

# Manu Ahuja



**Events Manager**

**CENTRE FOR  
INVESTOR  
EDUCATION**

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[manu@cie.com.au](mailto:manu@cie.com.au)

Manu is an Events Manager at CIE, responsible for the management and delivery of CIE events.

Manu holds a Bachelor in Hotel Management from WGSWA (Manipal University) India. Before joining CIE, Manu was based in New Delhi, working as an Events Co-ordinator.

# Matthew Arkinstall



**Investment Director**

**GREENPARK CAPITAL  
LIMITED**

Cassini House  
57-59 St James's Street  
LONDON SW1A 1LD  
UNITED KINGDOM

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[arkinstall@greenparkcapital.com](mailto:arkinstall@greenparkcapital.com)

## **GREENPARK CAPITAL LIMITED**

Established in 2000, Greenpark Capital is an independent global private equity secondaries investment group. Greenpark has over US\$2 billion of assets under management and has maintained its focus on mature mid-market assets, with a particular strength in Europe. The firm is based in London and has an international team of 27, which includes 13 investment professionals.

Greenpark-advised funds, which are capitalised by major institutions, including banks, pension funds and insurance companies from Europe, the US, Asia and the Middle East, have made approximately 200 fund investments.

# Michael Bargholz



**Chief Executive Officer**

**ALLIANCEBERNSTEIN  
AUSTRALIA LIMITED**

Level 37, The Chifley Tower  
2 Chifley Square  
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## **ALLIANCEBERNSTEIN AUSTRALIA LIMITED**

AllianceBernstein is a global investment management firm, offering research and diversified investment services to institutional clients, individuals and private clients in major world markets.

The firm employs more than 500 investment professionals with expertise in growth equities, value equities, fixed income securities, blend strategies and alternative investments. Its research disciplines include fundamental research, quantitative research, economic research and currency forecasting.

AllianceBernstein opened its Australian head office in 1991.

As at 31 December 2010, the firm managed US\$478 billion in assets, including US\$273 billion for institutions. Clients include pension plans, superannuation schemes, charities, insurance companies, central banks, and governments in more than 40 countries.

# Alistair Barker



**Investment Manager**

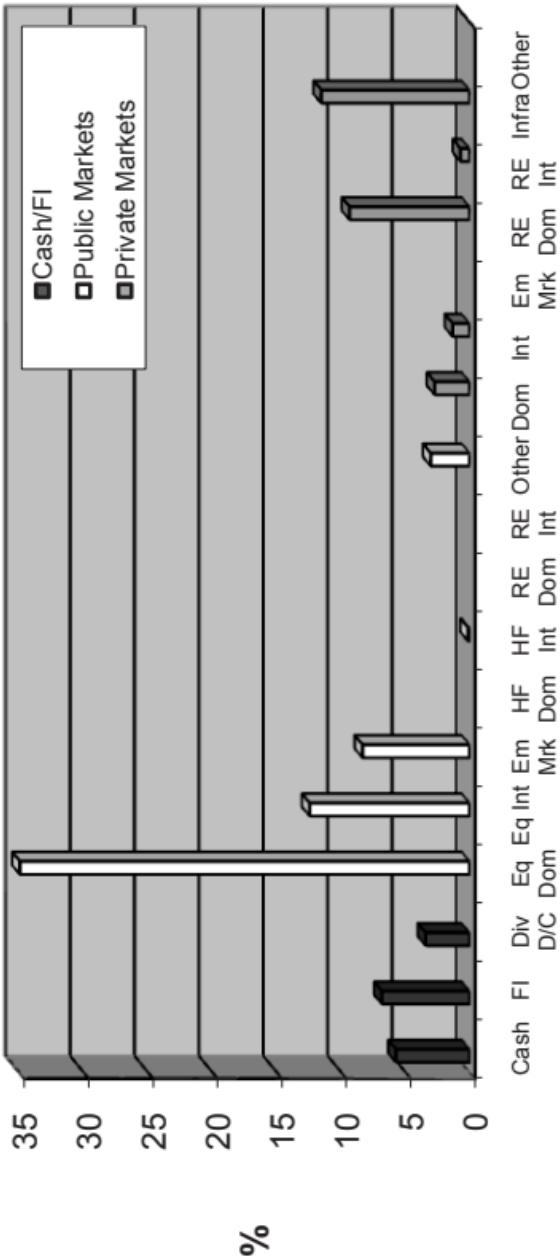
**AUSTRALIANSUPER**

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Tel (61 3) 8648 3962  
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[abarker@australiansuper.com](mailto:abarker@australiansuper.com)

# AustralianSuper

A\$36.9 billion



# Sophie Barker



**Events Manager**

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[sophie@cie.com.au](mailto:sophie@cie.com.au)

Sophie has recently re-joined CIE as an Events Manager, and she is also responsible for client relationship support and development.

Previous to this role Sophie was a member of the Events Team responsible for administration and creative support.

# Rick Barry



**Managing Director**

**ACADIAN ASSET  
MANAGEMENT  
(SINGAPORE) PTE  
LTD**

8 Shenton Way  
#37-02  
68811  
SINGAPORE

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Fax (65) 6508 2201  
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## **ACADIAN ASSET MANAGEMENT PTE LTD**

Acadian Asset Management is a Boston headquartered investment management firm that, along with its wholly owned Singapore and UK affiliates, specialises in active global and international equity and fixed-income strategies.

As of 31 December, 2010, the firm invested more than A\$48.0 billion for pension funds, endowments, foundations and other institutions based in the US and abroad.

In 1999, Acadian formed its first wholly owned investment advisory affiliate, Acadian Asset Management (Singapore) Pte Ltd, to work more closely with its clients in the Asia-Pacific region. In 2006, Acadian established a second wholly owned investment advisory affiliate, Acadian Asset Management (UK) Ltd, which became authorised and regulated by the UK FSA in 2007.

In 2005, Acadian established a joint venture in Sydney (Acadian Asset Management [Australia] Ltd) to manage Australian equity mandates.

# Freddy Bartlett



**Chief Investment  
Officer**

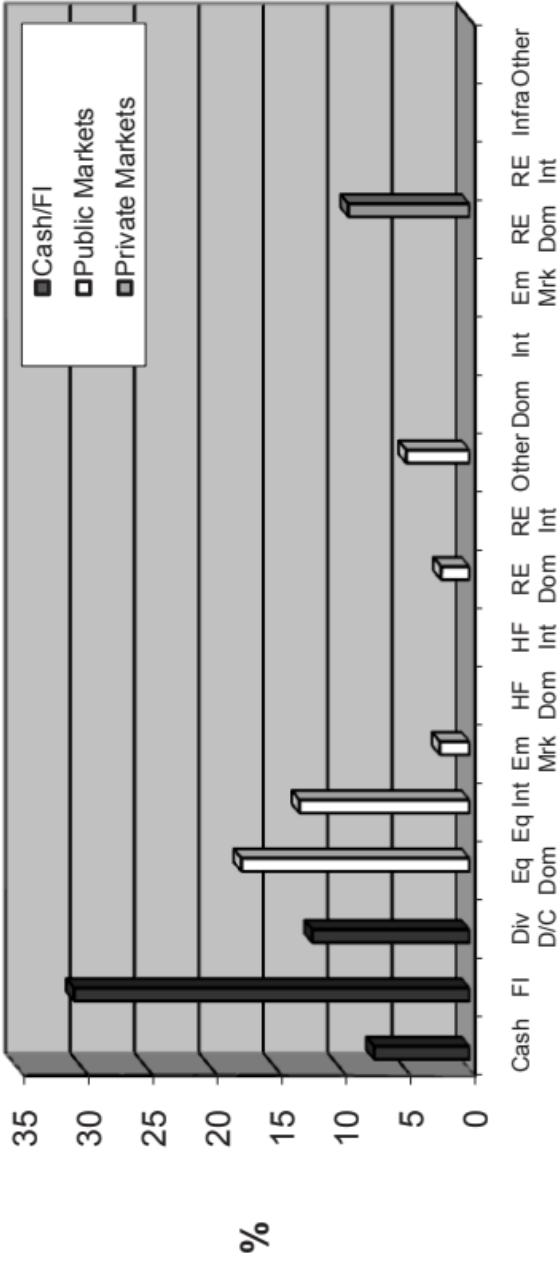
**MOTOR ACCIDENT  
COMMISSION - SOUTH  
AUSTRALIA**

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50 Pine Street  
ADELAIDE SA 5000  
AUSTRALIA

Tel (61 3) 8221 6377  
Fax (61 8) 8221 6251  
[freddy.bartlett@sa.gov.au](mailto:freddy.bartlett@sa.gov.au)

# Motor Accident Commission - South Australia

A\$ 2.5 billion



# Nicholas Begakis



**Chairman**

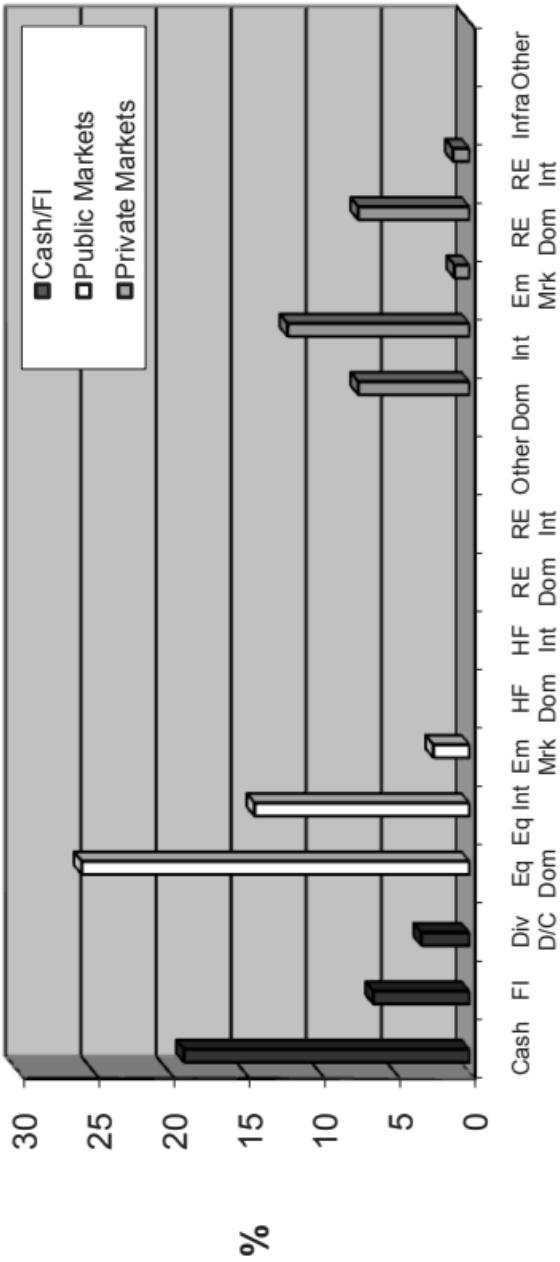
**STATEWIDE  
SUPERANNUATION  
TRUST**

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[mnikas@statewide.com.au](mailto:mnikas@statewide.com.au)

# Statewide Superannuation Trust

A\$2.1 billion



# Tony Breuer



**Managing Director**

**GRESHAM PARTNERS  
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## **GRESHAM PARTNERS LIMITED**

Gresham is a leading independent Australian investment and advisory house with offices in Sydney, Melbourne and Perth. The Group focuses on four key business areas including Corporate Advisory, Private Equity, Property Funds Management and Asset Finance.

The business is owned by its senior executives along with its Foundation Co-investor, Wesfarmers Limited. Over the past 25 years the Group has built a solid reputation for independence and innovation in the Australian marketplace.

Its team has enjoyed extensive involvement within the financial services markets not only in Australia, but in Europe, the USA and Asia.

# Murray Brewer



**Director, Australia and  
New Zealand**

**T. ROWE PRICE  
INTERNATIONAL LTD**

Level 50  
Governor Phillip Tower, 1  
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[murray\\_brewer@troweprice.com](mailto:murray_brewer@troweprice.com)

## **T. ROWE PRICE INTERNATIONAL LTD**

T. Rowe Price International Ltd is part of the T. Rowe Price group of companies. Founded in 1937, T. Rowe Price is a global investment management firm with combined assets under management of A\$470.2 billion as at 31 December 2010.

The group focuses only on investment management and related services. The firm is publicly traded and one of the few independent investment management firms included in the S&P 500 Index.

T. Rowe Price offers investment management guidance and expertise to a diversified client base, including institutional investors. T. Rowe Price International Ltd manages A\$3.85 billion for Australian and New Zealand institutional investors.

# James Brooks



**Investment Analyst**

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James graduated with a Bachelor of Science degree with Honours in Finance from the University College of Cork, Ireland and recently moved to Melbourne.

He has gained extensive experience in the global financial markets having most recently worked with AIB Investment Management as an equity and investment analyst. Prior to this, James worked with Citigroup, Bank of Ireland and Bank of America's Global Wealth and Investment Management division in New York.

# Greg Cantor



**Chief Executive Officer**

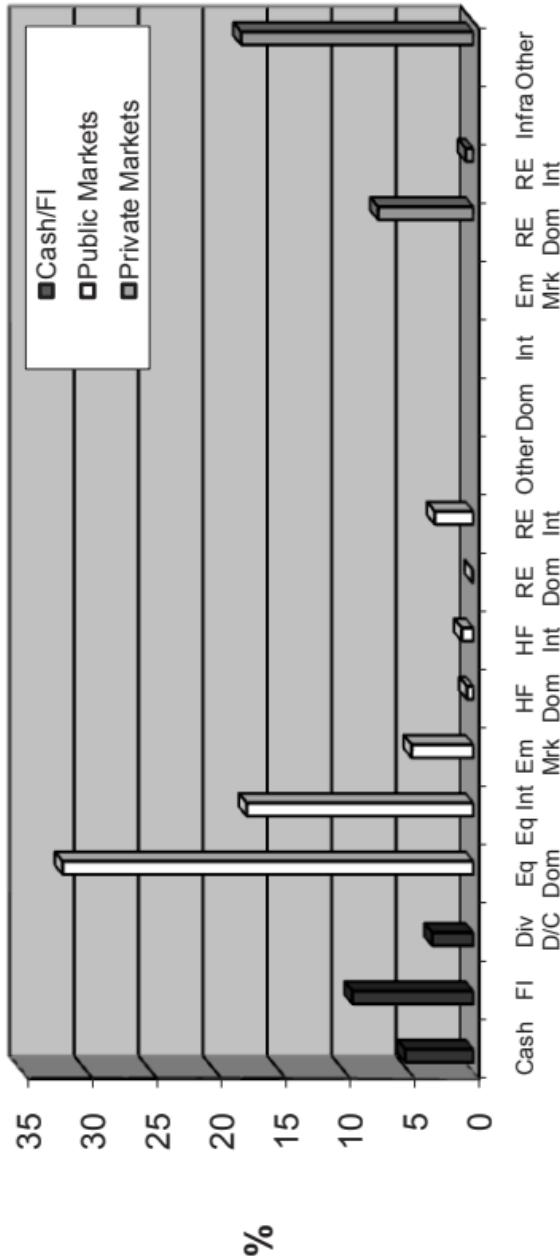
**CATHOLIC  
SUPERANNUATION  
AND RETIREMENT  
FUND**

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[greg.cantor@catholicsuper.com.au](mailto:greg.cantor@catholicsuper.com.au)

# Australian Catholic Superannuation and Retirement Fund

A\$4.2 billion



# Yves Choueifaty



**President**

**TOBAM**

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FRANCE

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Fax (33 1) 53 23 41 70  
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## **TOBAM**

TOBAM is an asset management firm established in Paris, France, registered and authorized by Autorité des Marchés Financiers (“AMF”) – the French Markets Authority. TOBAM was formed by Yves Choueifaty and colleagues in 2006 as the Quantitative Asset Management Group within Lehman Brothers Asset Management Europe. In 2008 the business was bought by the employees.

