

# OPEN INVITATION TO AUTHORISED FINANCIAL ADVISERS



## MEET THE MANAGERS

Bringing Investment Professionals Together

### 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 approach (or not) to ESG investing, to assist in understanding how this can provide additional value for your clients.

With so much to discuss, this is the event for investment professionals to attend, and we look forward to seeing you at one of the venues in mid-March.

**Clayton Coplestone**  
Director, Heathcote Investment Partners



### WHEN & WHERE

TUESDAY 13<sup>th</sup> MARCH  
JAMES COOK HOTEL  
147 THE TERRACE  
WELLINGTON

WEDNESDAY 14<sup>th</sup> MARCH  
SUDIMA HOTEL CHRISTCHURCH  
AIRPORT  
Cnr MEMORIAL AVE & ORCHARD RD  
CHRISTCHURCH

THURSDAY 15<sup>th</sup> MARCH  
RYDGES HOTEL  
59 FEDERAL STREET  
AUCKLAND

### THE SCHEDULE

Registration desk opens at 8am  
Roadshow starts at 8.30am  
Lunch and refreshments are complimentary  
The Roadshow ends at 4.45pm and will be followed by cocktails open to attendees only

### STRUCTURED CREDITS

Full attendance at the conference constitutes 6.5 hours of learning. If it is a learning aim within your 2018 Professional Development Plan, you may decide that this learning constitutes 6.5 Code Structured Hours.

### RSVP

Reserve your complimentary seat now  
Limited spaces at each venue  
RSVP@heathcoteinvestment.com  
by Friday 2<sup>nd</sup> March 2018

For more information please visit our website  
[www.heathcoteinvestment.com](http://www.heathcoteinvestment.com)



# PRESENTERS

MEET THE MANAGERS – Bringing Investment Professionals Together



**DAVID WHITTEN**  
Portfolio Manager



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.



**JUSTIN LANNEN**  
Portfolio Manager



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

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.



**TREVOR SLATER**  
Client Director



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



**STEPHEN BENNIE**  
Portfolio Manager



Australasian Equities

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.



**MARK MITCHELL**  
Director



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.



**CATALINA SECRETEANUX**  
Associate Director



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.



**PAUL HENNESSY**  
Managing Director



Navigating global equity markets

What to look for in 2018 and beyond.

WE LOOK FORWARD TO SEEING YOU AND YOUR COLLEAGUES

*This invitation is open to professional financial intermediaries only who are "wholesale clients" for the purposes of the Financial Advisers Act 2008 (as described in section 5c of the Act)*

We strongly encourage all investment professionals to attend these presentations to hear first-hand the outlook and views from some of the industry's leading investment management entities.



**JORDAN CVETANOVSKI**  
Chief Investment Officer



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 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.



**JULIAN MORRISON**  
National Key Account



Beyond the ESG label – what really matters to you?

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.



**DARREN HOWLIN**  
Director



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

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.



**CHRIS DOUGLAS**  
Director, Manager Research Ratings



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.



**ARIK STAR**  
Portfolio Manager



The Global Mid/Small Cap Opportunity

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.

**RSVP NOW** → BY 2<sup>nd</sup> March 2018  
[rsvp@heathcoteinvestment.com](mailto:rsvp@heathcoteinvestment.com)