

Who should attend?

Investment managers and investment decision makers at:

- Pension funds
- Investment management groups
- Family offices
- Insurance companies
- Private banks
- Pension fund consultants

Multi-Asset Class Investment

Introducing a revolutionary approach to UK asset allocation
London • December 4 & 5 2006

“When we see one of the world’s leading investment thinkers doing one thing, and being vindicated by a quarter of a century of outstanding returns, and yet pension funds and other institutions doing precisely the opposite – apparently on advice that this is the correct approach to take on a ‘risk adjusted’ basis – then clearly something is profoundly wrong.”

Guy Fraser-Sampson, Author, “Multi Asset Class Investment Strategy”

COURSE TUTORS:



GUY FRASER-SAMPSON

author “Multi-Asset Class Investment Strategy”



JOE TOPLEY

Investment Director,
Greenpark Capital



SIMON HOPKINS

Founder, Fortune



ALAN KIRKPATRICK

Managing Partner and Co-Founder,
The Kirkpatrick Partnership LLP



SIMON COOKE

Managing Director, Close
Brothers Investment Ltd (CBIL)

ABOUT THE COURSE

Guy Fraser Sampson, pioneer in the UK of multi asset class investment theory and author of the book "Multi-Asset Class Investment Strategy", is joined by various esteemed speakers from within the investment community to deliver this unique 2 day training course.

Multi asset class investment theory is set to revolutionise UK asset allocation. Guy Fraser-Sampson argues that the current asset allocation approach adopted by UK pension funds has been profoundly mistaken, leading to the current funding crisis. The new multi asset class investment theory encourages allocation to 5 asset classes as adopted by David Swensen with the Yale Model – a strategy that has enabled Swensen to grow the Yale endowment fund by 16% each year and rank consistently in the top percentile of investment performance.

Guy believes that ***"had the UK pensions industry embraced alternative assets 10 years ago, the funds they manage would be twice as large as they are, and the deficit crisis would never have happened."***

This expert panel of speakers looks at portfolio theory in the light of multi asset class investing, and examines the possible asset classes in detail including quoted equity, private equity, property, and hedge funds.

Every attendee will receive a free signed copy of the book "Multi Asset Class Investment Strategy" upon which this training workshop is based, which caused a huge stir when it was launched earlier this year, and went into Amazon's "Hot 100" within six weeks of publication.

Praise for "Multi Asset Class Investment Strategy":

"...pension fund trustees right around the globe should read the book... it is certain to stir up some much needed debate... has received rave reviews from within the UK pension industry"

Global Pensions, July 2006

"Every pension trustee should read this book"

Amanda Walker, London Pension Fund Authority

"The tectonic plates are shifting under the British investment establishment..."

The Daily Telegraph, June 2006

DAY ONE – MONDAY DECEMBER 4 2006

0930 INTRODUCTION: THE YALE MODEL AND MAC INVESTING

- What is Multi-Asset Class Investing?
- What is the Yale Model, and does it work?
- Application of the model outside the US
- David Swensen's credo in outline

1015 FINANCIAL THEORY I – CORRELATION, THE MISSING LINK

- Traditional views of relationship between risk and return
- Effect of correlation (and lack of it)
- The efficient frontier
- Practical considerations

1100 Morning break

1130 THE TOTAL FUNDING MODEL

- What is strategy?
- What are we aiming to achieve?
- Pension fund liabilities in outline
- The escalator factor – inflation and demographic change
- Arriving at a target rate of return

1215 ASSET ALLOCATION – CURRENT PRACTICE

- Current pension fund asset mixes
- How has this changed over time?
- How is asset allocation carried out?
- Who makes the decisions?
- Why are these asset classes chosen?

1300 Lunch

1400 FINANCIAL THEORY II – RISK AS PRESENTLY VIEWED

- Beta and the Capital Asset Pricing Model
- The atheist cathedral
- Mathematical problems with Beta
- Conceptual problems with Beta
- Specific problems with annual returns

1445 FINANCIAL THEORY III – TOWARDS A NEW VIEW OF RISK

- Risk and uncertainty
- Risk in the real world
- Return risk and capital risk
- Compound returns
- Phi calculations

1530 Afternoon break

1600 LIQUIDITY

- How much liquidity do pension funds need?
- Keynes and the fetish of liquidity
- Swensen and the modern view of liquidity
- Irrationality of liquidity concerns
- Liquidity of different asset classes

1645 TREATMENT OF ASSETS AND LIABILITIES – APPLES AND ORANGES?

- Accounting and regulatory treatment of liabilities
- Why discounting liabilities is wrong
- Why the accounting measures are good ... and bad
- What should pension trustees be considering?
- What is the true view of what a pension scheme actually is?

1730 End of day one

DAY TWO – TUESDAY DECEMBER 5 2006

0930 QUOTED EQUITY

- Active versus passive management
- Which indices shall we consider?
- Correlation between quoted markets
- Currency and geographical considerations
- Return risk of quoted equities

1015 PRIVATE EQUITY

- What is private equity?
- Buyout in outline
- Venture in outline
- Primary and secondary markets
- Liquidity
- Return risk of private equity

1100 Morning break

1130 HEDGE FUNDS

- What are hedge funds?
- Different hedge fund strategies
- Single funds and funds of funds
- Volatility
- Correlation
- Return risk

1215 PROPERTY

- Direct and indirect investing
- Direct – sector and location
- Indirect – available vehicles
- Property benchmarks and performance
- Correlation with other asset classes

1300 Lunch

1400 OTHER POSSIBLE ASSET CLASSES – RECENT DEVELOPMENTS

- Structured products
- Commodities
- Exchange Traded Funds
- Energy
- Public/private partnerships: infrastructure and project finance
- Convergence/consolidation within asset management?