TOBAM's core investment philosophy is to harness diversification to capture the risk premium of an asset class.

TOBAM's flagship Anti-Benchmark products provide clients with diversified core equity exposure, both globally and in domestic markets.

# Jim Christensen



**Chief Investment  
Officer**

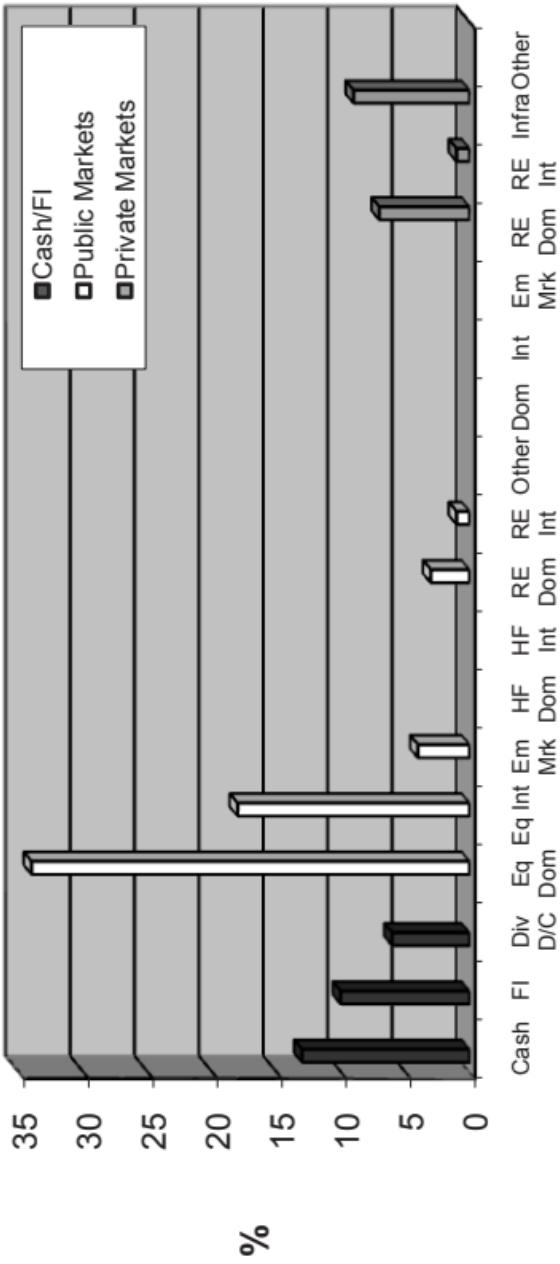
**TELSTRA SUPER PTY  
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# Telstra Super Pty Ltd

A\$10.9 billion



# Cristina Cifuentes



**Trustee Director**

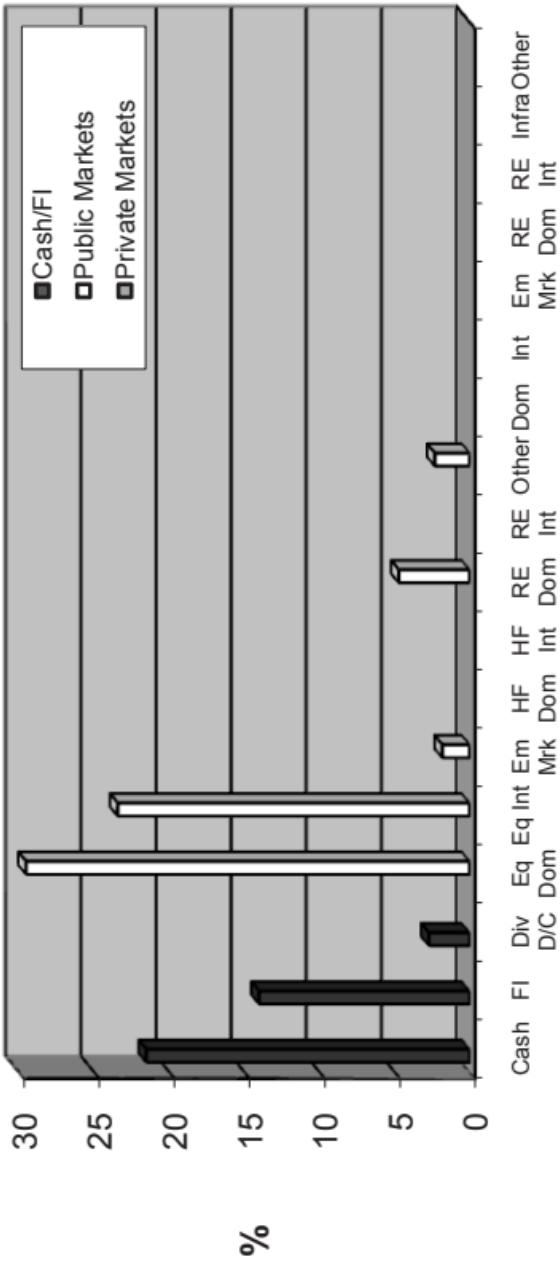
**FIRST STATE SUPER**

41 Shadforth Street  
MOSMAN NSW 2088  
AUSTRALIA

Tel (61 2) 9968 4625  
Fax  
[cpc123@optusnet.com.au](mailto:cpc123@optusnet.com.au)

# First State Super

A\$ 20.3 billion



# Neil Cochrane



**Chairman - Investment Committee**

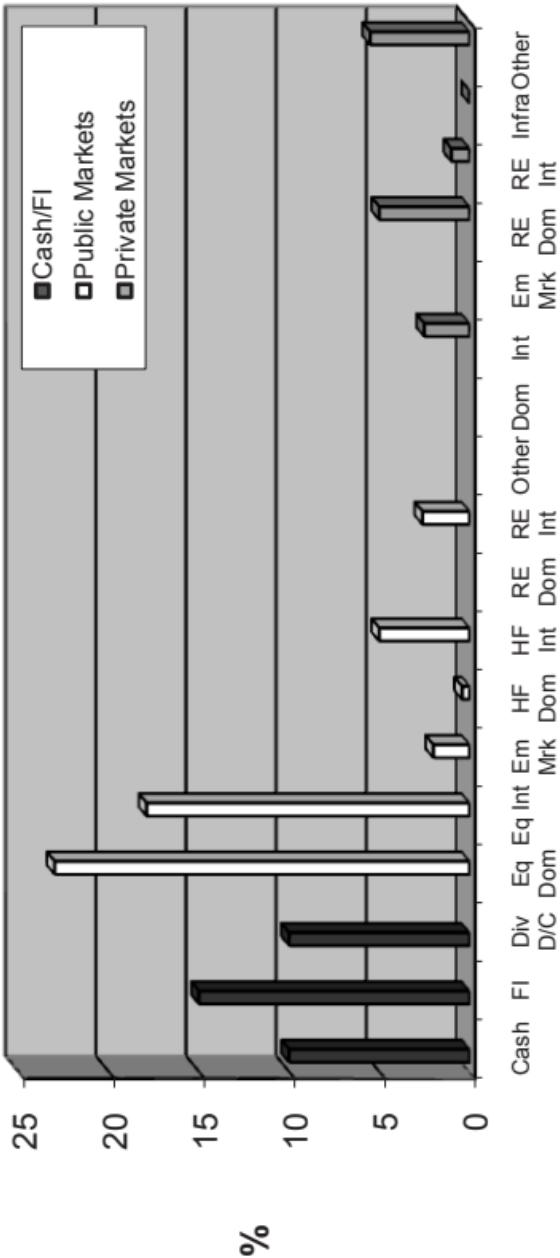
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SUPERANNUATION  
PTY LTD**

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2011  
AUSTRALIA

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Fax  
[neilcochrane@me.com](mailto:neilcochrane@me.com)

# AUSCOAL

A\$5.6 billion



# Paul Coenraads



**Investments Manager**

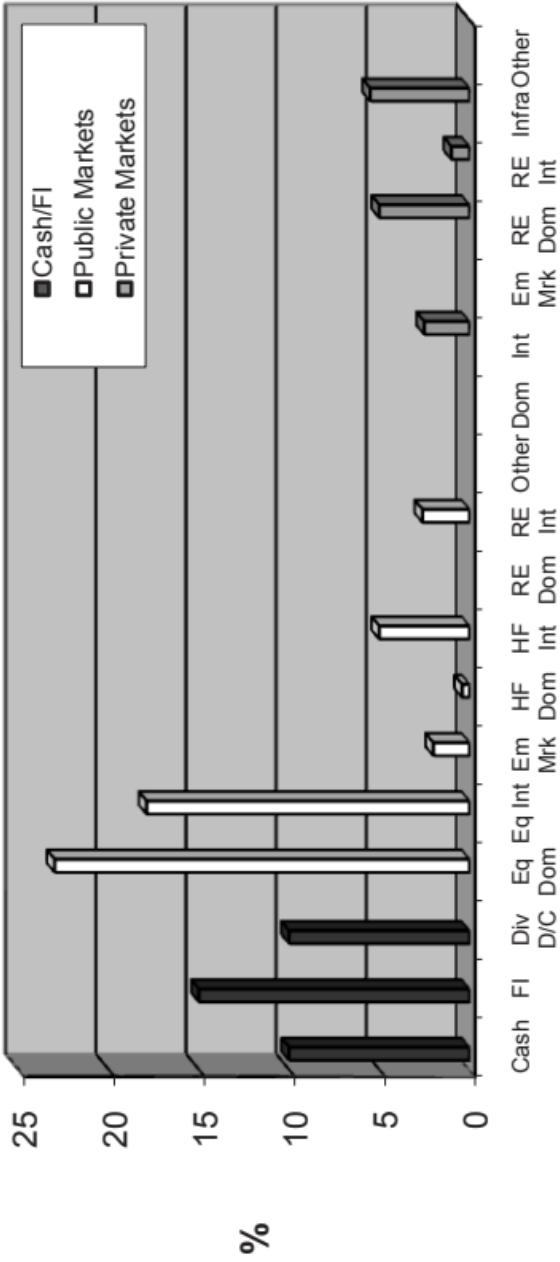
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SUPERANNUATION  
PTY LTD**

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**Tel (61 2) 4948 3319  
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[paul.coenraads@auscoal.net.au](mailto:paul.coenraads@auscoal.net.au)**

# AUSCOAL Superannuation Pty Ltd

A\$ 5.6 billion



# Anne-Marie Corboy



**Chief Executive Officer**

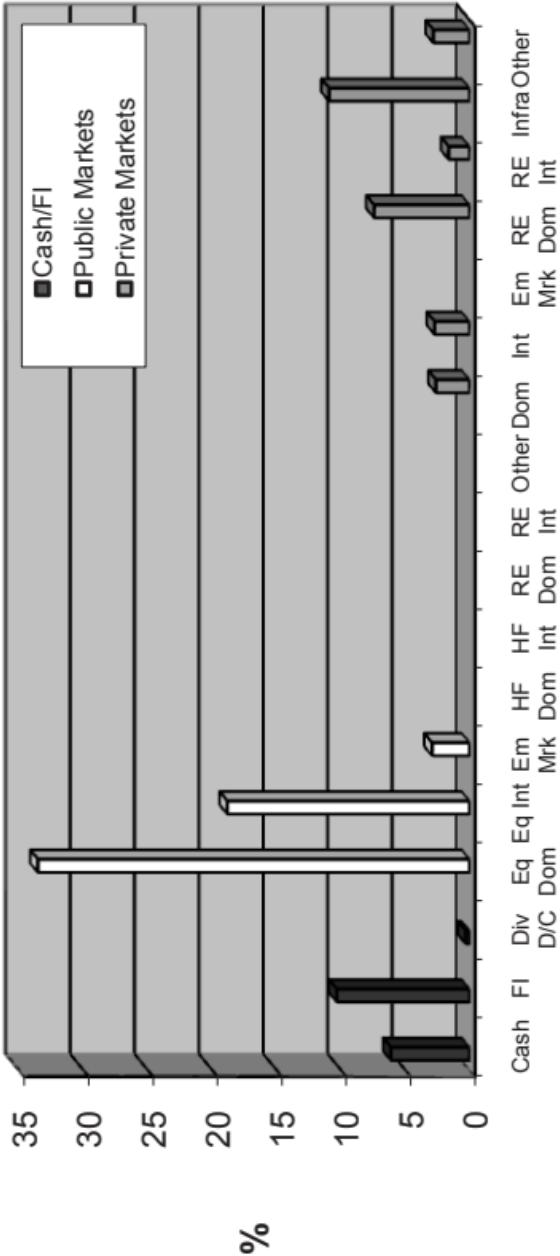
**HESTASUPER FUND**

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Tel (61 3) 8660 1697  
Fax (61 3) 8660 1655  
[amcorboy@hesta.com.au](mailto:amcorboy@hesta.com.au)

