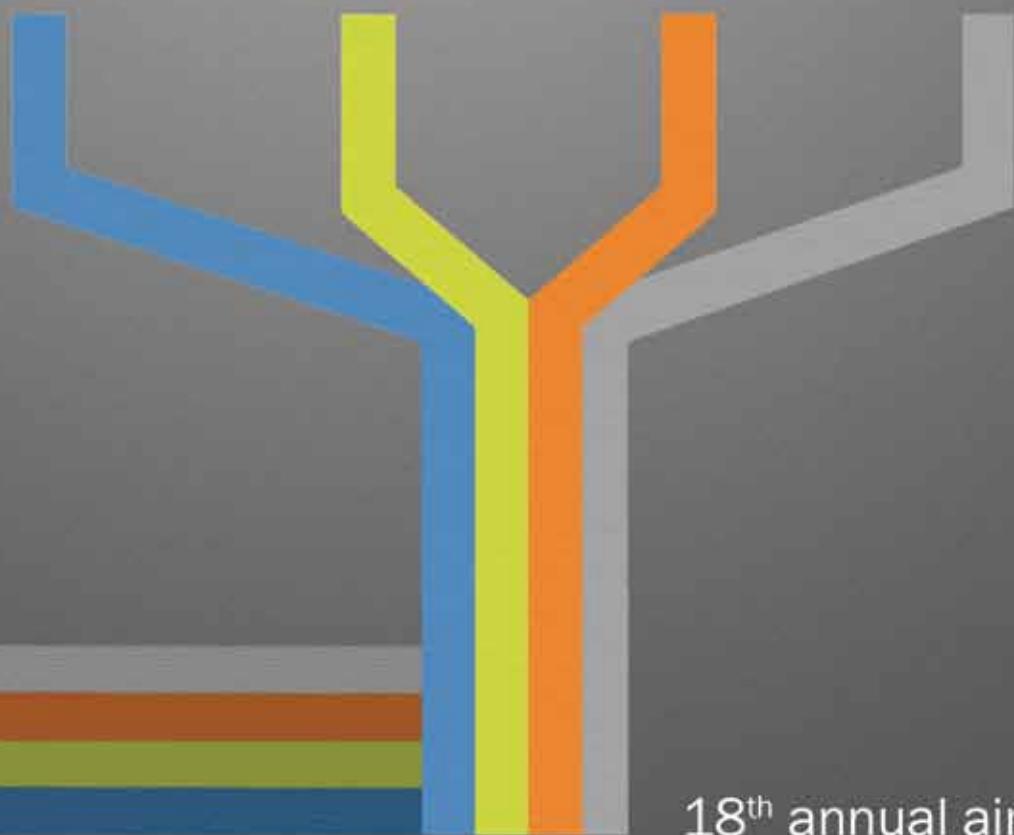


# THE ELEMENTS OF SUCCESS



18<sup>th</sup> annual aimse

canadian conference **2011**

hyatt regency toronto january 25-26



*conference program*

AIMSE



# Schedule

## January 25, 2011

5:30-7:30 pm **AIMSE Reception**  
*King Street Social*

## January 26, 2011

8:00-8:30 am **Continental Breakfast**  
*King II*

8:30-8:45 am **Welcome and Introduction**  
*King I*  
Michael Gillis, *Conference Chair, Greystone Managed Investments*

8:45-9:00 am **Now A Word From Our Sponsors...**  
*King I*

9:00-10:00 am **Elements of a Winning Presentation**  
*King I*

**Moderator:** Michael Peck, *Acuity Investment Management Inc.*

**Speaker:** Ron Gold, *Gold Consulting*

**Session Description:** Are you getting invited to make finals presentations, but not winning your fair share? During this session, Ron Gold will shed light on why institutional investors and their consultants don't just react in response to analytical arguments when interviewing investment managers – they also tend to react with their guts. Who communicated well? Who delivered messages that resonated? Who told their story in a way that brought it to life? Who demonstrated human qualities such as honesty, credibility, respect, passion, and intellectual vigor? Ron will highlight the 12 elements of a winning presentation. He'll describe the presentation "Do's and Don'ts" that will help put the odds of success in your favour.

10:00-10:30 am **Refreshment Break with our Vendors**  
*King II*

10:30 am-12:30 pm **Meet the Plan Sponsor – A Roundtable**  
*King I*

**Moderator:** Craig Auwaerter, *Beutel Goodman*

**Speakers:** Thak Bholia, *Goodyear Canada Inc.*; Adam Bomers, *Aurion Capital Management/Shell Canada*; Arthur Bosua, *St. Michael's Hospital*; Marc Gauthier, *Concordia University*; Jim Giles, *Foresters*; Claire Kyle, *The Pension Fund Society of the Bank of Montreal*; Dave Lawson, *Workers' Compensation Board of Alberta*; Josephine Marks, *Scotiabank*; Don Olsen, *Enbridge Inc.*; Toza Siriski, *Royal Bank*; Jerry Tynski, *Honda Canada Inc.*; Greg Yeomans, *City of Saint John*.

