

MEET THE MANAGERS

Bringing Investment Professionals Together

It is a great pleasure to welcome you to the Summer **Meet the Managers** roadshow

Originating in 2011, this Roadshow has been designed by Heathcote Investment Partners to bring investment professionals together. With so much to discuss, we have extended the event to a full day of presentations – with many of the Presenters new to New Zealand. The theme for the next Meet the Managers is “In ESG We Trust”.

Environmental, social and governance (ESG), or sustainable investing has been enjoying heightened interest in recent times, and relates to the long-term valuation and performance of a company. However, the notion of Socially Responsible Investing begs the question: why is the integration of ESG becoming an increasingly important trend in investment?

Whilst the concept of ESG means understanding which businesses and companies will be winners and losers in the ever-changing times we live in, the definition of a socially-responsible company is ambiguous and subjective.

To assist, we have invited a wide variety of Presenters to discuss their sensitivity towards ESG investing, to assist in understanding how this can provide additional value for your clients.



8.00am Registration Desk opens



8.25am Opening comments

CLAYTON COPLESTONE
Director
Heathcote Investment Partners



8.30am ESG: ESG Investing – What are the opportunities for Financial Professionals?

This session will offer insights on key trends on ESG, why these trends are relevant now and what opportunities responsible investing presents for financial professionals.

CATALINA SECRETEANUX
Associate Director of Institutional Relations
Sustainalytics



9.00am Research: ESG Investing – Putting it into Practice

This session directly follows on from the previous Sustainalytics ESG presentation and highlights how to put it into practice. Chris Douglas will walk you through Morningstar’s ESG tools and research that has been built in partnership with Sustainalytics and provides our thoughts and perspectives about how to best use this information whether it be for searching and ranking of funds or engaging with your clients.

CHRIS DOUGLAS
Director, Manager Research Ratings, Asia-Pacific
Morningstar



9.30am Global Equities: International equities – investing for all seasons

We believe that clients are seeking sustainable wealth creation and stability. Our experience has taught us that this is best achieved by creating an appropriately diversified portfolio of highly cash-generative and growing businesses purchased at compelling valuations. Jordan will explain how creating a core

JORDAN CVETANOVSKI
Chief Investment Officer & Portfolio Manager
Pengana International Equities

international equities holding in a portfolio is achieved through managing risk and generating returns throughout different market conditions. This is facilitated by the team's ability to seek opportunities across a broad investment universe using a disciplined company selection and portfolio construction methodology. He'll also detail the team's application of negative ethical screens, excluding industries that, in our opinion, can cause harm to people, animals or the environment, and integration of ESG factors into the research process to direct investments to well-managed, responsible and progressive companies.

Research insight



10.00am Morning Tea

Complimentary for all delegates



10.30am Global Debt: Not your parents fixed income markets
Fixed Income investing now is very different than what we have seen over most of the last thirty plus years. Gone are the days when you could largely "set and forget". The modern approach needs to be flexible, dynamic and global to search for the best opportunities and seek returns from multiple different sources.

MARK MITCHELL
Director
Daintree Capital

Research insight



11.05am Australasian Equities: Poor governance creates poor outcomes
Poor governance creates poor outcomes for investors, so we look to invest in companies that have the right alignments for capable management with robust oversight at the board level. While we have developed a check list, this also requires fundamental research as every company is unique.

STEPHEN BENNIE
Portfolio Manager
Castle Point Funds Management

Research insight



11.40am Global Commodities: Are natural resources and ESG mutually exclusive?
Success for natural resources companies is driven by their ability to efficiently and profitably harness naturally occurring elements. These elements are often difficult to extract and of finite supply. In an era where profit at any cost is no longer acceptable, assessing the environmental, social and governance considerations is a central part to the investment process and vital for successful long-term investments. With first person accounts from 'boots on the ground' research, David will provide examples of how ESG considerations have helped the team to avoid investment harm and improve investment returns.

DAVID WHITTEN
Portfolio Manager
Janus Henderson Investors

Research insight



12.15pm Pause & Reflect: Applying sound dispute resolution as a part of corporate governance
A market survey conducted not too many years ago found that 66% of businesses don't encourage customers to complain. This is not surprising as nobody really likes complaints. However, what are the ramifications for a business (small or large) that make it difficult for

TREVOR SLATER
Client Director
Financial Dispute Resolution Service



customers to complain? Is it good Governance to discourage complaints? In this session Trevor will give examples of the downside of poor complaints handling and the easy way to overcome this.



12.45pm Lunch

Complimentary for all delegates



1.20pm Research: Other People's Money: Masters of the Universe or Servants of the People

DARREN HOWLIN
Director
Research IP

Client focused outcomes are underpinned by the belief that the role of business model innovation and accelerating technological change opens up new possibilities, to put client interests at the centre of the financial services industry focus. This includes having an awareness of ESG sensitivities.



1.55pm Global Equities: The Global Mid / Small Cap Opportunity

ARIK STAR
Portfolio Manager
Ellerston Capital

Ellerston Global provides investors with exposure to companies unlikely to be found in most other Global portfolios. A concentrated portfolio of Global mid/small capitalisation companies (under USD\$10 billion) focused on developed markets. Investment opportunities are focused on companies going through a period of "price discovery" driven by change such as spin offs, fallen angels, corporate restructures and post IPO.

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2.30pm Multi-Sector: Beyond the ESG label – what really matters to you?

JULIAN MORRISON
National Key Account Manager
Allan Gray Australia

The investment industry loves to segment and categorise - and launch new products. And it loves a good acronym. ESG investing has captured the industry's attention and many product providers have launched new products with the ESG label. The idea is that companies following strong environmental, social and governance policies should outperform longer term. But is this really a revolutionary new discovery? Good corporate governance is always favourable to the alternative! But investment success is unfortunately not as easy as ticking a checklist.

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3.05pm Afternoon Tea

Complimentary for all delegates



3.30pm Global Infrastructure: Global Listed Infrastructure – how thorough ESG Analysis assists in reducing risk and finding opportunities.

JUSTIN LANNEN
Portfolio Manager
Maple-Brown Abbott Global Infrastructure

Whilst there are many factors to making a good investment decision, we see actively researching ESG issues and incorporating them into the investment process as one important element in reducing risk and finding infrastructure investment opportunities. But the work doesn't stop once the investment is made. As equity owners, active engagement on ESG issues with the managers of our investments is often a way to unlock our valuation upside.

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4.05pm Global Equities: Navigating global equity markets
What to look for in 2018 and beyond.

PAUL HENNESSY
Managing Director
Capital Group



Research insight



4.40pm Summary

CLAYTON COPLESTONE
Director
Heathcote Investment Partners



4.45pm Cocktails

Complimentary for all delegates

Please note that copies of all presentations are available to review and download on the **heathcoteinvestment.com** website



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