# HESTA Super Fund

A\$ 16.9 billion



# Sue Dahn



**Director and Chair  
Investment Committee**

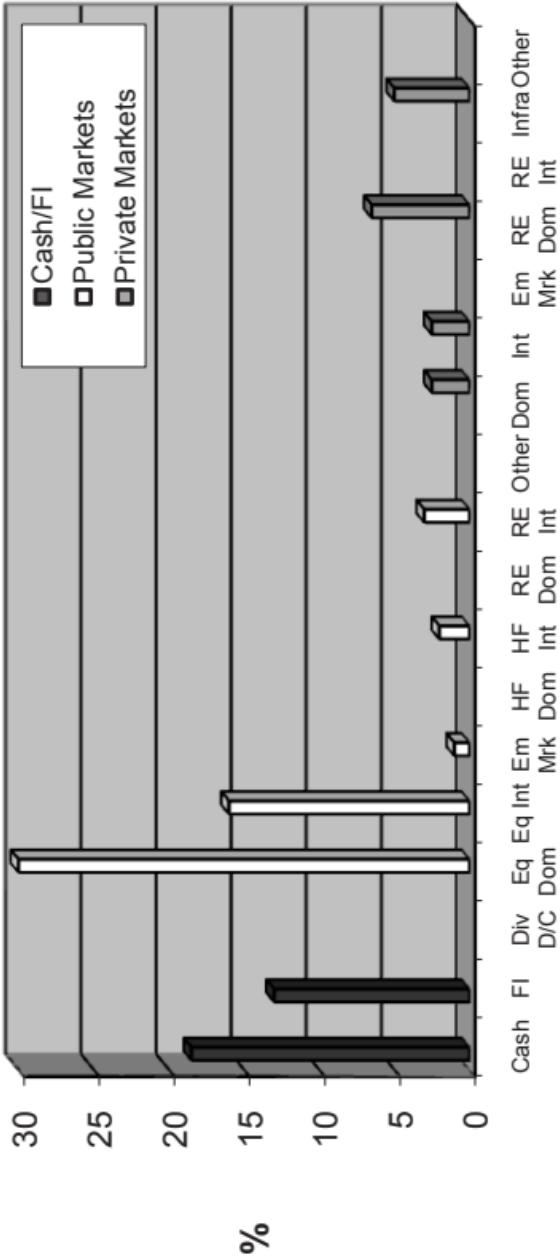
## **AGEST SUPER**

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161 Collins Street  
MELBOURNE VICTORIA  
3000  
AUSTRALIA

Tel (61 3) 9674 9300  
Fax (61 3) 9686 9222

# AGEST Super

A\$ 4.1 billion



# Joanna Davison



**Regional Managing  
Director, Australia and  
NZ**

**COLONIAL FIRST  
STATE GLOBAL  
ASSET MANAGEMENT**

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## **COLONIAL FIRST STATE GLOBAL ASSET MANAGEMENT**

Colonial First State Global Asset Management (CFSGAM) is the consolidated asset management division of the Commonwealth Bank of Australia Group.

As Australia's largest manager of Australian-sourced funds, CFSGAM employs more than 1,200 staff worldwide, with more than 230 investment professionals in Sydney, London, Auckland, Edinburgh, Singapore, Hong Kong and Jakarta. The business is also represented in Beijing and Shenzhen through the First State Cinda Funds Management Company joint venture.

CFSGAM manages more than A\$152 billion across a diverse range of asset classes including Australian and global shares, short-term investments, global fixed interest and credit, property securities, direct property, global resources, unlisted infrastructure and listed infrastructure securities.

As part of the company's ongoing commitment to responsible investment, CFSGAM became a signatory to the UN Principles for Responsible Investment in March 2007.

# Mark Delaney



**Deputy Chief  
Executive and Chief  
Investments Officer**

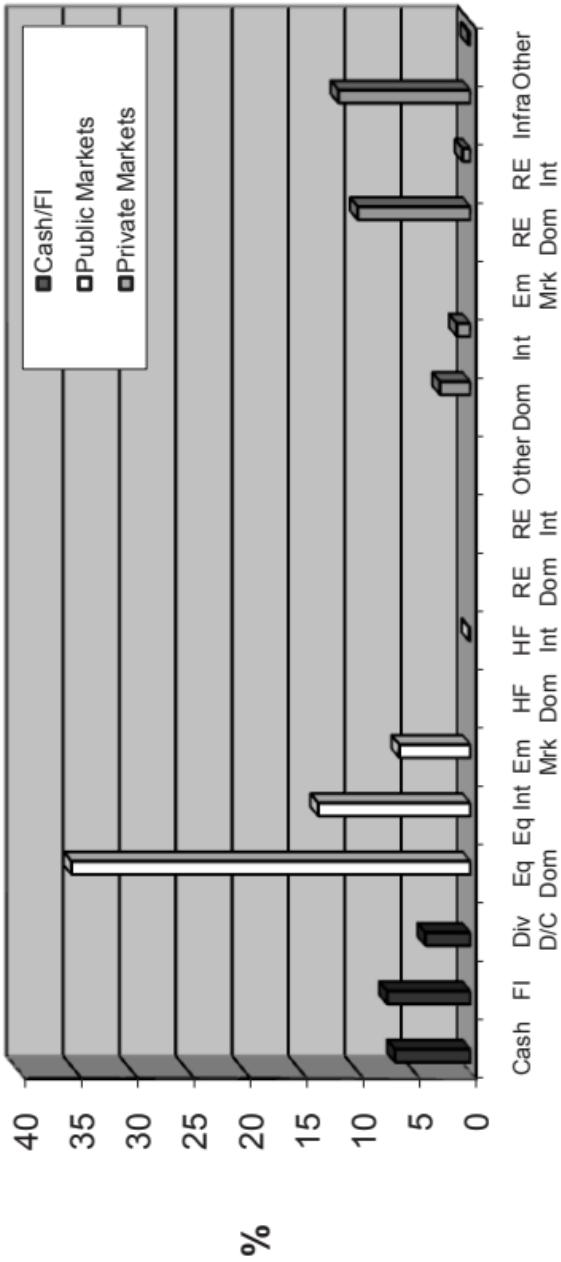
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[mdelaney@australiansuper.com](mailto:mdelaney@australiansuper.com)

# AustralianSuper

A\$36.9 billion



# Stephen Dennis



**Head of Institutional  
Distribution**

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LIMITED**

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## **ABERDEEN ASSET MANAGEMENT**

Aberdeen Asset Management is a wholly owned, Australian-based subsidiary of Aberdeen Asset Management PLC, an independent asset management group founded in 1983 in Aberdeen, Scotland.

Aberdeen's business is the active management of financial assets, chiefly equities, fixed income and property. Aberdeen invests worldwide and follows a predominantly long-only approach. It packages its skills in the form of segregated and pooled products.

The Aberdeen Group has 31 offices in 26 countries. It has had a presence in Australia since December 2000 and has grown organically and by acquisition.

The Australian business manages around A\$20 billion for a range of global and domestic clients, including listed investment companies, managed investment schemes and segregated mandates.

# Bev Durston



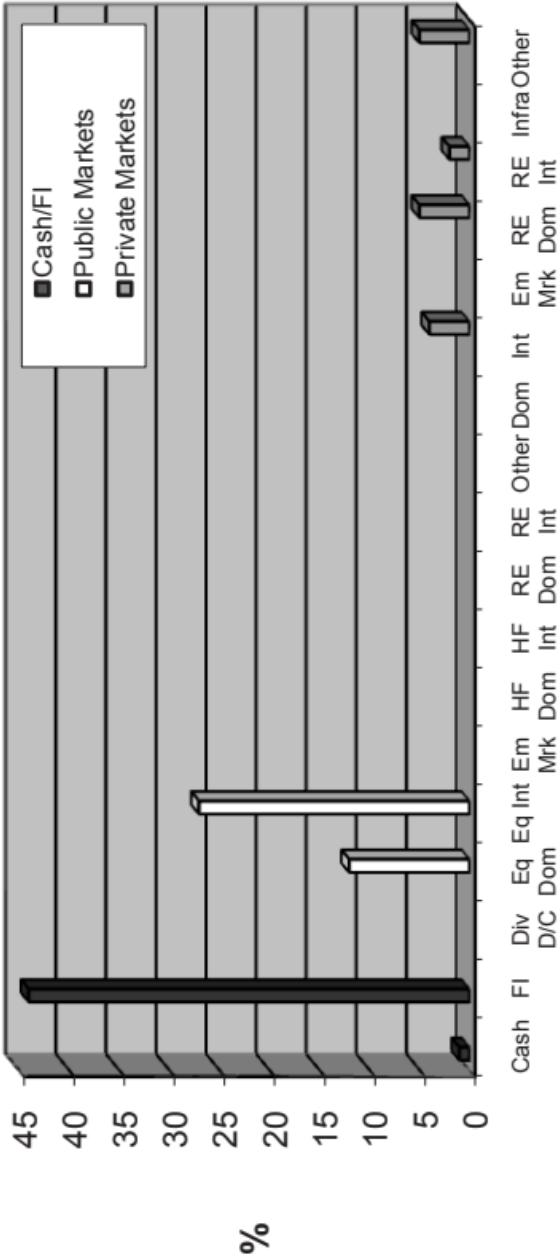
**Portfolio Manager**

**BRITISH AIRWAYS  
PENSION  
INVESTMENT  
MANAGEMENT LTD**

11th Floor, Met Building  
22 Percy Street  
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[Bev.Durston@bapensions.co.uk](mailto:Bev.Durston@bapensions.co.uk)

**British Airways Pension Investment Management Ltd**  
A\$22.0 billion



# Emily Faller



**Special Projects**

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Emily works on Special Projects for CIE.

She has a background in project and events management, strategic planning, marketing, communications and business development, across a range of industries.

# Rainer Goebel



**Managing Director**

**GLL REAL ESTATE  
PARTNERS GMBH**

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GERMANY

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com](mailto:rainer.goebel@gll-partners.com)

## **GLL REAL ESTATE PARTNERS GMBH**

GLL Real Estate Partners GmbH (GLL) is a Munich based real estate funds management group.

GLL was formed in 2000 by three senior executives of HypoVereinsbank, Germany's then largest real estate bank, in a joint venture with Lend Lease Corporation and Italian insurance giant Assicurazioni Generali. Generali has some €420 billion under management and is capitalised at over €25 billion. During 2006 Lend Lease divested and the Group is now majority owned by its management team and the balance remains with Generali.

GLL's funds under management now exceed €4.5 billion with investments across Western Europe, Central Eastern Europe and the United States and South America. Investors with the Group include superannuation funds, insurance companies and sovereign entities.

# Rob Goodlad



**Senior Managing  
Director**

**STATE STREET  
GLOBAL ADVISORS  
AUSTRALIA LIMITED**

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## **STATE STREET GLOBAL ADVISORS AUSTRALIA LIMITED**

State Street Global Advisors (SSgA) is the investment management arm of State Street Corporation, providing investment strategies and integrated solutions to clients worldwide across a range of asset classes, investment approaches and styles.

SSgA is one of the world's largest institutional investment managers with A\$2.0 trillion in assets under management as at 31 December 2010. SSgA combines a depth of expertise with advanced research capabilities to manage client-focused solutions, including broad based to highly specialised passive and active strategies.

Headquartered in Boston, SSgA has 10 investment centres and offices in 29 cities.

SSgA Australia was established in 1991 and provides investment management services to Australian and New Zealand based superannuation funds, financial institutions, sovereign wealth funds and high net worth individuals. SSgA Australia has over A\$73.0 billion in AUM. In 2001, SSgA created the first ETF in Australia (SPDR S&P/ASX 200 Fund) which represents 58% of all ETFs in the Australian market as at 31 December 2010.

# Ger Goris



**Managing Director**

**GORIS & PARTNERS  
B.V**

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## **GORIS & PARTNERS B.V**

Goris & Partners is an independent consultancy with more than 10 years experience advising institutional clients on strategy and execution. It offers expertise and experience with financial markets and providers of financial products and services.

Goris & Partners assist clients with organisational changes such as restructuring or outsourcing and complex investment processes. In addition, it helps clients gain better insights into their investment management, enabling them to control their investments and service providers and ensure a thorough risk management.

Its consultants are active in both the pension industry and in asset management and familiar with both sides of the spectrum.

Goris & Partners has an extensive network of local and international advisers in the pension fund industry, asset management and financial services.

# Peter Green



**Principal - Marketing**

**PRAMERICA REAL  
ESTATE INVESTORS**

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USA

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## **PRAMERICA REAL ESTATE INVESTORS**

Pramerica Real Estate Investors (Pramerica)

Pramerica has been managing real estate investments for institutional clients since 1970 when it introduced the industry's first commingled, open-end equity real estate fund to U.S. pension plans.

Today, Pramerica offers its clients a broad range of real estate investment strategies in the United States, Europe, Asia, and Latin America. As of September 30, 2010, Pramerica manages more than \$44.8 billion in gross assets (\$25.7 billion net) globally on behalf of more than 400 clients and is ranked among the largest real estate investment managers.

Pramerica Real Estate Investors is wholly owned by Prudential Financial, Inc. of the USA, is headquartered in New Jersey and has 18 dedicated offices worldwide. Pramerica Real Estate Investors expects to open an office in Australia shortly to better service the needs of Australian institutional investors.

# Drew Guff



**Managing Director**

**SIGULER GUFF &  
COMPANY, LP**

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USA

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[DrewG@sigulerguff.com](mailto:DrewG@sigulerguff.com);  
[emilyw@sigu.com](mailto:emilyw@sigu.com)

## **SIGULER GUFF & COMPANY, LP**

Siguler Guff & Company is a multi-strategy private equity investment firm which, together with its affiliates, has over \$9.0 billion of assets under management.

Founded in 1991 within Paine Webber, Siguler Guff became an independent firm in 1995. Its clients include corporate and public employee benefit plans, endowments, foundations, government agencies, financial institutions, family offices and high net worth individuals.

Siguler Guff manages and co-manages several direct investment private equity funds and fund-of-funds, each targeted at carefully defined areas of market inefficiency. The Firm also provides discretionary private equity advisory services through Siguler Guff Advisers, a federally registered investment advisor.

# Lucy Hannemann



**Events Manager**

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Lucy is an Events Manager at CIE, responsible for the management and delivery of CIE events.

Lucy holds a Bachelor of Business and a Bachelor of Arts from Victoria University and has a background in marketing, communications and corporate events.