**Session Description:** Don't miss this rare opportunity to meet top plan sponsors in an intimate roundtable setting. Ask them the questions you have always wanted the answers to and learn more about how to gain access and meet their needs. Each plan sponsor will be joining you at your table for an open discussion where you will learn what it takes to get your firm positioned for future success. And best of all, no hassles from hustling from one meeting to the next, whether by planes, trains or automobiles.

12:30-1:30 pm

**Lunch**  
*King II*

1:30-2:30 pm

**What are Institutional Funds Doing?  
(Summary of Canadian Market Trends)**  
*King I*

**Moderator:** Kimberley Woolverton, *Aberdeen Asset Management*

**Speaker:** Devereaux A. Clifford, *Greenwich Associates*

**Session Description:** Dramatic interruptions in trend frequently spur thoughts of dramatic responses. The recent financial crisis was no exception, with deep questioning of traditional policy models, skepticism about the future role and prominence of traditional equity portfolios, seeming infatuation with alternatives of all types, and the sudden realization that poor old fixed income was the season's "new black." With more clement conditions, funds are taking a new look at old friends — what a difference a 17.6% TSX makes! But for how long...? We review the actions taken and prospective actions intended by Canadian institutional investors, with select comparative perspectives from other markets.

2:30-3:00 pm

**Aon Hewitt: A Post Merger Update**  
*King I*

**Moderator:** Jay Waters, *Standard Life Investments*

**Speaker:** Bill MacLean, *Aon Hewitt*

3:00-3:15 pm

**Refreshment Break** with our Vendors  
*King II*

3:15-4:15 pm

**Off the Record – Conversations with Consultants**  
*King I*

**Moderator:** Michael Gillis, *Greystone Managed Investments*

**Speakers:** Bill MacLean, *Aon Hewitt*; Sadiq Adatia, *Russell*; Heather Cooke, *Mercer Global Investments Canada Ltd.*; Zainul Ali, *Towers Watson*

**Session Description:** Now it is your turn to ask the questions, especially the tough ones you always wanted to ask but couldn't or wouldn't. Don't miss this opportunity to face the consultants who will take on any probing question whether asked directly (for the brave) or submitted anonymously (for the wimps). Join us for this no holds barred session where every question is fair game and your future is at stake!

# Speakers



## **Sadiq Adatia**

Chief Investment Officer  
Russell Canada

Sadiq S. Adatia is the chief investment officer for Russell Canada and is responsible for the investment integrity of all

of Russell's investment products in Canada. Sadiq is also the portfolio manager for Russell's Canadian equity, dividend, small cap and balanced funds. As portfolio manager, he is responsible for asset mix, currency management, manager selection and portfolio construction. Sadiq joined Russell in 2006.

Prior to joining Russell, Sadiq headed up the investment consulting business in Central Canada of a large multi-national consulting firm. Sadiq has worked with defined benefit, defined contribution, endowment and retail clients. He has assisted clients with respect to investment policy, asset mix, investment manager selection, and risk management.

Sadiq has written numerous articles and is a frequent speaker on Business News Network (BNN).

Sadiq sits on various committees, including the Society of Actuaries Education and Examination Committee, the Certified Employee Benefits Specialist Committee, and the Up the Down Markets Committee for the Down Syndrome Research Foundation. He is also a member of the CFA Institute.



## **Zainul Ali**

Senior Consultant  
Towers Watson

Mr. Ali has ultimate responsibility for research and evaluation of Canadian investment products.

He is an active participant in

Towers Watson's Global equity and alternative research committees, including Infrastructure and Real Estate asset classes. Additionally, he is a member of the North American portfolio construction group, charged with providing thought leadership and research for developing customized manager structures for North American clients. Before assuming his research responsibilities, Zainul assisted clients with all aspects of the management of their pension investment programs, including asset allocation, management of risk through structuring of investment managers, selection of investment managers, monitoring of performance and custody issues. Zainul is a frequent speaker at industry events.

Mr. Ali has broad experience in pension fund management. He was previously Vice President, Strategic Research and Risk Management at the Ontario Municipal Employees Retirement System ("OMERS"), one of Canada's largest pension funds. At OMERS, Zainul's responsibilities included both strategic and tactical asset allocation for the pension fund, as well as playing a key role in decisions on financial risk management, manager structure and manager selection. He was also a member of the OMERS Investment Management Committee.

Zainul held a previous position as the Treasurer at the Workplace Safety and Insurance Board of Ontario ("WSIB") where he was responsible for administering investment funds totaling in excess of \$10 billion. Before that, he was a portfolio manager for fixed income, real estate and venture capital investments for a large corporate pension fund.

### **Certifications/Industry Activities**

Mr. Ali is a Certified General Accountant (CGA) and a Chartered Financial Analysts (CFA) charterholder. He is a member of the CFA Institute and the Toronto CFA Society.