1445 LDI AND PORTABLE ALPHA

- Artificial treatment of liabilities
- Why liability matching does not work
- The pension plan as creditor
- The strategic dilemma
- The concept of Portable Alpha
- Why Portable Alpha does not work

1530 Afternoon break

1600 THE MAC MODEL AND RELATIVE PERFORMANCE

- How has the Yale Model performed?
- How would European pension performance have been altered by MAC investing?
- What about rebalancing?
- Absolute versus relative returns
- Compound versus annual returns

1645 Q & A: IMPLEMENTATION – PROBLEMS AND SOLUTIONS

- Regulation
- Staffing and resources
- Liquidity
- Tendering regulations
- Access
- Availability

1730 End of course

SPEAKER BIOGRAPHIES

GUY FRASER-SAMPSON



Guy Fraser-Sampson is the author of "Multi-Asset Class Investment Strategy", the book upon which this training workshop is based, and has long been an advocate for a more enlightened approach to investment by European institutions, particularly pension funds. A regular speaker at investment conferences, he also writes for a large number of pension and investment publications. His new book, "Private Equity as an Asset Class", will be published as a further addition to the Wiley Finance series in March 2007.

An equity partner in a City of London law firm at the age of 26, Guy left the law two years later and has since built up twenty years' investment experience, including setting up and running for several years the European operations of one of the world's leading Fund of Funds managers. He was previously based in the Middle East as Investment Controller with the Abu Dhabi Investment Authority, one of the world's largest investors.

In addition to several professional qualifications, Guy has an LLB with Honours from King's College, London and an MBA majoring in finance from Warwick Business School.

SIMON HOPKINS



Simon Hopkins also has 20 years' experience in the European investment business. He started a successful career as an institutional stockbroker with SG Warburg & Co in 1986, joining UBS in 1988 as European equity specialist. From 1990 to 1996 he spent over six years as a French equity market specialist in Paris, first with HSBC James Capel, then with Nomura in France, where as director of French equities, he built an equity sales and research arm.

Simon established Fortune, a diversified hedge fund management and advisory firm, and its research affiliate Global Fund Analysis in 1996. Today Fortune manages proprietary hedge funds including the Market Wizards Fund and the Fortune family of funds overseeing over 1 billion USD in total for a wide range of institutional clients including insurance companies, private banks and endowments. Simon brings to the Fortune team a deep understanding of global investors and the driving forces of fund investing. He is a regular commentator on fund industry topics in the financial media and has addressed numerous conferences, as well as the OECD and the London School of Economics, on hedge fund investing.

Simon graduated with honours from the University of Bristol's Faculty of Law.

JOE TOPLEY



Joe Topley is an Investment Director with Greenpark Capital, one of the world's leading players in the field of private equity secondary interests. He has a broad background of financial expertise, including having been a partner in an early stage venture firm in Geneva and senior level investment banking positions in London and Madrid.

Greenpark regularly raises institutional funds for investment in the secondary market, the last of which totalled 350M and was closed in October 2004. Investors are drawn from Europe, North America, the Far East and the Middle East.

Joe has a BSc in Biochemistry from Imperial College, London and an MBA from INSEAD.

SIMON COOKE



Simon is Managing Director of Close Brothers Investment Ltd (CBIL) and has over twenty years experience of property investment. He was previously CEO of Deutsche Property Asset Management and before that ran the European offices of Richard Ellis.

Simon is a Fellow of the Royal Institute of Chartered Surveyors.

SPEAKER BIOGRAPHIES

ALAN KIRKPATRICK



Alan is the Managing Partner and Co-Founder of The Kirkpatrick Partnership LLP, and has gained a reputation as an experienced financial trainer, for example, in the delivery of postgraduate financial management programmes to managers in both private and public sector organisations.

Alan advises on the financing of large international projects using limited recourse financing structures including public private partnerships, a field in which he has gained extensive experience at a senior level within international banks in the City. He has held senior level positions with various financial institutions including Westdeutsche Landesbank, Landesbank Baden-Wuerttemberg and London Forfaiting.

Alan originally practised as a chartered accountant with Price Waterhouse (now PwC). In addition to his FCA qualification he has a BA in Economics from Durham University where he won the Margaret Scott Memorial Prize, and he has an MSc, also in Economics, from Oxford University. He is an Oxford rowing "blue", having been a member of the victorious 1982 Oxford crew which also won the Daimler Benz European Universities Championship Cup. He subsequently rowed at international level.

PRIVATE EQUITY WORKSHOP

The Private Equity workshop is an intensive interactive one day course; it has been designed to provide participants with a comprehensive overview of the industry. Guy Fraser-Sampson will be your course tutor for the day. The course is based around the content from his forthcoming book which is destined to become the set text on this subject.

Topics for the day include:

- What is Private Equity?
- Private Equity Returns
- Buyouts
- Venture
- Due Diligence
- Planning a Fund Programme
- A look at Returns

For more information please contact **Lynette Bush** on **+44 (0) 20 7484 9879** or email: lynette.bush@incisivemedia.com

Separately bookable Online Modules available! – see back of brochure for special offer

CIFT, a training division of Incisive Media, is a leading financial education firm focusing on in-house and on-line learning – bringing the latest training topics to your organization and desktop.

Venue	Prices of modules
London	£150*

*Excludes VAT charged at 17.5%

Modules that complement this course are:

- Investment process EM1674 ■ Asset Betas and Market Value EM1675
- Asset Selection Decision EM1676 ■ Portfolio Execution EM1863
- Performance Evaluation EM1678 ■ Investment Styles EM1673

For more information please visit www.incisivemedia.com/cift. For specific questions, for user access, content etc, contact **Mary-anne.edmonds@incisivemedia.com** on tel: **+44 (0) 207 613 5444**