# Damian Hill



**Chief Executive Officer**

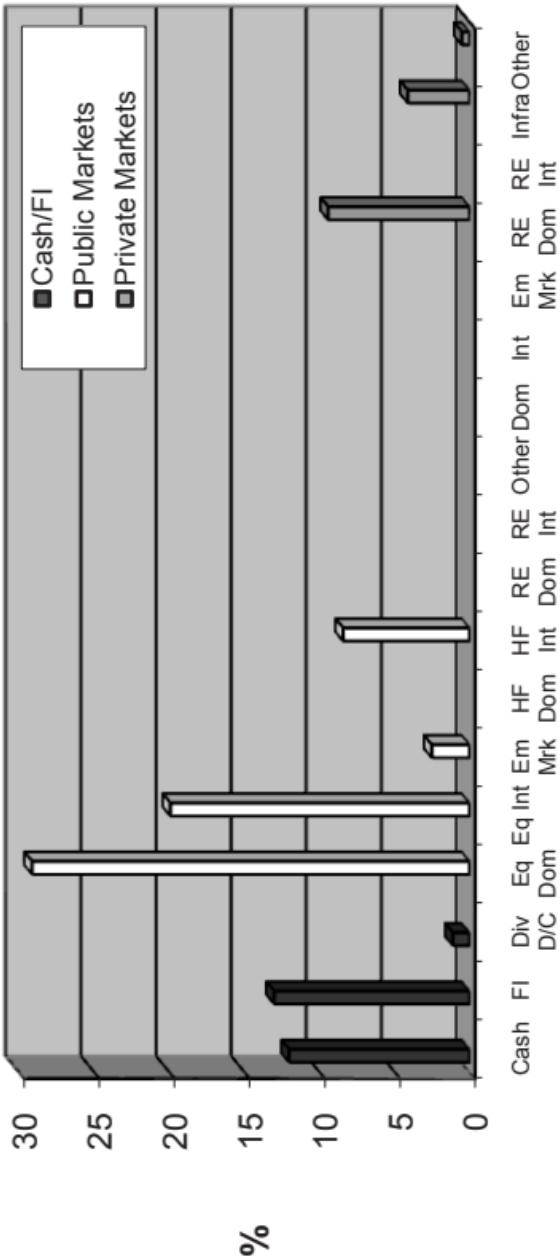
**REST  
SUPERANNUATION**

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# REST Superannuation

A\$ 19.1 billion



# Tomas Hricko



**Head of Product  
Management**

**ADVEQ  
MANAGEMENT AG**

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ZURICH CH-8050  
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Fax (41 58) 445 5556  
[tomas.hricko@adveq.com](mailto:tomas.hricko@adveq.com)

## **ADVEQ MANAGEMENT AG**

Established in 1997, Adveq Management AG is a global private equity investment management firm, with US\$4 billion of assets under discretionary management.

The firm is privately owned and employs 70 professionals representing 20 nationalities and diverse cultural and professional backgrounds.

The firm has offices in Beijing, New York, Frankfurt and Zurich, and its client base consists primarily of international institutional investors including pension funds, insurance companies, family offices, and other financial services providers.

Adveq offers its services through two business lines: private equity fund of funds management and private equity advisory services.

Over the past 13 years, Adveq has organised 16 funds of funds covering all major private equity segments on a global basis and has invested in more than 280 private equity funds.

# Tim Hughes



**Investment Counsel**

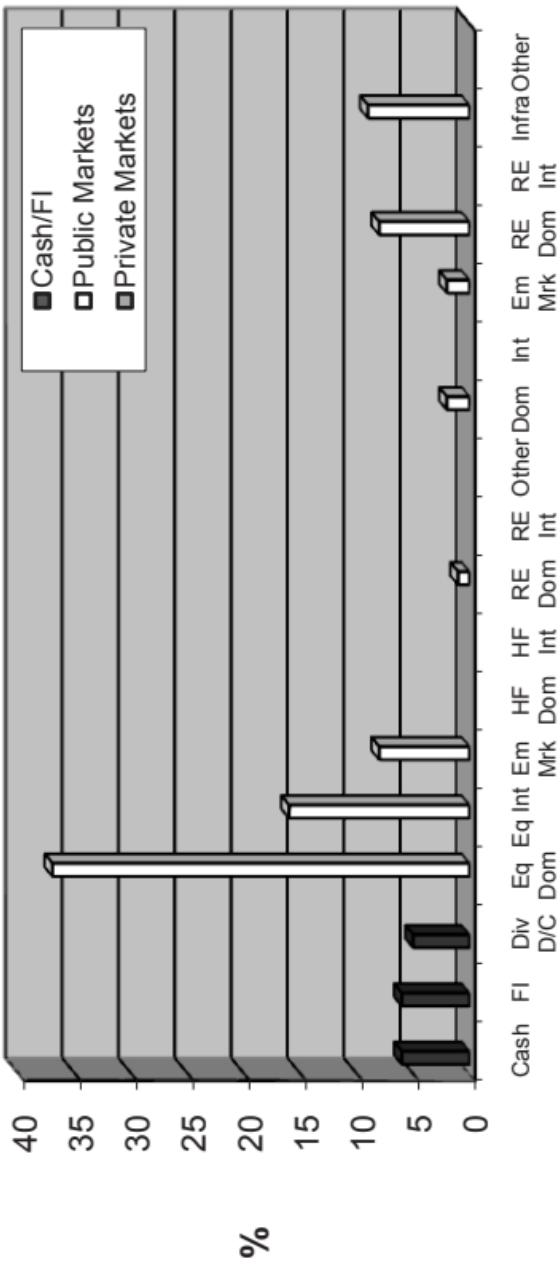
**NGS SUPER**

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# NGS Super

A\$ 3.6 billion



# Tony Hyams



**Chairman**

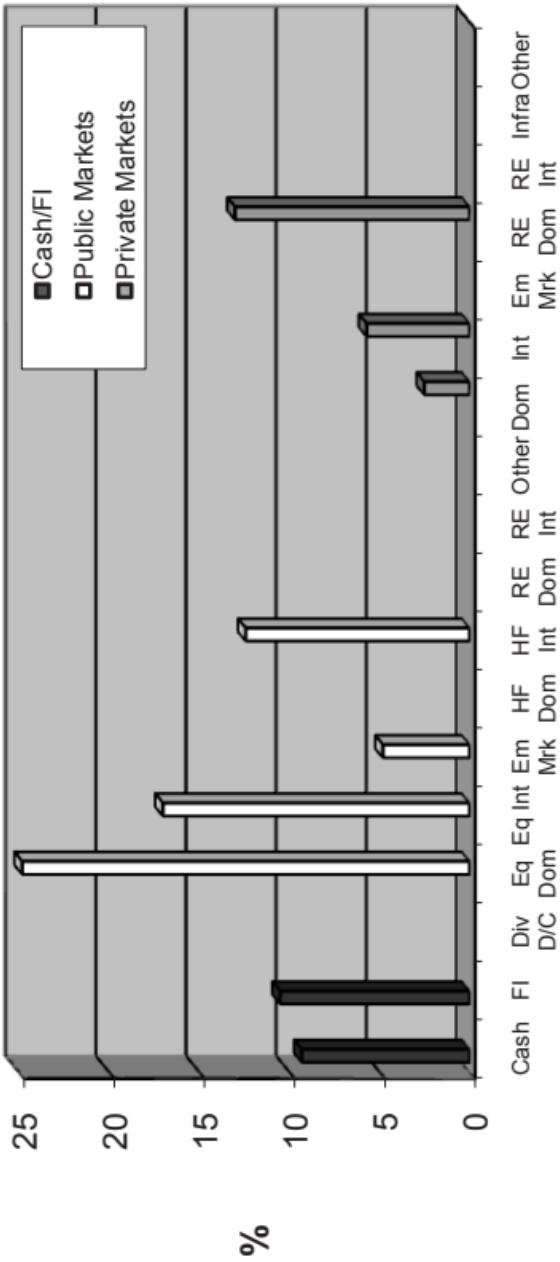
**ARIA AND MILITARY  
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AND BENEFITS  
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[lina.pitt@militarysuper.gov.au](mailto:lina.pitt@militarysuper.gov.au)

# Australian Reward Investment Alliance (ARIA)

A\$19.5 billion



# Peter Kennedy



**Director Investment  
Committee Chair**

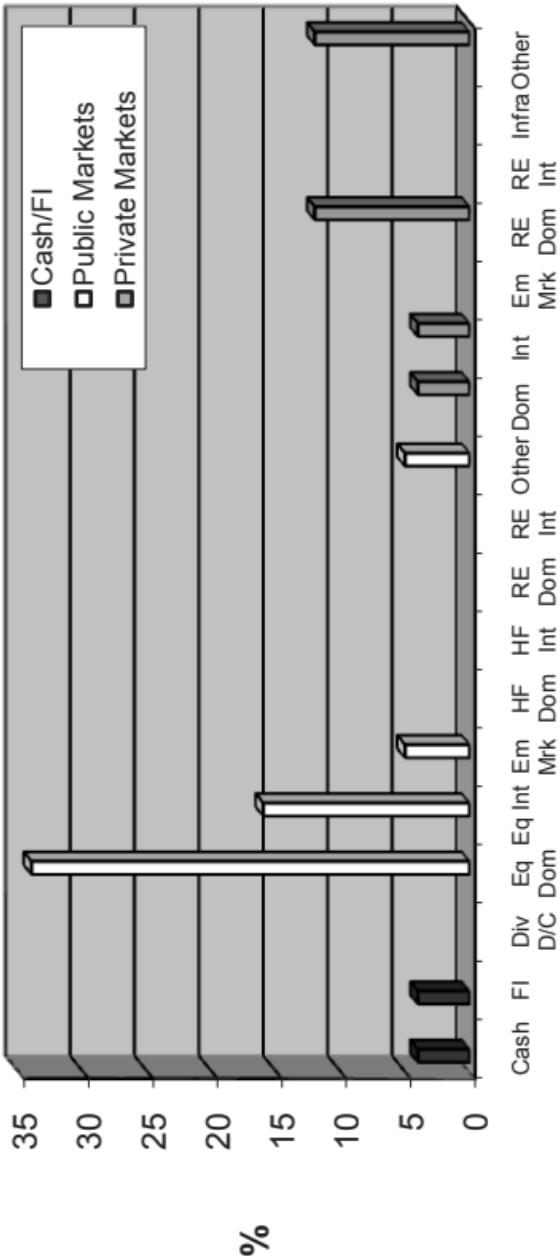
**CBUS**

C/- Level 28  
2 Lonsdale Street  
MELBOURNE VIC 3000  
AUSTRALIA

Tel (61 8) 8229 7300  
Fax (61 3) 9657 4201  
[pkennedy@hansenyuncken.  
com.au](mailto:pkennedy@hansenyuncken.com.au)

# Cbus

A\$14.1 billion



# Charles Kiefel



**Director - Business  
Development  
Australasia**

**TURNER INVESTMENT  
PARTNERS INC/LSV  
ASSET MANAGEMENT**

Suite 1402, Wales Corner  
227 Collins Street  
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AUSTRALIA

Tel (61) 413 489 407  
Fax  
[charleskiefel@principalsfunds.com](mailto:charleskiefel@principalsfunds.com)

## **TURNER INVESTMENT PARTNERS INC**

Turner Investment Partners, founded in 1990 by Robert Turner, Mark Turner and Christopher McHugh, is an independent, 100% employee-owned investment management firm based in Berwyn, Pennsylvania. The firm has distributed equity to those professionals who have made significant contributions to the success of the business, and over 73% of our employees are owners.

Turner was founded primarily as a growth equity investment manager, and remains focused on that area of asset management, with assets under management invested primarily in domestic, global, international and alternative growth equity strategies.

At 31 December 2010, Turner managed approximately US\$18 billion in assets for institutions and high net worth individuals, including corporate retirement plans, public plans, endowments, foundations, Taft-Hartley plans and sub-advisory clients.

### **LSV Asset Management**

LSV Asset Management is a quantitative value equity manager providing active management of more than 25 equity strategies through the application of proprietary models. LSV manages over US\$65 billion for institutional investors worldwide and has been working with clients in Australia/New Zealand since 2004. LSV was established in 1994 and is based in Chicago.

LSV's models have been applied in both developed and emerging markets as well as across the market capitalization spectrum.

# Wayne Krelle



**Deputy Chairman**

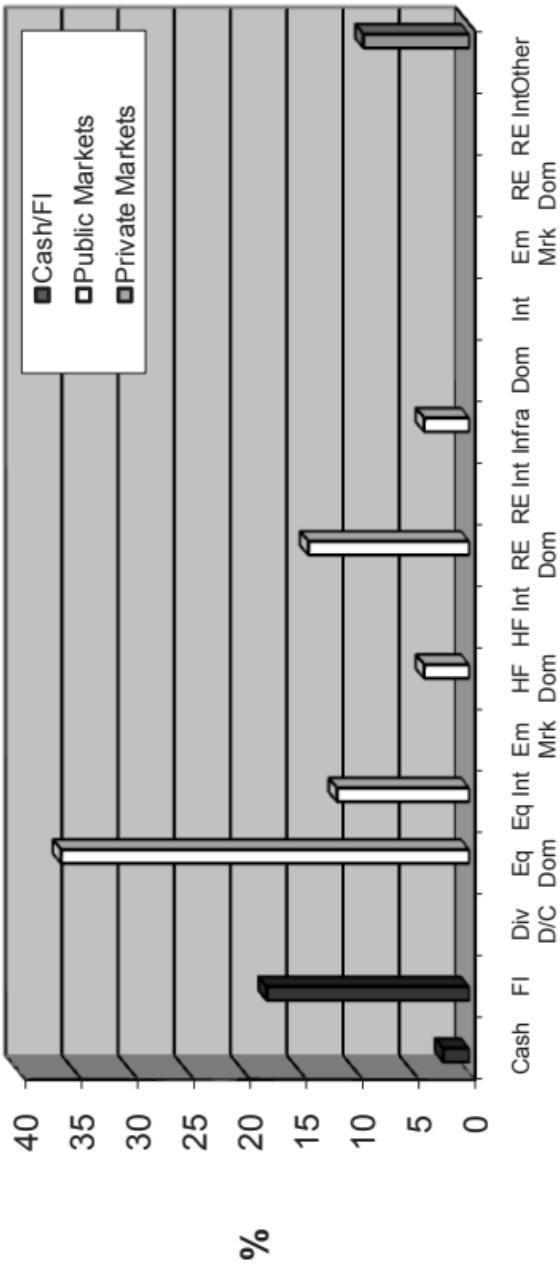
**CLUB PLUS  
SUPERANNUATION  
PTY LTD**

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AUSTRALIA

Tel (61 2) 9376 9400  
Fax (61 2) 9231 6955  
[wkrelle@clubsnsw.com.au](mailto:wkrelle@clubsnsw.com.au)