### **Thak Bhola**

*Manager, Pension Fund Administration  
Goodyear Canada Inc.*

Worked in various areas of pension plans (Administration, Systems, Compliance and Contract Review, Fund Accounting and Asset Allocation, Investments, etc.) for over 20 years. Currently responsible for all pension plans related activities in Goodyear Canada Inc. Pension Plans. Main focus is expense and funding volatility.

### **Adam Bomers**

*Director on the  
Investment Solutions  
Aurion Capital Management/  
Shell Canada Pension Plan*

Adam is a Director on the Investment Solutions team where he manages investment research on traditional and alternative asset classes, including multi-manager structure design and recommendations for DB and DC pension funds. Additionally, he oversees implementation of investment strategies by portfolio managers and also evaluates and leads initiatives in the area of risk management. Adam joined Aurion Capital in 2009 and is a member of the Asset Mix Committee. Adam brings over 13 years of pension and institutional experience and has most recently held the position of Manager, Pension Investments for a large Canadian bank. Adam holds a Bachelor of Commerce from McMaster University and is a CFA Charterholder.



### **Arthur Bosua**

*Director of Compensation,  
Pension and Benefits  
St. Michael's Hospital*

Arthur Bosua was born in South Africa and obtained a bachelor's degree in Economics from Potchefstroom University as well as a Law degree from The University of South Africa. Arthur worked as an Assistant Director for the Competition Board and as a Deputy Director (or Vice President) for the largest municipal pension plan in South Africa. Thereafter he managed the Pension and Risk business for ALTRON, a large listed group of companies. In 2001 he and his family immigrated to Canada.

Arthur started his Canadian career by joining OMERS, first in a contractual, and later in a permanent manager's position. Subsequently he joined St Michael's Hospital, a 5000 employee hospital first as Manager Pensions and now as Director of Compensation, Pension and Benefits. He is married with three children and lives in Burlington.

### **Devereaux Clifford**

*Managing Director  
Greenwich Associates*

Devereaux A. Clifford, Managing Director, consults with institutional investment managers and fixed-income dealers in the United States and Japan. Before joining the Firm in 1998, Dev was a consultant with McKinsey & Company, where he focused on financial institutions. Prior to that, he was in public finance at First Boston. Dev earned his BA at Northwestern, his MS and MPhil in chemistry at Yale, and his MBA at Kellogg.



## **Heather Cooke**

Partner, Business Leader:  
Implemented Consulting and  
Dynamic De-Risking  
*Mercer Global Investments  
Canada Ltd.*

Heather joined Mercer Global Investments Canada Ltd in November 2010 as a Partner and Business Leader for Canada's Implemented Consulting and Dynamic De-Risking Solutions. She has over 20 years of investment experience, primarily in multi-manager portfolio design and management, investment consulting, manager research and business management. Heather Cooke was previously Managing Director & Chief Operating Officer for Rogerscasey Canada. Her responsibilities included investment consulting on all asset classes including alternative strategies to defined benefit and endowment plans as well as advising Financial Intermediaries on their managed account platforms. She also managed the Canadian manager research team. Prior to joining Rogerscasey Canada (predecessor firm: Perimeter Capital Management), Heather worked at Northern Trust Global Advisors (NTGA) as a Senior Vice President, Director of Manager Research, and lead portfolio manager. At NTGA, she was responsible for the Diversified Fund of Canada, a family of multi-manager funds for institutional investors, chaired the Canadian Investment Committee, and was a member of NTGA's International Investment Committee. Her additional experience included manager research responsibilities for Canadian equities, fixed income, U.S. and International equities as well as real estate where she oversaw the NTGA Canadian real estate program. Heather also consulted to retail Managed Account sponsors on manager selection, manager allocation, structure and oversight.

Heather graduated with a Bachelor of Commerce degree from Queen's University in 1990, and is a holder of the CFA Institute's Chartered Financial Analyst (CFA) designation since 1994. She is a member of the TCFA and CFA Institutes and is a registered advisor. Heather is a frequent writer and speaker in the institutional investment industry.



## **Marc Gauthier**

Executive Director, Finance and  
Business Operations  
*Concordia University*

Marc oversees the Pension Plan for Concordia University Employees and has been

employed by Concordia University for 20 years; His responsibilities have included such roles as Treasury, Foundation and Immobilization Management, Risk, Operational Budget and Special Funds Management, as well as all Commercial Activities within the University. Obtained his CMA and graduated from Finance and Accounting at Concordia University.

## **James G. Giles**

Assistant Vice-President, Equity Management  
*Foresters*

Currently Chief Investment Officer and has been with Foresters for over 14 years.

Previously managed a US REIT portfolio and Canadian preferred share portfolio and oversaw other equity investments with Foresters. Oversee pension plan assets in Canada and the US (DB plan in Canada, both DB and 401k in the US). Participate on corporate and pension asset/liability management. Previously managed back office, including compliance and performance reporting functions. Previous work experience in trust and banking. Mr. Giles has his CFA and CMA.

