
Manager, Investment Operations
Australian Post

Chris Tang
Investment Analyst
CBUS

Polly Tsang
Investment Analyst
CBUS

Gary Gabriel
Head of Private Markets
Future Fund

Mitchell Stack
Head of Debt & Alternatives
Future Fund

Theo Solios
Portfolio Manager
Perpetual

Paul Stuart Griffiths
Investment Analyst
Professional Association of Superannuation

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Director of Business, Active Management Division
QIC

James Dick
Head of Beta Research
QIC

Sue-Ellen O'Keeffe
Director, Structured Credit
Super Investment Management

Marie Lessio
Investment Analyst
Telstra Super

Brad Green
Investment Analyst Private Markets
UniSuper

Sandra Lee
Senior Investment Analyst
UniSuper

Paul Alan Murray
Investment Director
Victorian Funds Management Corporation

Chris Booth
Head of Tactical Allocation
IAG Asset Management

Vidar Ovesen
Fiscal Policy and Petroleum Fund Adviser,
Macroeconomic and Tax Policy Unit
Ministry of Finance, Timor-Leste

Barry Temple
Product Specialist- Implemented Absolute Return
QIC

Stephen Whatmore
Investment Manager, Global Private Equity
QIC

Kent Ian Robbins
Portfolio Manager - Property
Telstra Super

Mark Waldron
Investment Manager
The Australian National University

Dennis Sams
Head of Public Markets
UniSuper

Adrian Best
Portfolio Manager - Private Markets
Victorian Funds Management Corporation

Adam Karaelis
Senior Investment Analyst
Vision Super

Mary McLaughlin
Senior Investment Manager
ipac

Peter Stein
Vice President & Chief Investment Officer
University of Chicago

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Consultants

Ken Marshman
Chair & Head of Investment Outcomes
Jana Investment Advisors

David Stuart
Principal
Mercer Investment Consulting

Michael Rice
Director
Rice Warner Actuaries

Steve Schubert
Director of Superannuation - Australasia
Russell Investment Group

Alexandra O'Dea
Investment Consultant
Watson Wyatt Australia

Grant Atchison
Senior Consultant
Atchison Consultants

Debra Ng
Research Analyst
Albourne Partners

Jeff Chee
Investment Consultant
Watson Wyatt Australia

Fiona Trafford-Walker
Managing Director & Senior Consultant
Frontier Investment Consulting

David Chessell
Director
Access Capital Advisers

Tony Cole
Head, Asia Pacific
Mercer Investment Consulting

Gareth Abley
Head of Asset Consulting
MLC Implemented Consulting

Ray King
Principal/Managing Director
Sovereign Investment Research

Mark Thomas
Access Capital Advisers

Jess Bolkom
Advisory Services
Aksia

Michael Hamer
Research Analyst
Albourne Partners

Ryan Bisch
Senior Associate
Mercer Investment Consulting

Amanda Roberts
Rice Warner Actuaries

Eugene Synman
Managing Director - Australia
Cambridge Associates

Simon Ruddick
Managing Director & Co-founder
Albourne Partners

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Alun Stevens
Principal
Rice Warner Actuaries

Sam Killmier
Investment Consultant
Watson Wyatt Australia

Ross Jones
Deputy Chairman
Australian Prudential Regulation Authority

Barbara Munder
Executive Director
Institutional Investor

Ian Woods
Investment Manager
Invest Victoria

Steven Hall
Managing Director
Brookvine

Others

Wayne Lewis
Chief Executive Officer
Invest Victoria

Jack Gray
Adjunct Professor of Finance, Paul Wooley Centre for
Capital Markets Dysfunctionality
University of Technology Sydney

Peter Collens
Director - Investment Attraction
Invest Victoria

Hugh Moor
Manager, Financial Services Industry
Invest Victoria