# Club Plus Superannuation Pty Ltd

A\$1.5 billion



# Peter Laity



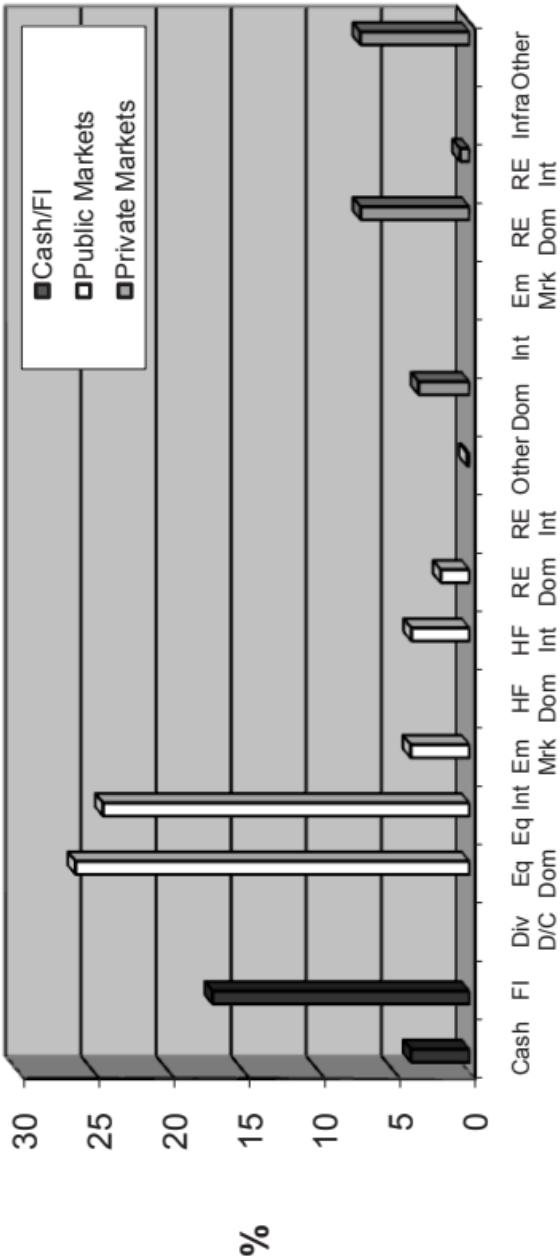
**General Manager  
Investments**

**ESSSUPER**

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140 William Street  
MELBOURNE VIC 3000  
AUSTRALIA

Tel (61 3) 8684 4670  
Fax (61 3) 9651 3699  
[peter.laity@esssuper.com.au](mailto:peter.laity@esssuper.com.au)

**ESSuper**  
A\$16.4 billion



# David Leggo



**Chairman**

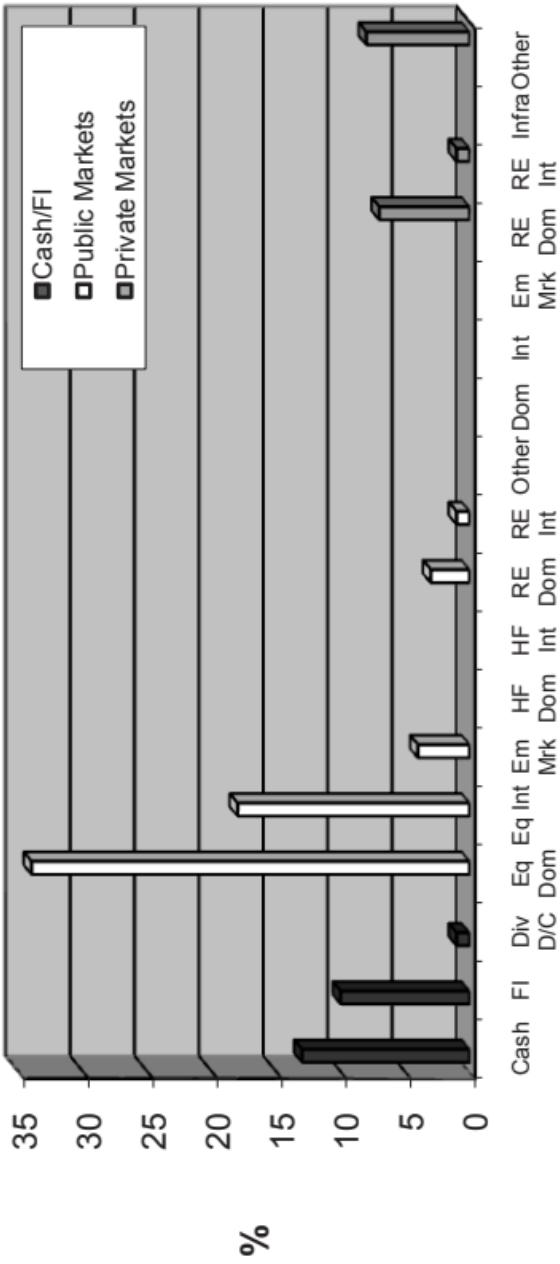
**TELSTRA SUPER PTY LTD**

Level 8  
215 Spring St  
MELBOURNE VIC 3000  
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Tel (61) 413 758 248  
Fax (61 3) 9306 7614  
[david.leggo@telstrasuper.com.au](mailto:david.leggo@telstrasuper.com.au)

# Telstra Super Pty Ltd

A\$10.9 billion



# Jean-Louis Lelogeais



**Co-Founder, Senior  
Managing Director**

**STRATEGIC VALUE  
PARTNERS, LLC**

100 West Putnam Avenue  
GREENWICH CT 6830  
USA

Tel (1 203) 618 3579  
Fax (1 212) 208 4598  
[jlelogeais@svpglobal.com](mailto:jlelogeais@svpglobal.com)

## **STRATEGIC VALUE PARTNERS, LLC**

Strategic Value Partners (SVP), founded in 2001, is a global distressed investment firm with over US\$3.7bn in assets under management. Investments range from distressed debt to control-oriented deals across hedge fund and private equity structures.

With 50 investment professionals located primarily in Greenwich (Connecticut), London, Frankfurt and Tokyo, SVP deploys capital across North America, Europe and Asia.

Investments are made across the firm's two strategies: the distressed and deep-value strategy and the distressed for control strategy.

# John Livanas



**Chief Executive Officer**

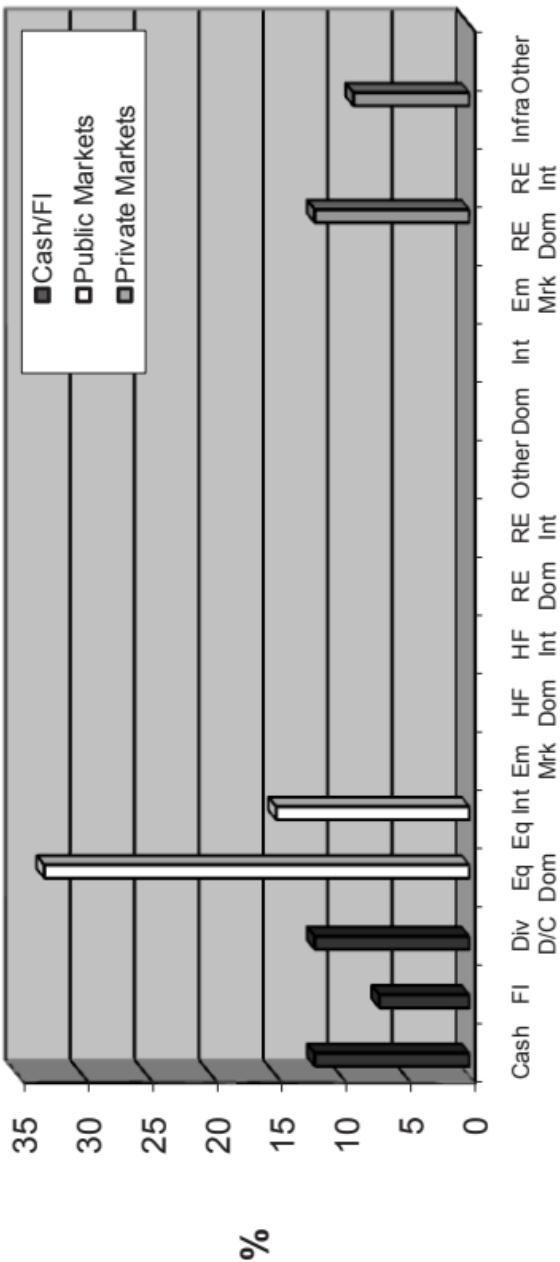
**AMIST SUPER**

GPO Box 4293  
SYDNEY NSW 2001  
AUSTRALIA

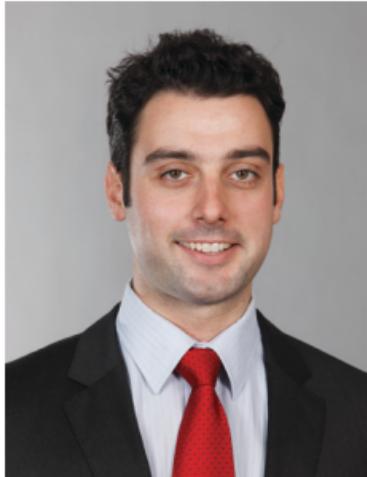
Tel (61 2) 9230 1122  
Fax (61 2) 9230 1111  
[johnl@amist.com.au](mailto:johnl@amist.com.au)

## AMIST Super

A\$9 billion



# Stuart Luelf



**Head of Research**

**CENTRE FOR  
INVESTOR  
EDUCATION**

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[stuart@cie.com.au](mailto:stuart@cie.com.au)

Stuart is the Head of Research at the Centre for Investor Education, and is responsible for industry-wide research, analytics and conference agenda development. He holds a Bachelor of Commerce with Honours from the University of Melbourne, and is currently studying towards his Chartered Financial Analyst (CFA) qualification.

Prior to joining CIE, Stuart held analyst roles at Bank of Ireland Asset Management and National Australia Bank.

# Ray Macken



**Head of Institutional**

**SCHRODER  
INVESTMENT  
MANAGEMENT  
AUSTRALIA LIMITED**

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Fax (61 2) 9210 9331  
[ray.macken@schroders.com](mailto:ray.macken@schroders.com)

## **SCHRODER INVESTMENT MANAGEMENT AUSTRALIA LIMITED**

Schroders is a leading global asset management company offering a range of domestic and international, specialist and diversified investment products to institutions, superannuation funds and master trust providers.

As a large independent fund manager, with over A\$295 billion under management, Schroders applies expertise in research and investment to serve the needs of clients in 25 countries.

Schroders in Australia is a wholly owned subsidiary of Schroders PLC, a publicly listed UK company that can trace back its roots in banking and finance over 200 years.

The Australian firm was established in 1961. Based in Sydney, its domestic research and investment teams are an integral part of Schroders global network.

Schroders in Australia had A\$24 billion of funds under management at 21 December 2010.

# Ian Manton- Hall



## Director

**HERMES FUND  
MANAGERS  
(AUSTRALIA) PTY  
LIMITED**

Level 4  
95 Pitt Street  
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[i.manton-hall@hermes.co.uk](mailto:i.manton-hall@hermes.co.uk)

## **HERMES FUND MANAGERS (AUSTRALIA) PTY LIMITED**

Hermes Fund Managers is an institutional long-term asset manager, targeting sustainable alpha-generation.

With 30 years of heritage, Hermes is a growing third party investment manager with a global presence.

Headquartered in London, with European coverage, it has offices in Boston, New York and Sydney. Built on a solid foundation, with years of experience managing assets for the BT Pension Scheme, one of the largest European and Global schemes, investment solutions include alternatives, equities and bonds.

Hermes manages assets on behalf of over 190 clients across these investment areas with £25.6billion assets under management (as at 31 December 2010).

# Terry McCredden



**Chief Executive Officer**

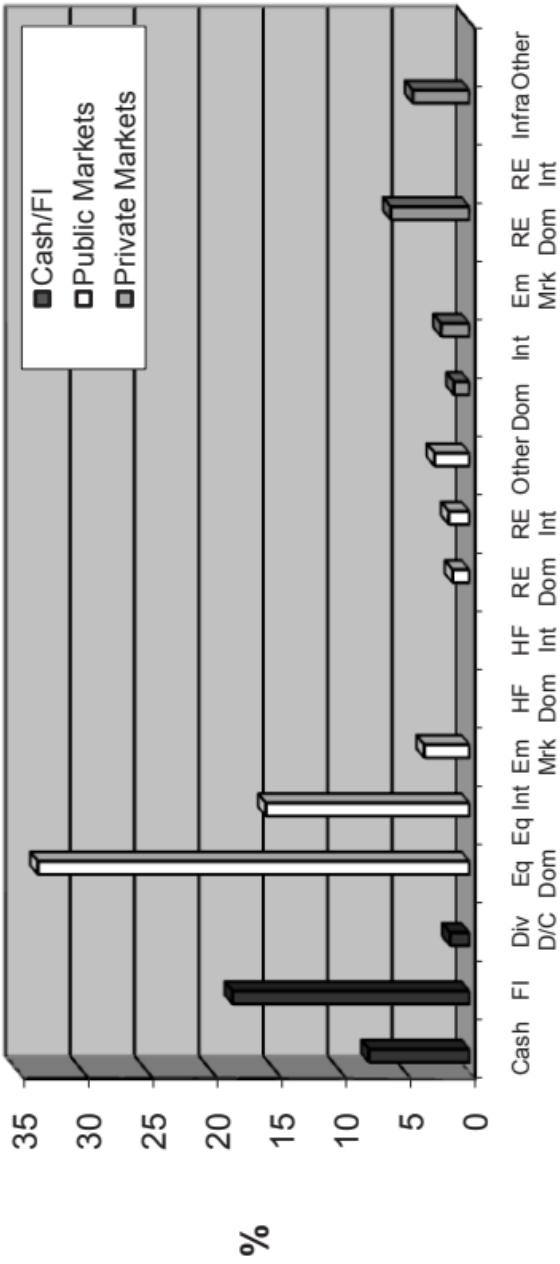
**UNISUPER**

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Tel (61 3) 9910 6102  
Fax (61 3) 9910 6199  
[terry.mccredden@unisuper.com.au](mailto:terry.mccredden@unisuper.com.au)

# UniSuper

A\$27.441 billion



# Tom McGowan



**Managing Director**

**SIGULER GUFF &  
COMPANY, LP**

825 Third Avenue  
10th Floor  
NEW YORK NY 10022  
USA

Tel (1 212) 332 5126  
Fax (1 212) 332 5120  
[tmcgowan@sigulerguff.com](mailto:tmcgowan@sigulerguff.com)

## **SIGULER GUFF & COMPANY, LP**

Siguler Guff & Company is a multi-strategy private equity investment firm which, together with its affiliates, has over \$9.0 billion of assets under management.

Founded in 1991 within Paine Webber, Siguler Guff became an independent firm in 1995. Its clients include corporate and public employee benefit plans, endowments, foundations, government agencies, financial institutions, family offices and high net worth individuals.

Siguler Guff manages and co-manages several direct investment private equity funds and fund-of-funds, each targeted at carefully defined areas of market inefficiency. The Firm also provides discretionary private equity advisory services through Siguler Guff Advisers, a federally registered investment advisor.