## Ron Gold

President

Gold Consulting

Ron Gold, President, launched Gold Consulting, Inc., in September 2006 after spending 35 years in the institutional investment management industry. Gold Consulting draws on Ron's extensive knowledge and experience to help investment managers improve the effectiveness of their communications in three key areas: sales and marketing, client servicing and consultant relations. Gold Consulting also assists senior executives at investment organizations by providing unbiased assessments of specific investment strategies or their plans for building their institutional business.

Ron spent the prior 13 years as a Senior Vice President and Senior Consultant at Callan Associates, where he also served as Co-Executive Director of Callan's Center for Investment Training (popularly known as the "Callan College"). Ron was a member of Callan's Manager Search and Alternatives Review Committees and was a shareholder of the firm.

Prior to joining Callan in 1993, Ron was the Vice President and Director of Client Services for Kensington Realty Advisors, where he was responsible for business development and client communications. Before joining Kensington, Ron spent ten years as a pension consultant. He joined SEI's Funds Evaluation Group (formerly A. G. Becker, Inc.) in 1977, where he created the Manager Research Division. He was co-founder and principal (from 1981 until 1987) of Ennis, Knupp & Gold, Inc. Ron began his career in 1971 in the trust operations division of the American National Bank & Trust Company of Chicago. In 1975, he transferred to the new business division of the trust investment group where he sold first-generation S&P 500 Index Fund investments to institutional investors.

Ron wrote a chapter ("The Marketing Challenge") in *Investment Management: Meeting the Noble Challenges of Funding Pensions, Deficits, and Growth*, edited by Wayne H. Wagner and Ralph A. Rieves (John Wiley & Sons, 2009). He has experience as a keynote speaker, speaker, panelist,

and moderator at conferences hosted by Callan Associates, AIMSE, PAICR, Financial Research Associates, Institutional Investor Institute, and Patriot Management. Ron earned a B.S. in Mathematics from the University of Illinois and an M.B.A. in Finance from the University of Chicago.

## Claire Kyle

Senior Manager

The Pension Fund Society  
of Bank of Montreal



## Dave Lawson

Chief Investment Officer

Workers' Compensation Board of  
Alberta

Dave Lawson is the Chief Investment Officer at the Workers' Compensation Board – Alberta (WCB-Alberta).

As Chief Investment Officer, Dave is responsible for leading the investment management process for WCB-Alberta's \$7 billion portfolio where portfolio management includes a combination of internal and external management across multiple asset classes. In addition to investments, he also manages the Actuarial Services Department which is responsible for actuarial valuations, forecasting, insurance pricing and asset-liability management.

Prior to joining WCB-Alberta in 2004, he held investment management positions at the City of Edmonton and the City of Regina.

He is currently Past President of the Edmonton CFA Society, on the Board and Chair of the Investment Committee for the Province of Alberta Management Employees Pension Plan and was a member of the City of Calgary Investment Committee from 2005 to 2009.

Dave graduated with a Bachelor of Administration degree from the University of Regina and is a CFA charter holder.

# Speakers



## *Bill MacLean*

Senior Vice President  
Aon Hewitt

Bill is a Senior Vice President in Aon Hewitt Toronto office and a leader of our National Investment Consulting

practice. His responsibilities include providing investment advice to institutional clients with respect to their investment, endowment and retirement Funds.

Bill specializes in the development of investment policies, asset allocation modeling, asset/liability studies, manager review, searches and selection, performance measurement, analysis and attribution, plan governance and trustee /custodian search and selection. Bill is well regarded by his clients and has an excellent client service reputation.

Bill has more than 30 years of investment experience including senior management positions with a variety of high profile firms. He has held senior executive and portfolio manager positions with Confed Investment Counselling Limited and IBM Canada. He was also the President and Chief Executive officer of Nikko Securities of Canada Limited. Bill holds a Bachelor of Arts Degree (Economics / History) from the University of Western Ontario.

Bill is a Fellow of the Canadian Securities Institute (FCSI), and a Certified Investment Management Analyst (CIMA).

Bill regularly authors articles and presents on relevant investment related subjects.



## *Josephine Marks*

Managing Director,  
Pension Assets  
Scotiabank

Ms. Marks is currently Managing Director, Pension Assets within the Scotiabank Treasury Group.

In this role, she is responsible for the management of the assets of the Scotiabank Group Domestic Master Trust and of the pension funds of the Bank's domestic and selected international operations, with accountability for developing and implementing investment strategy, delivering portfolio results and interacting with various fiduciary committees on investment matters.

Prior to joining Scotiabank, Ms. Marks held the position of Senior Vice-President, Investment Management and Chief Investment Officer for the Hospitals of Ontario Pension Plan. In this capacity, Ms. Marks was responsible for all aspects of the overall investment management of the \$ 25 billion fund, including strategy, fund performance and relevant aspects of technology support and incentive compensation design.

Previously, Ms. Marks served as Senior Vice-President, Pensions and Group Investments for Maritime Life where she was responsible for the pensions operations as well as asset-liability management. She had previously held a variety of senior roles at Sun Life of Canada in pensions, investment and asset-liability management as well as being a benefits consultant at William M Mercer Ltd.

Ms. Marks has over 25 years of experience in the Canadian pension and investment industry. She is actively involved in the industry through writing and speaking engagements, including a three part series on liability driven investing for the Canadian Investment Review. She is an active volunteer with various professional groups, having previously served as a Board member for both the Canadian Institute of Actuaries and the Society of Actuaries.

Ms. Marks has an undergraduate degree from Queens' University and a Master's degree from the University of Toronto, both in biochemistry. She is also a Fellow of the Canadian Institute of Actuaries, a Fellow of the Society of Actuaries and a Chartered Financial Analyst.



### *Don Olsen*

Senior Manager,  
Pension Investments  
*Enbridge Inc.*

Don Olsen was appointed to the role of Senior Manager, Pension Investments in October 2005. In his role,

Don is responsible for managing the investment of approximately C\$1.5 billion in externally managed pension, retirement and savings plan assets for the Enbridge Inc. group of companies. This includes Defined Benefit, Defined Contribution, 401k and Savings Plan assets.

Don has his CFA designation and an MBA from the University of Western Ontario and a Bachelor of Commerce from the University of Alberta. Prior to his current role, Don has worked in a corporate acquisition/divestiture role at Enbridge, and in corporate and investment banking prior to joining Enbridge.

### *Toza Siriski*

Manager, Pension Investments  
*Royal Bank of Canada*

Toza Siriski is the Manager, Pension Investments for Royal Bank of Canada. His responsibilities include setting asset mix policies, investment management oversight and risk management for the various Defined Benefit and Defined Contribution plans maintained by Royal Bank of Canada in North America and Europe. Mr. Siriski has over 10 years of investment experience in the pension industry. Prior to joining the Royal Bank of Canada, he worked at a major investment consulting firm. Mr. Siriski holds a Business Administration from Trent University and is a Financial Risk Manager from the Global Association of Risk Professionals and a Chartered Alternative Investment Analyst from the CAIA Association.

### *Jerry Tynski*

Supervisor, Compensation & Benefits  
*Honda Canada Inc.*

### *Greg Yeomans*

Commissioner of Finance / Treasurer  
*City of Saint John*

Mr. Greg Yeomans is the Commissioner of Finance/Treasurer with the City of Saint John in New Brunswick. Greg began his career with the Bank of Montreal in 1976, moving to a regional accounting firm in 1977. In 1983 he joined Blue Cross of Atlantic Canada, in Moncton, NB holding the position of Accountant initially before being promoted to Manager of Product Development in 1988. In 1990 Greg returned to Saint John to join the City of Saint John as Manager of Accounting Services after which he went on to become the city Comptroller and was then appointed Commissioner of Finance/Treasurer in 2006.

Mr. Yeomans received his Bachelor of Business Administration from the University of New Brunswick and after a few years of working he went on to earn his Certified General Accountant (CGA) designation and then completed a Masters of Business Administration (MBA) from the University of New Brunswick in Saint John.

# Canadian AIMSE Board



## Michael Gillis

Conference Chair  
Senior Vice President  
Business Development  
Greystone Managed  
Investments, Inc.

Immediately prior to joining Greystone, Michael held the position of Vice-President Institutional Marketing and Sales for a number of years with Seamark Asset Management. Previously, he worked for the Halifax Grammar School for 2 years, as a Teacher. Michael has also worked as a Director of Business Development for *National Trust*, and has held the position of Senior Account Representative for both *Royal Trust* and *National Trust*.

Michael's professional credentials include a Bachelor of Education, which he completed at Mount Saint Vincent University and a, Bachelor of Business Admin., which was obtained from St. Francis Xavier University.

Michael is also an active board member for the *Canadian Association of Investment Management Sales Executives (AIMSE)* and *Benefits and Pensions Monitor*. Michael is also actively involved in the *Canadian Benefits and Pension Institute (CPBI)*, the *Association of Canadian Pension Managers (ACPM)*, the *Canadian Association of University Business Officers (CAUBO)*, and the *International Foundation of Employee Benefits (IFEFP)*. Michael serves on the board of two charities, *MAGICANA* and the *Canadian Paraplegic Association (Ontario)*.



## Craig Auwaerter

Vice President, Business  
Development and Client Service  
Beutel, Goodman & Company Ltd.

Craig joined Beutel Goodman in 2010 and has over 15 years of investment experience. He is responsible for servicing institutional clients and business development. Prior to joining BG, Craig was Vice President, Head of Institutional Business Development and Client Service at KBSH Capital Management Inc. Craig is a graduate of York University and is a CFA charterholder.



## Tasleem Jamal

Sprucegrove Investment  
Management Ltd.

Ms. Jamal began her career in the financial services industry in 1998, as an Investment Analyst with Ernst & Young Investment Advisory Services Inc. She was promoted to Vice President in 2000, a role in which she provided investment consulting services to high net-worth individuals, foundations and endowments clients in addition to managing the performance reporting team of analysts. Subsequently in 2003, Ms. Jamal joined the Canadian Investment Consulting arm of Hewitt Associates in Toronto and spent several years as a Pension Consultant where she assisted a variety of multi-national plan sponsors with their decision making with respect to their pension plans.