# Matthew McLenaghan



**Vice President,  
Consultant Relations**

**PIMCO**

Level 19  
363 George Street  
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Tel (61 2) 9290 9571  
Fax (61 2) 9279 2580  
[matthew.mclenaghan@pimco.com](mailto:matthew.mclenaghan@pimco.com)

PIMCO is a specialist fixed income manager.

The Australian business of PIMCO was established in 1997 and now serves more than 100 clients invested in a wide range of domestic and global fixed interest strategies. Assets managed on behalf of Australian and New Zealand investors total A\$34 billion.

The company has its headquarters in Newport Beach, California, and has 10 offices around the world, including Sydney.

PIMCO's investment approach emphasises active management, appropriate diversification and active tail risk hedging as the key determinant of returns.

PIMCO concentrates on top-down economic research to identify those factors likely to affect the levels of worldwide interest rates, and bottom-up credit analysis of individual bonds and issuers to identify the best values within and between sectors.

# Steve Merliceck



**Chief Investment  
Officer**

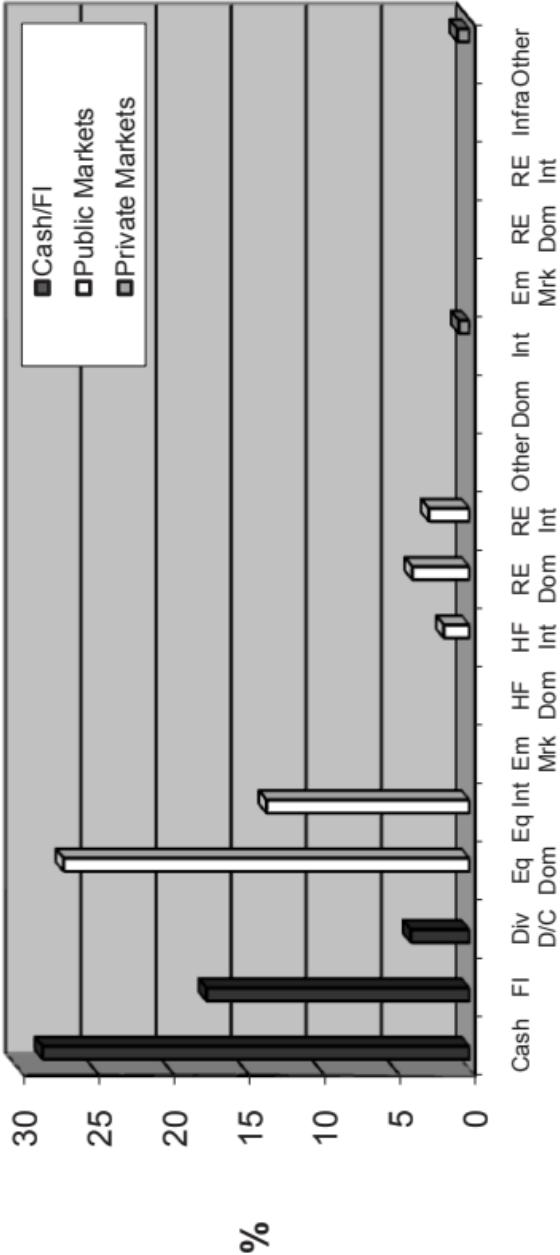
**IOOF**

Level 26  
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MELBOURNE VIC 3000  
AUSTRALIA

Tel (61 3) 8614 4576  
Fax (61 3) 8614 4902  
[s.merliceck@ioof.com.au](mailto:s.merliceck@ioof.com.au)

# IOOF

A\$7.4 billion



# Tara Moriarty



**Director**

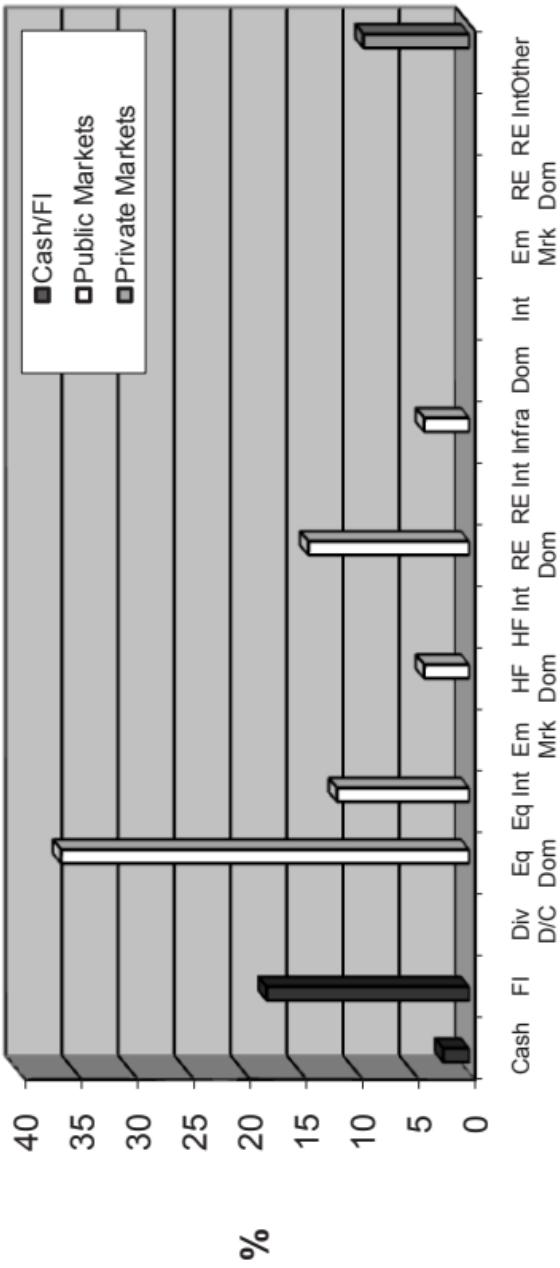
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Tel (61 2) 9376 9400  
Fax (61 2) 9231 6955  
[tmoriarty@lhm.org](mailto:tmoriarty@lhm.org)

# Club Plus Superannuation Pty Ltd

A\$1.5 billion



# Bruce Murphy



**Managing Director**

**BNY MELLON ASSET  
MANAGEMENT  
AUSTRALIA LIMITED**

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7 Macquarie Place  
SYDNEY NSW 2000  
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Fax (61 2) 9087 7601  
[bruce.murphy@bnymellon.com](mailto:bruce.murphy@bnymellon.com)

## **BNY MELLON ASSET MANAGEMENT AUSTRALIA LIMITED**

Headquartered in Boston, Massachusetts, Standish is a dedicated fixed income manager with \$78b AUM as of 12/31/10. Standish traces its roots to 1933, when Standish, Ayer & Wood, Inc., began managing fixed income portfolios.

Standish offers a wide range of credit-based and specialty bond strategies, including structured product workout solutions, for US and global pension funds, sovereign wealth funds, central banks, endowments, foundations, insurance companies and other institutions. Standish, a wholly-owned subsidiary of BNY Mellon, enjoys support and backing of a well-capitalized parent company with a strong balance sheet. Standish emphasizes fundamental research and top-down economic research.

Standish is organized into two operating divisions: Active Fixed Income and Tax-Exempt Fixed Income.

# John Murray



**Director**

**CBUS**

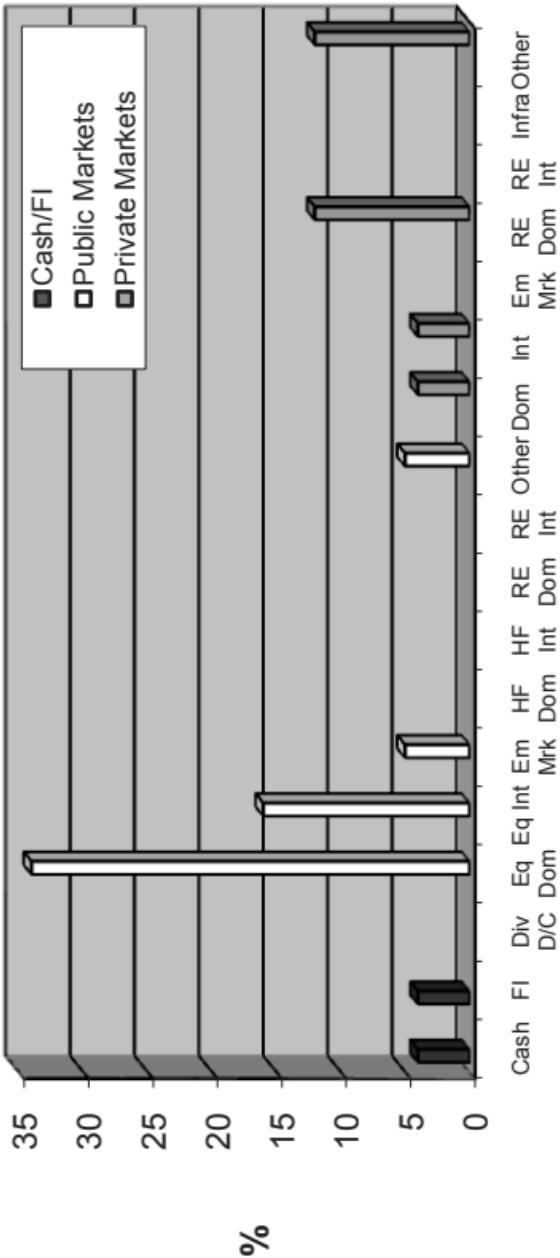
C/- Level 28  
2 Lonsdale Street  
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Tel

Fax (61 3) 9657 4201  
[jmur7464@bigpond.net.au](mailto:jmur7464@bigpond.net.au)

# Cbus

A\$14.1 billion



# Jamie Nemtsas



**Director**

**CENTRE FOR  
INVESTOR  
EDUCATION**

17 Argyle Place South  
CARLTON VICTORIA 3053  
AUSTRALIA

Tel (61 3) 9655 1220  
Fax (61 3) 9662 2689  
[jamie@cie.com.au](mailto:jamie@cie.com.au)

Jamie is a co-owner and director of Centre for Investor Education (CIE).

Jamie's background is in wealth and asset management, predominately with high net worth individuals, families and corporations. He is a co author of the book 'You don't have to be rich to become wealthy: The Baby Boomers Investment Bible' and is a regular speaker at investment conferences and also writes for a number of media outlets. He has a passion to educate the investor of a different way to think about investing. CIE is an extension of this into the wholesale side of wealth management.

Jamie has built his reputation as the co owner and director of Investstone Wealth Management a prominent boutique wealth management group, until its sale in 2009 to Lachlan Partners (Macquarie), where Jamie held the position of Head of Wealth Management.

Jamie holds a Bachelor of Business(B.Bus), is a certified financial planner (CFP) and is a fellow of the Securities Institute(F,FIN).

Jamie has a strong interest in the community and is a pro bono director of the Greenlight Foundation and the Willow Foundation.

# Greg Nolan



**General Manager  
Investments**

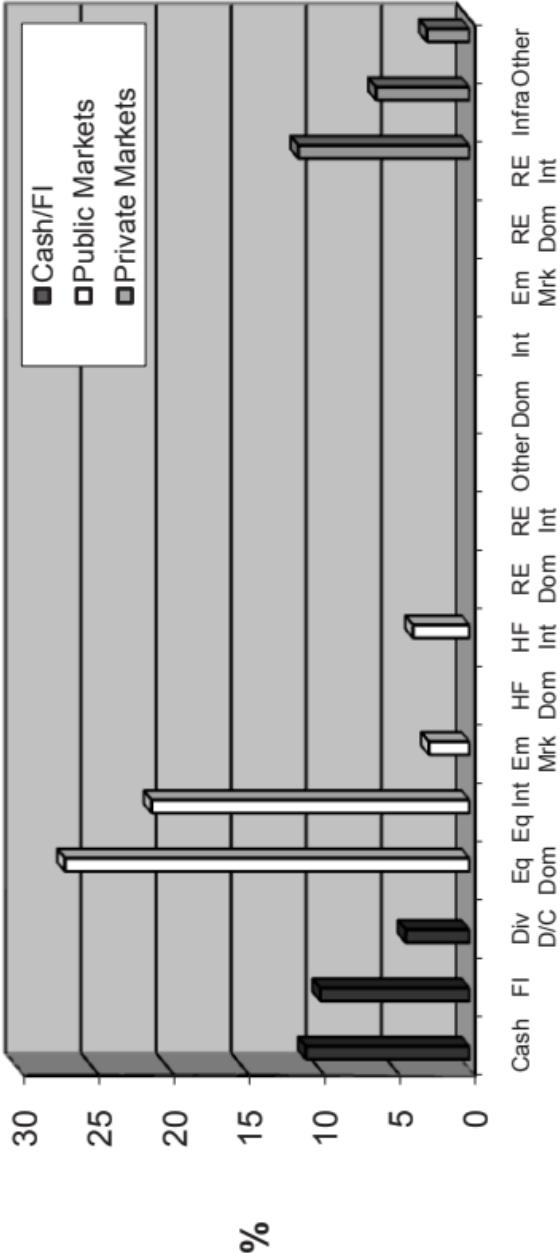
**CARE SUPER**

PO Box 220  
Collins Street West  
MELBOURNE VIC 8007  
AUSTRALIA

Tel (61 3) 8623 0706  
Fax (61 3) 9629 7421  
[gnolan@caresuper.com.au](mailto:gnolan@caresuper.com.au)

# CARE Super

A\$4.2 billion



# Jitzes Noorman



**Senior Fund Manager**

**MN SERVICES**

THE NETHERLANDS

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Fax  
[JIN@mn.nl](mailto:JIN@mn.nl)



# Nikki O'Brien



**Senior Events  
Manager**

**CENTRE FOR  
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AUSTRALIA

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[nikki@cie.com.au](mailto:nikki@cie.com.au)

Nikki has recently been appointed as the Senior Events Manager responsible for event oversight, management of the events team and contribution to the planning and development of future conference programs.