Ms. Jamal joined Burgundy Asset Management in January 2007 to focus on client relationship management and business development for Burgundy's Canadian institutional clients. In July 2010, Ms. Jamal was appointed Vice President of the firm.

Ms. Jamal joined Sprucegrove in August 2010 to focus on client relationship management and new business development of Sprucegrove's Canadian clients.

Ms. Jamal earned two undergraduate degrees, a Bachelor of Commerce and a Bachelor of Arts majoring in Psychology, from McMaster University in 1996. She subsequently received her MBA with a major in Finance in 1999 from Michael G. DeGroot School of Business. She was awarded the Chartered Financial Analyst designation in 2003. Ms. Jamal has also studied in the Executive Education programs of the Harvard Business School, Columbia University Graduate School of Business and the CFA Institute.



### *Michael Peck*

Senior Vice President  
Institutional  
*Acuity Investment Management*

Michael Peck joined Acuity in October 2005 and has over 19 years of experience serving institutional clients. Previously, Michael was a Vice President at JP Morgan Asset Management, and prior to that was a Vice President and Director at TD Quantitative Capital. Michael graduated with a B.Comm. from the University of Manitoba and a MBA from the University of British Columbia. He is also a CFA charterholder.



### *A. Jay Waters*

Vice-President, Central Canada  
*Standard Life Investments Inc.*

Standard Life Investments Inc. ("SLI") is a subsidiary of Edinburgh based Standard Life Investments Limited, one of the world's major asset management companies. Clients can access our investment capabilities across the range of asset classes we manage, including equities, bonds, property, private equity and cash, together with multi-asset and liability-driven solutions, as well absolute return strategies.

As Vice-President, Central Canada, Jay Waters is responsible for the region's institutional business development. Jay oversees the Toronto team, promoting the products and services of SLI to pension plans, endowments, foundations and corporate accounts. Responsibilities include solutions oriented dialogue with pension actuaries and investment consultants.

Jay joined Standard Life Investments Inc. in 1991, building on a successful career in investment trading and sales that began in 1977. He holds a Bachelor's degree in Economics from the University of Western Ontario and earned the Certified Investment Manager designation from the Canadian Securities Institute in 1994. Jay is registered across Canada with the Canadian Securities Administrators (CSA) as an Advising and Dealing representative.

# Canadian AIMSE Board



## Jay Wiltshire

Vice President  
State Street Global Advisors,  
Canada

Jay is a Vice President of State Street Global Advisors, Ltd. in the Institutional Sales and Client service group. He is responsible for business development and Consultant Relations within a team dedicated to the Canadian market. Prior to joining SSgA in 2010, Jay was a vice president and relationship manager at Capital Guardian, Canada, where he was responsible for business development and relationship management across Canada. With 22 years' experience in the investment management industry, he has gained valuable experience in portfolio management, investment consulting and relationship management.

Jay has earned the chartered financial analyst designation and is a member of the CFA Institute, Toronto CFA Society, Association of Canadian Pension Management, Canadian Pension and Benefits Institute and the Association of Investment Management Sales Executives. He also serves on the editorial board of Benefits Canada's "Across Borders" magazine publication.



## Kimberley Woolverton

Business Development  
Manager, Canada  
Aberdeen Asset Management

Kimberley earned her BSc (Distinction) degree from McGill University, completed her Canadian Securities Course (Honours) in 1995 and became a CFA charterholder in 2004. She has also completed numerous Executive Education programs including those through the Harvard Kennedy School, the Rotman School of Management and Columbia Business School. Prior to joining Aberdeen, Kim spent almost 5 years at Burgundy Asset Management in Toronto where she was responsible for business development and client servicing. She also spent over 3 years with Merrill Lynch in Denver, Colorado as a Special Services Financial Planner, prior to returning to Toronto. Kimberley is now responsible for business development and client servicing for Aberdeen's Canadian clients. She is a member of the CFA Institute, the Canadian AIMSE Board and conducts personal finance seminars for Girl Impact, a leadership program for disadvantaged youths.

# Sponsors



## Carne Group

Gold Sponsor

Carne is the leading business advisor to the investment funds industry, with offices in London, New York, Dublin, Luxembourg, Cayman Islands, Geneva and Dubai. It advises many of the largest Alternative fund groups on launching UCITS and other regulated funds as well as on re-domiciliation's. Carne works with the worlds leading traditional and alternative asset managers, private banks, family offices and investment banks.

Carne services include fund directorships, independent board and management oversight; compliance and risk management; product development and distribution.



## Benefits and Pensions Monitor

Breakfast Sponsor

When it comes to pension and investment coverage in Canada, with 21,608 BPA/CCAB Audited circulation (June 2010) **Benefits and Pensions Monitor** delivers more plan sponsors than any other industry publication. In fact, circulation audit comparisons show that our magazine is the only one to show circulation growth over the last 10 years! Founded in 1991, **MONITOR** quickly grew to a leading position while delivering in-depth analysis and review of topics relevant to reader needs.