# Brendan O'Farrell



**Chief Executive Officer**

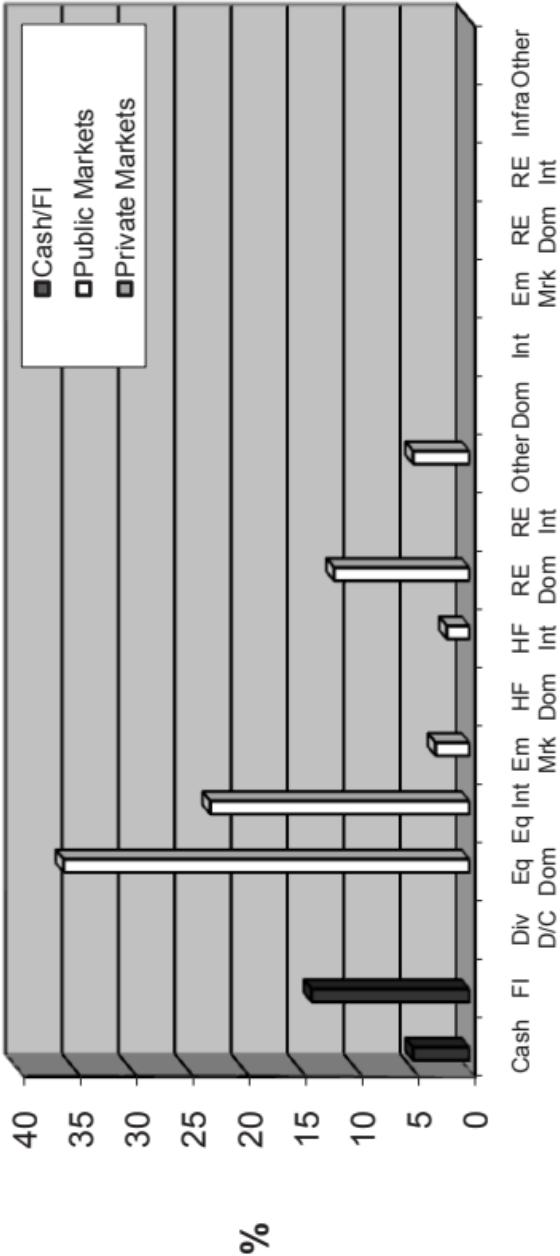
**INTRUST SUPER  
FUND**

GPO Box 2755  
BRISBANE QLD 4001  
AUSTRALIA

Tel (61 7) 3013 8700  
Fax  
[bofarrell@intrust.com.au](mailto:bofarrell@intrust.com.au)

# Intrust Super Fund

A\$ 1.2 billion



# James Owens



**Partner and Director  
of Client Portfolio  
Services**

**LSV ASSET  
MANAGEMENT**

155 North Wacker Drive  
Suite 4600  
CHICAGO IL 60606  
USA

Tel (1 312) 460 2323  
Fax (1 312) 220 9241  
[jowens@lsvasset.com](mailto:jowens@lsvasset.com)

## **LSV ASSET MANAGEMENT**

LSV Asset Management is a quantitative value equity manager providing active management of more than 25 equity strategies through the application of proprietary models. LSV manages over US\$65 billion for institutional investors worldwide and has been working with clients in Australia/New Zealand since 2004. LSV was established in 1994 and is based in Chicago.

LSV's models have been applied in both developed and emerging markets as well as across the market capitalization spectrum.

# Matt Perrignon



**Head of Sales, Pension  
Coverage Group**

**CREDIT SUISSE**

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Fax (61 2) 8206 4470  
[matthew.perrignon@credit-suisse.com](mailto:matthew.perrignon@credit-suisse.com)

Founded in 1856, Credit Suisse has a long tradition and years of experience in the banking business. It provides companies, institutional clients and high net worth private clients worldwide, as well as retail clients in Switzerland, with advisory services and financial solutions and products.

Credit Suisse is active in over 50 countries and employs more than 49,000 people from approximately 100 different nations. Asset Management offers a wide range of investment products and functions across asset classes and investment styles. The division manages global and regional portfolios, mutual funds, and other investment vehicles for governments, institutions, corporations and individuals worldwide.

Its solutions-based approach provides clients with innovative investment strategies. Collaboration and partnership across Private Bank, Investment Bank and Asset Management provide intelligence and sourcing, and helps address client needs using a global integrated model.

The Asset Management business functions within a risk management framework accountable to regulators and investors, and delivers intellectual capital through global and divisional institutional and retail investment research.

A global participant in alternative investments, Credit Suisse's platform has broad capabilities for clients seeking solutions across alternative asset classes such as private equity, real estate, hedge fund strategies, credit investments and index strategies.

# Jim Richards



**Managing Director**

**TERRAIN PLACEMENT  
SERVICES PTY LTD**

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RICHMOND VIC 3121  
AUSTRALIA

Tel (61 3) 9665 2405  
Fax (61 3) 9665 2455  
[jrichards@terraincapital.com](mailto:jrichards@terraincapital.com)

## **TERRAIN PLACEMENT SERVICES PTY LTD**

Terrain Placement Services is an associated company of Terrain Capital, a Melbourne-based independent corporate advisory firm whose founding directors have been working together since 1993.

Terrain acts as a placement agent and strategic adviser to fund managers (domestic and international) looking to access capital from Australia. Terrain completed its first transaction for an Australian opportunistic real estate fund manager in May 2005.

Since 2006 Terrain has focused on helping international fund managers market their investment products in Australia.

Terrain is currently advising international fund manager clients based in London, New York, Newark, Parsippany, San Francisco, Stamford and Toronto. These clients have investment offerings covering the following asset classes: public equities (global & emerging markets), fixed income, bank loans, private equity, real estate, infrastructure, commodities & timberlands.

# Peter Robertson



**Chief Executive Officer**

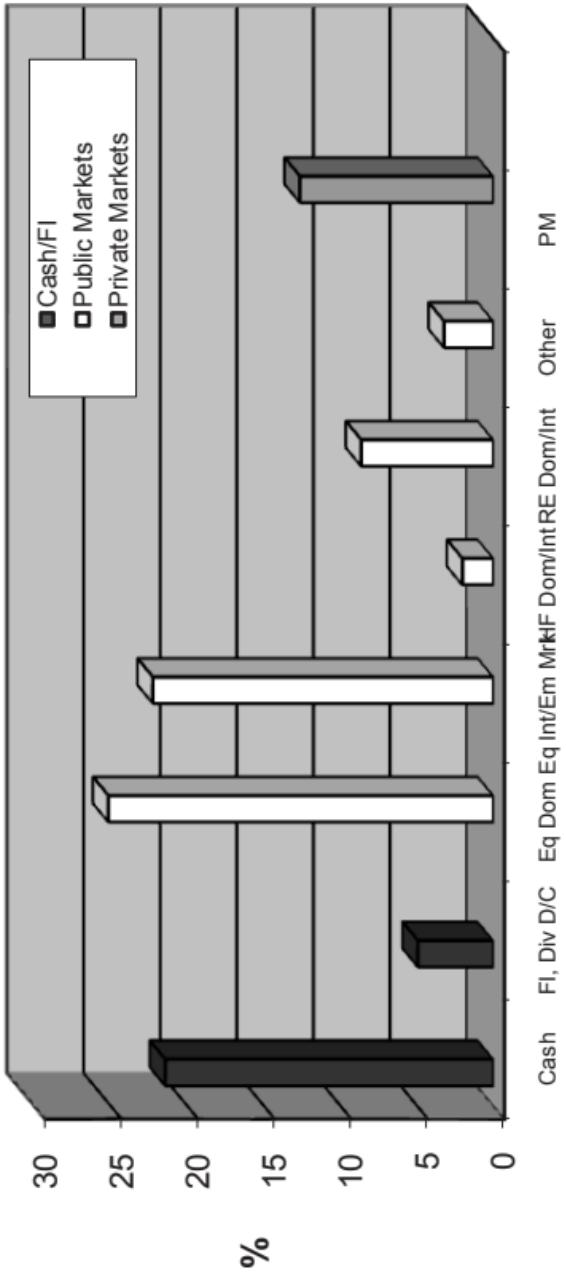
**MARITIME SUPER PTY  
LIMITED**

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31 Market Street  
SYDNEY NSW 2000  
AUSTRALIA

Tel (61 2) 8275 5200  
Fax (61 2) 9261 3683  
[peterr@maritimesuper.com.au](mailto:peterr@maritimesuper.com.au)

# Maritime Super Pty Limited

A\$3.1 billion



# Keith Shepherd



**Chief Investment  
Officer**

**RAILPEN**

2nd Floor, Camomile Court  
Camomile Street  
LONDON EC3A 7LL  
UNITED KINGDOM

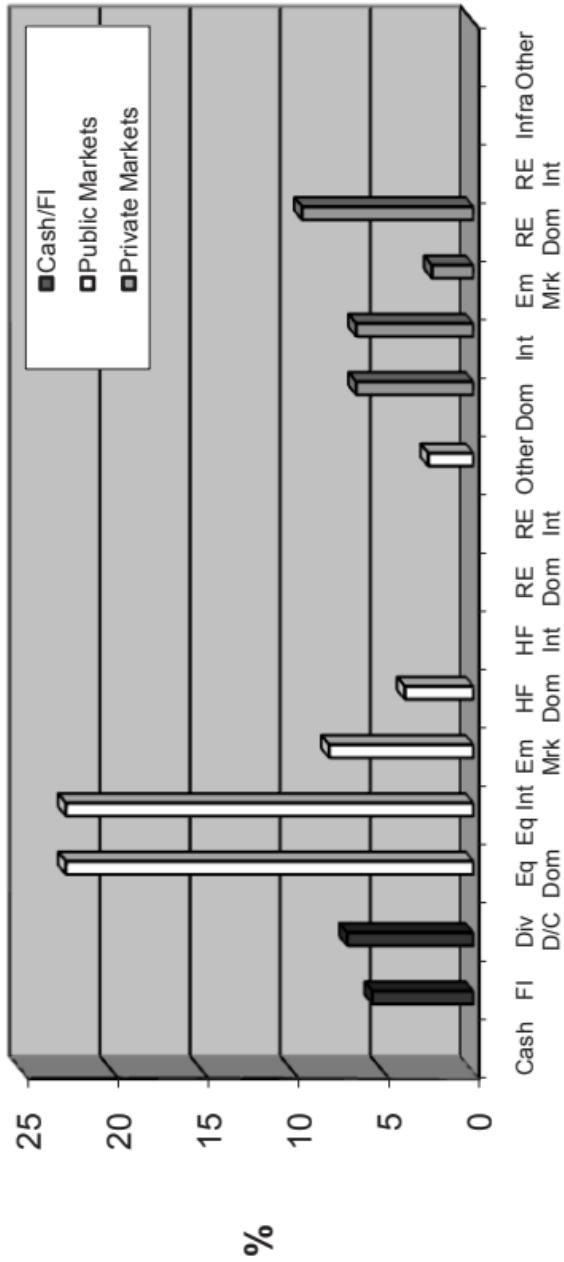
Tel (0207) 220 5025

Fax

[keith.shepherd@rpmi.co.uk](mailto:keith.shepherd@rpmi.co.uk)

# Railpen

£15.3 billion



# Graham Shotter



**Director**

**HEALTH SUPER PTY  
LTD**

Locked Bag 2900  
Collins Street West  
MELBOURNE VIC 8007  
AUSTRALIA

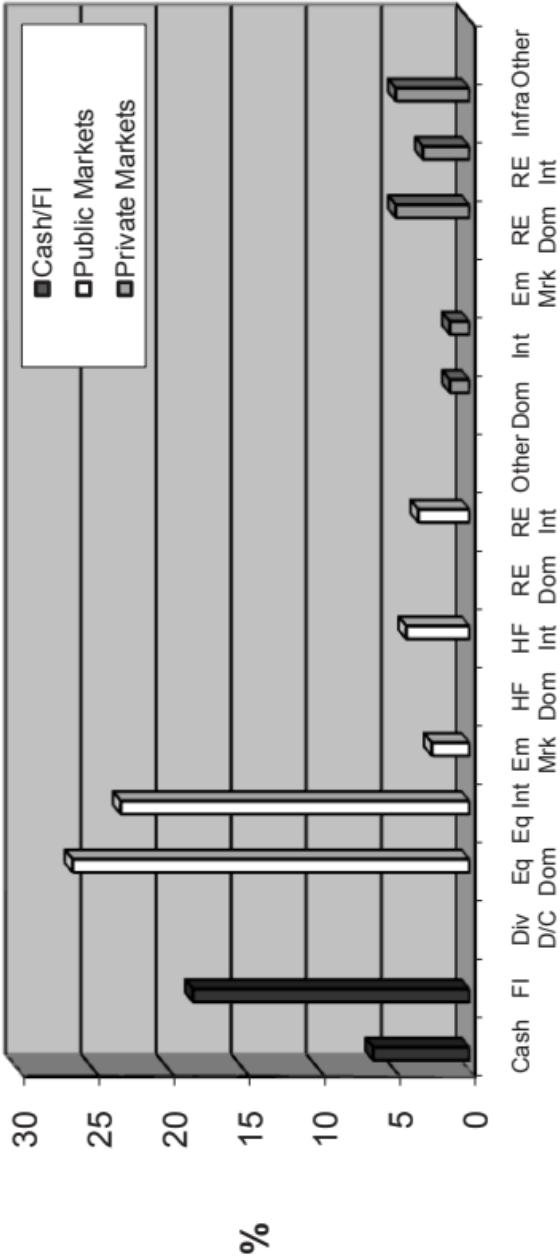
Tel (61 3) 9011 7257

Fax

[grahams@freemasons.net.au](mailto:grahams@freemasons.net.au)

# Health Super Pty Ltd

A\$9.3 billion



# Erling Sorensen



**Director**

**CENTRE FOR  
INVESTOR  
EDUCATION**

17 Argyle Place South  
CARLTON VICTORIA 3053  
AUSTRALIA

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[erling@cie.com.au](mailto:erling@cie.com.au)

Erling Sorensen is a co-owner and director of Centre for Investor Education CIE).

Erling has a broad international background across corporate finance, strategy, M&A, commodity trading and investing, having worked for and managed international industrial companies in Oslo, Singapore, Melbourne and London.

Prior to acquiring CIE he was Chief Commercial Officer of Nyrstar Nv, the largest zinc metal producer in the world, operating out of London. He played an integral role in the float of Nyrstar on the Euronext in what was the largest IPO on that exchange in 2007.

Erling has held a number of Non-Executive directorships for publicly listed companies both in Australia and London. In addition he has sat on several boards of private entities located globally from Australia, China, South America through to Germany, in the capacity as either Chairman or Director.

Erling's background provides him with unique knowledge and understanding of capital markets both in Australia and globally. His extensive involvement in investing, trading and operating in the resources and commodities markets ensures he is highly attuned to the benefits of sophisticated risk management.

Erling started his professional career at sea in the merchant navy as a Master Mariner from the International School of Navigation in Copenhagen. He holds an MBA from Melbourne Business School and a GradDip in Corporate Finance & Investments from Securities Institute of Australia. Erling is a Fellow member of the Australian Institute of Company Directors.