With eight print issues annually, and exclusive daily email **NEWS ALERTS** delivered each work day morning on [www.bpmmagazine.com](http://www.bpmmagazine.com) we give Canadian companies and multi-employer plans the right information for today's challenging business environment.

**Editorial leadership** comes from a staff with more than 80 years of combined experience in 'pensions and investment'. Our **directories** contain more statistics and key information than other industry publications: *Global Custodians; Managers of U.S. Assets; Managers of EAFE and Emerging Markets; Fixed Income Managers; Alternative Investment Managers; and a Directory of Pension and Investment Consultants.*

For 2011, **Benefits and Pensions Monitor** is now available to readers in digital format, giving online readers 24/7 interactive access to individual pages and advertisers with one click on the computer, effectively bridging the gap between issues of the magazine.

# Sponsors



## *Style Research*

Break Sponsor

Style Research is an independent provider of global equity and fixed income research and portfolio analytics. Founded in 1996 and with over 250 institutional clients across 24 countries, our analytics and reports are used by investment managers, multi-managers, investments consultants, and plan sponsors, as a means to understand and convey style characteristics and exposure to sources of risk.

Our analytics are fully holdings-based and cover global equity, fixed income, and balanced fund mandates.

Style Research has offices in London, Boston, Montreal and Sydney. We can be reached in Canada at:

Contact:  
+1 514 393 0101  
montreal@styleresearch.com  
www.styleresearch.com



## *Mirae Asset*

Break Sponsor

“Founded in Seoul, Korea in 1997, Mirae Asset is an expert in emerging market equity investment management. Our global network includes over 170 investment professionals located in Hong Kong, China, India, Brazil, Korea, Vietnam and the US. Our local presence allows for powerful on-the-ground research and deep understanding of emerging market cultures and investment dynamics. Mirae Asset Global Investments (USA) LLC is a registered investment adviser.”

Contact:  
Timothy Hill  
Head of North American Sales  
(212) 205-8322  
timothy.hill@miraeasset.com  
www.miraeasset.com

# Exhibitors



eVestment Alliance (eVestment) is the global investment industry's premier institutional database and technology solutions provider. eVestment's broad institutional data coverage enables in-depth manager research and due diligence, competitive intelligence, peer group analysis and insight into asset movements and trends. Solutions include eVestment Analytics, Data Feeds and Asset Flows. eVestment also offers its powerful Exchange system, which automates the transformation and precise update of manager data to multiple databases.

eVestment is fortunate to work with the leading investment consultants, pension funds and asset managers globally and has been recognized as the "Most Influential Database" by *FundFire* and ranked first on the top 10 list of "Must Be In" databases by *Money Management Letter* and *iisearches*.



Since 1995 iisearches has been delivering the latest intelligence on pension fund sponsor mandates around the world, helping businesses **grow assets under management, gain access to new asset classes and analyze competitor activity.**

Everyday the web site is updated with the latest mandate activity and that breaking news — valuable business leads — is delivered to your desktop daily by customized email alerts to meet your precise needs.

Request a free trial today to receive the following:

**Daily Search Alerts**—Get daily sales and marketing leads covering the latest, potential, new and completed searches direct to your PC or mobile device

**Search Engine Access**—Find mandate data, fund sponsor profiles and contact information for fund sponsors, investment managers and consultants

**Data**—Download mandate histories, fund sponsor, consultant data and contact details to create reports, spot trends and generate targeted marketing and sales leads

**Quarterly Reports**—Analysis of search activity across asset classes, regions and investment styles

For more information please call Keith Arends (USA) at 1-212-224-3533 or visit [www.iisearches.com/FreeTrial](http://www.iisearches.com/FreeTrial).



Satuit Technologies, Inc. is a global leader in vertical market client relationship management (CRM) and client statement and reporting solutions to the investment management industry. Satuit stands out as the leader in rapid implementation and long-term client retention by providing outstanding software coupled with excellent implementation and post sales support.

## Products

Our flagship solution, SatuitCRM, offers full CRM functionality, complete application configuration, pre-build integration APIs, and the option of a custom solution without the custom price tag and timeline. SatuitPackMan allows you to customize client packages by defining and automating criteria for each client. An Add-on option, Satuit SecurePDF allows users to email information to clients, store client packages electronically, and track emails through Outlook with the benefit of an encrypted password. SatuitSIP (Secure Investor Portal) offers clients and interested third parties easy, immediate access to reports and documents plus storage for future use of report packages and documents.

## Services

Our industry-specific "Best Practices" approach to implementation saves money, dramatically shortens the implementation cycle, and, more importantly, allows your team to benefit from the experience and input of your industry peers.

## Support

Our skilled support team and account managers work closely with clients after the installation, providing one-on-one or online training, consulting assistance, and systems integration to assure the success of your project.

## Pensions&Investments *Pensions & Investments*

*Pensions & Investments* delivers news, research and analysis to the executives who manage the flow of funds in the institutional investment market. Written for pension, portfolio and investment management executives at the hub of this market, *Pensions & Investments* provides its audience with timely and incisive coverage of events affecting the money management business. Written by a worldwide network of reporters and correspondents, *Pensions & Investments'* coverage includes business and financial news, legislative reports, global investments, product development, technology, investment performance, executive changes, corporate governance and other topics of interest to professional money.

### Advertising

Reach 150,000 investment professionals every other week in the pages of *P&I*. For rates, special opportunities and upcoming editorial coverage contact the sales office nearest you or visit [www.pionline.com/mediakit](http://www.pionline.com/mediakit)

New York	(212) 210-0114
Boston	(617) 292-3385
Minneapolis	(495) 952-0422
San Francisco	(415) 538-0201

### P&I Daily

P&I Daily is the industry's leading news-wire, delivered Monday-Friday at 4:30 p.m. ET directly to your desktop via html email. It provides a daily briefing on the activities of institutional investors and money managers, and provides major breaking financial news relevant to the industry. Get P&I Daily for you and your entire firm with a P&I Site License. Contact Paul Margolis at (212) 210-0244 for details.

### P&I Online

Pionline.com provides plan sponsors, consultants and money managers with news, research and data that directly affect the professional money industry and the people who

run it. Features include: breaking news, easily searchable article archives, issue alert emails, RFP's, classifieds, and more. For marketing opportunities call (212) 210-0157.

### P&I Research Center

The P&I Research Center features data and profiles on a market representing more than \$40 trillion in total assets. Detailed data and investment information are available on: The largest public retirement plans; the largest U.S. retirement plans; top money managers; real estate managers; investment consultants; defined contribution record keepers; and infrastructure managers.

P&I Research Center users can customize searches with options to sort and filter by asset class, plan type, assets under management, state and specific year, or view a comprehensive historical perspective. Contact Paul Margolis at (212) 210-0244 for details.

### Subscriptions

Financial and investment professionals rely on every issue of P&I for critical coverage of news affecting the nation's capital, credit and investment management markets. A one year subscription (26 issues) is \$279. To order or to make changes to a current subscription, call P&I Subscriber Services visit our website at [www.pionline.com/subscribe](http://www.pionline.com/subscribe).



## Standard & Poor's -Money Market Directories

This is Money Market Directories' 41st year as the premier provider of current, comprehensive information on the pension investment industry. The Money Market Directories database provides in-depth information on 77,000 tax-exempt institutions in the U.S. and Canada, including corporate, union, and government plan sponsors, endowments, foundations, and health service organizations; 6,900 international pension plans, and consultant/plan advisers; 295 U.S. consultants; 27,000 investment advisory firms; and 14,000 broker dealers. We have just released S&P Global Family Offices, a new database profiling over 3,800 family offices and family office service providers internationally and in the U.S. Our information is updated continually throughout the year, and is available in a Web-based format. Our Web-based version—MMD WebAccess puts the entire MMD database at your fingertips, anytime, anyplace where you have access to a PC. MMD WebAccess enables you to create customized reports, develop targeted mailings and identify new prospects. For more information and to find out how you can get a free trial of MMD WebAccess, please call 1-800-446-2810.

Contact: Terri Deane  
Standard & Poor's  
Money Market Directories  
401 East Market Street, Suite 201  
Charlottesville VA 22902  
terri.deane@standardandpoors.com  
800-446-2810  
Fax 434-979-9962  
www.mmdwebaccess.com



## Canadian Institutional Investment Network

The Canadian Institutional Investment Network is your premier source of information on pension funds and their suppliers in the Canadian market. Updated in real time it is the tool to help suppliers connect with over 1500 Canadian pension funds; it includes key contacts, asset mix, types of plans, plan design, assets under management and associated suppliers. It can be accessed anytime and anywhere through any computer and mobile device.



## Canadian Investment Review

Canadian Investment Review is Canada's top destination for institutional investors. Here, Canada's leading finance experts provide insight and analysis through news, blogs, interactive debates, conference coverage and more. Content is focused on the needs and challenges of Canada's top 200 pension funds. Visit us at [www.investment-review.com](http://www.investment-review.com)



## StatPro Inc.

StatPro Inc. is a leading global provider of asset management software for the worldwide investment community. Founded in 1994, StatPro offers portfolio analytics software combined with pre-packaged evaluation services using the Software as a Service (SaaS) platform. The company's integrated solutions provide performance measurement, attribution analysis, risk management, governance, compliance and reporting - all in a single interface. More than 250 major asset managers worldwide utilize StatPro solutions. StatPro Inc. is headquartered in Boston and is a division of StatPro Group PLC (AIM: SOG).





# EXPANDING HORIZONS

## SUCCESSING In A Changing Global Marketplace

34th Annual Sales & Marketing Conference May 1–3, 2011  
Arizona Biltmore Resort & Spa | Phoenix, Arizona