# Gabriel Szondy



**Trustee  
CARE SUPER**

**Trustee  
MILITARY  
SUPERANNUATION AND  
BENEFITS BOARD**

**Director  
FRONTIER INVESTMENT  
CONSULTING FTY LTD**

**Senior Advisor  
CENTRE FOR INVESTOR  
EDUCATION**

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[gabriel@cie.com.au](mailto:gabriel@cie.com.au)



# Jim Tannock



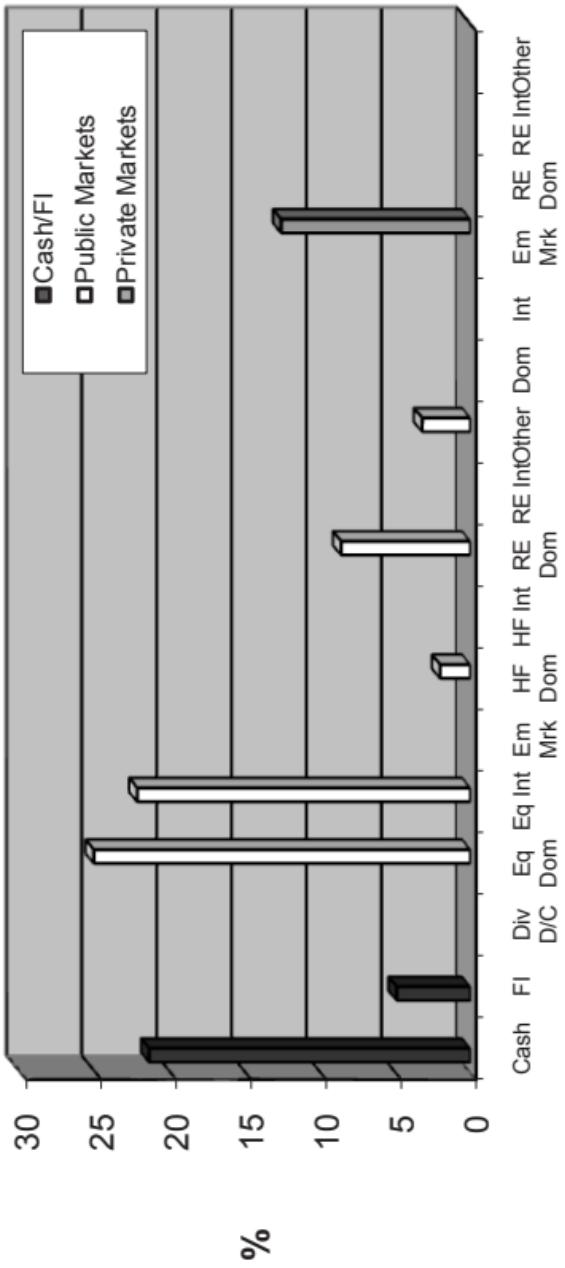
**Trustee Director**

**MARITIME SUPER PTY  
LIMITED**

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[jimtannock@mua.org.au](mailto:jimtannock@mua.org.au)

**Maritime Super Pty Limited**  
A\$3.1 billion



# Michael Tilley



**Trustee Director**

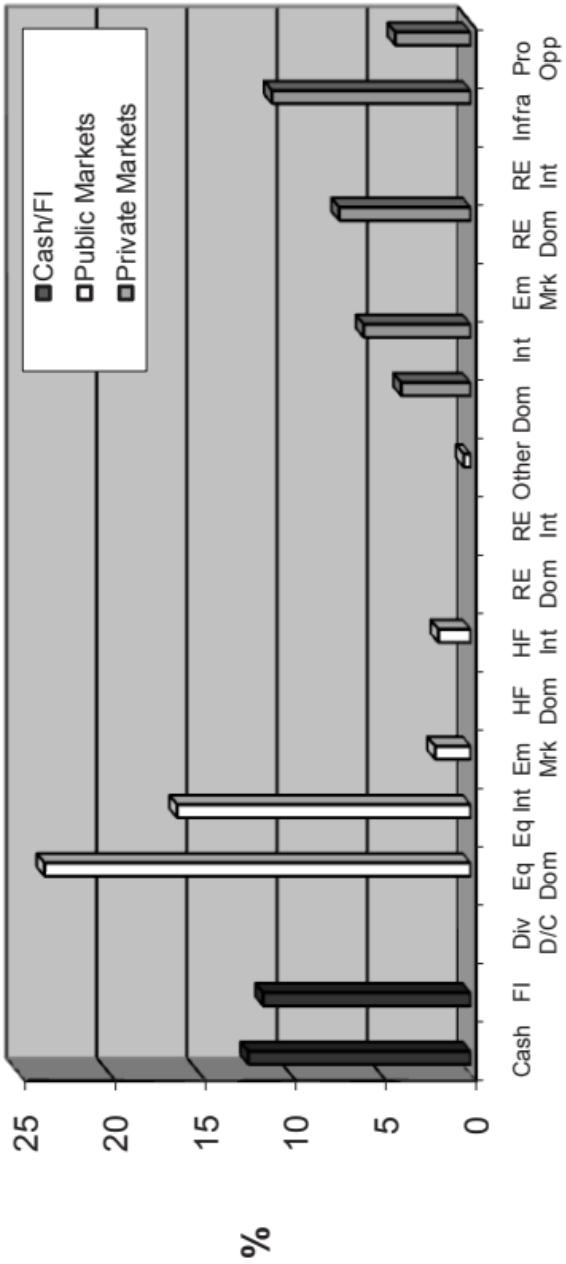
**VISION SUPER**

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AUSTRALIA

Tel (61 3) 9665 2444  
Fax (61 3) 9665 2455  
[mtilley@terraincapital.com](mailto:mtilley@terraincapital.com)

# Vision Super

A\$4.6 billion



# Fiona Trafford- Walker



**Managing Director**

**FRONTIER  
INVESTMENT  
CONSULTING PTY LTD**

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MELBOURNE VIC 3000  
AUSTRALIA

Tel (61 3) 8648 4342  
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[ftrafford-walker@frontieric.com.au](mailto:ftrafford-walker@frontieric.com.au)

## **FRONTIER INVESTMENT CONSULTING**

Located in Melbourne, Frontier Investment Consulting provides investment advisory services to clients in Australia and New Zealand. Total funds under advice stand at about A\$100 billion across 18 clients.

Frontier is an independent investment consulting firm. Its sole source of revenue is the provision of investment consulting services to its clients.

Frontier has 37 staff, 33 of whom provide investment consulting services.

All members of the consulting group also participate in manager, investment and capital markets research.

# Robert Turner



**Chairman and Chief  
Investment Officer**

**TURNER INVESTMENT  
PARTNERS INC**

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Berwyn  
PENNSYLVANIA 19312  
USA

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Fax (1 484) 329 2724  
[rturner@turnerinvestments.  
com](mailto:rturner@turnerinvestments.com)

## **TURNER INVESTMENT PARTNERS INC**

Turner Investment Partners, founded in 1990 by Robert Turner, Mark Turner and Christopher McHugh, is an independent, 100% employee-owned investment management firm based in Berwyn, Pennsylvania. The firm has distributed equity to those professionals who have made significant contributions to the success of the business, and over 73% of its employees are owners.

Turner was founded primarily as a growth equity investment manager, and remains focused on that area of asset management, with assets under management invested primarily in domestic, global, international and alternative growth equity strategies.

At 31 December 2010, Turner managed approximately US\$18 billion in assets for institutions and high net worth individuals, including corporate retirement plans, public plans, endowments, foundations, Taft-Hartley plans and sub-advisory clients.

# Nick van Winsen



**Head of External  
Management**

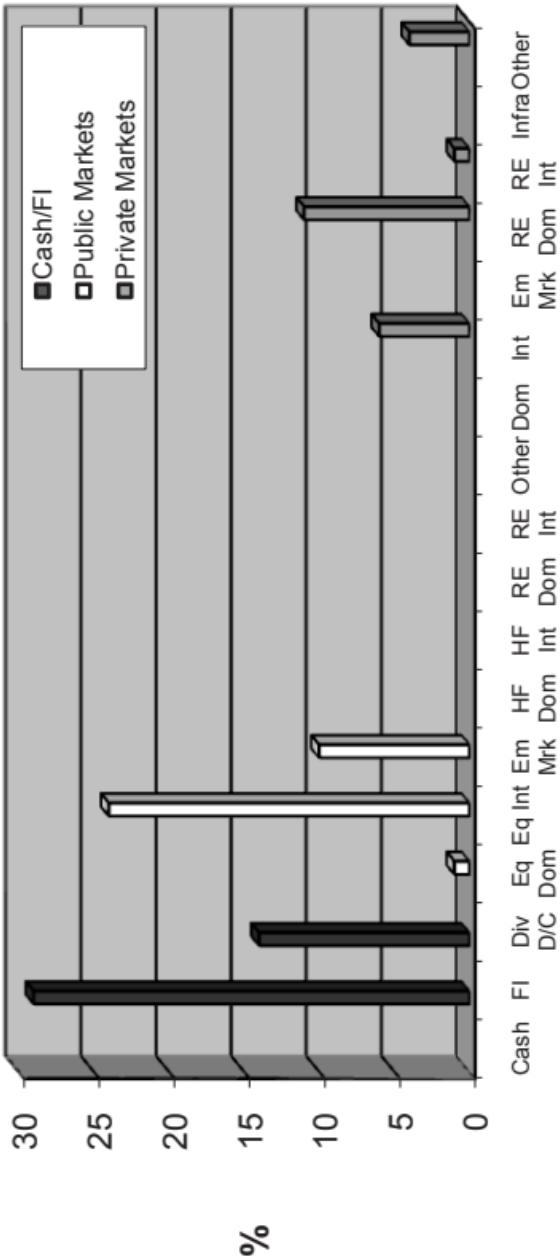
**SPF BEHEER**

Arthur van Schendelstraat  
850  
P.O. Box 2030  
UTRECHT 3500 GA  
THE NETHERLANDS

Tel +31 30 232 91 14  
Fax +31 30 243 80 90  
[nwinsen@spfbeheer.nl](mailto:nwinsen@spfbeheer.nl)

# SPF Beheer

€19.0 billion



# Margaret Waller



**Chief Executive Officer**

**PARETO AUSTRALIA  
PTY LIMITED**

Level 6  
7 Macquarie Place  
SYDNEY NSW 2000  
AUSTRALIA

Tel (61 2) 9087 7655  
Fax (61 2) 9087 7652  
[margaret.waller@pareto-partners.com.au](mailto:margaret.waller@pareto-partners.com.au)

## **PARETO AUSTRALIA PTY LIMITED**

Pareto Investment Management was established in 1991 and is a currency overlay manager with assignments from institutions worldwide. With its headquarters in London, Pareto has representatives in New York and Sydney, as well as an affiliate in Tokyo.

Pareto aims to enhance returns for institutional clients by developing quantitative models to manage currency and other financial risks. Its 18-year old core product, Currency Risk Management, has A\$47.85 billion in exposures under management, of which A\$17 billion is for Australian based clients.

The company recently launched a currency options alpha fund, a currency multi strategy program and a systematic global macro unit trust. About A\$2.14 billion in assets are managed under its alpha product range.

Investment management is conducted out of London and New York. Marketing, research and client servicing are carried out from London, the affiliate office in Tokyo, and representatives in New York and Sydney.

# Anne Ward



**Chairman**

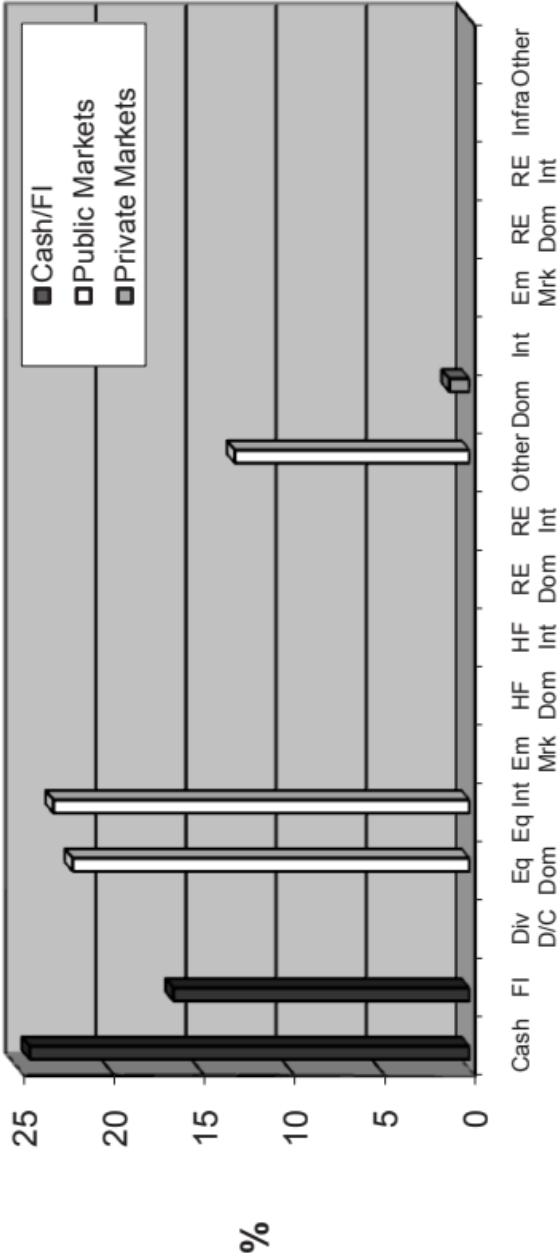
**QANTAS  
SUPERANNUATION  
LIMITED**

C/- Tracy Page Qantas  
Centre (SYDAPC/G)  
203 Coward Street  
MASCOT NSW 2020  
AUSTRALIA

Tel (61 3) 8634 2972  
Fax (61 3) 8634 0500  
[adf.ward@gmail.com](mailto:adf.ward@gmail.com)

# Qantas Superannuation Limited

A\$5.7 billion



# Mark Yetman



**Vice President and  
Head of Institutional  
Sales**

**DIMENSIONAL**

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SYDNEY NSW 2000  
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## **DIMENSIONAL**

Dimensional is a leading global asset manager with a long track record of generating returns and creating strategies for its clients, through investment research, flexibility in design, and ongoing innovation. Founded in the US in 1981, Dimensional is now a global firm with 480 employees and managing US\$206 billion worldwide (as at December 31, 2010).

Dimensional offers a wide range of strategies, including value and small cap equities, fixed interest and real estate. Underpinning these strategies is a clear and consistent investment philosophy. The philosophy is the grounding for rigorous research, both from renowned academics such as Eugene Fama and Ken French and from an internal team of 25 full-time researchers. Added to this are the practical insights gained by more than 80 investment practitioners through global implementation.

# George Zielinski



**Chief Investment  
Officer**

**REST  
SUPERANNUATION/  
SUPER INVESTMENT  
MANAGEMENT**

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# REST Superannuation

A\$ 19.1 billion

