

THE 7TH ANNUAL

POST RETIREMENT CONFERENCE

March 10, 2015 | Ivy Ballroom, Sydney

AGENDA – Day 1 (for Superannuation Funds) Tuesday March 10

09.00 Welcome

Colin Tate, chief executive, **Conexus Financial**

09.05 Leaders' forum – exploring the future of post retirement in Australia

Senior figures discuss the evolution of the post retirement sector, its opportunities and challenges, member engagement and practical implementation.

- **Graeme Mather**, head of investment consulting, Australia & New Zealand, **Mercer**
- **Paul Schroder**, group executive – membership, **AustralianSuper**
- **Leeanne Turner**, chief executive, **MTAA Super**
- **Chair: Nick Callil**, head of retirement income solutions, **Towers Watson**

09.55 Evaluating performance and success: are superannuation funds delivering for their members in retirement?

What are the differing needs of members through each stage of retirement and how do funds meet those needs? This session will explore questions including: Do funds need to have a philosophy to guide them? What are the different approaches being taken? What does success look like for a fund when it comes to retirement offerings and how can it be measured?

- **Jeremy Cooper**, chairman, retirement income, **Challenger**
- **Michael Dundon**, chief executive, **VicSuper**
- **Michael Pennisi**, chief strategy officer, **QSuper**
- **Chair: Tom Garcia**, chief executive, **Australian Institute of Superannuation Trustees**

10.45 Morning tea

11.05 Providing a robust choice of post-retirement offerings

Retirees' account balances are set to make up around half of the fund values for NGS Super and Equip Super by 2020. Both funds are taking a proactive approach to product innovation in a bid to offer better choice and outcomes for members. Hear insights from the chief executives of both funds on how they are preparing for change. SSGA will also share insights on demographic shifts in retirement.

- **Daniel Farley**, chief investment officer, investment solutions group, **SSGA**
- **Danielle Press**, chief executive, **Equip Super**
- **Anthony Rodwell-Ball**, chief executive, **NGS Super**
- **Chair: Colin Tate**, chief executive, **Conexus Financial**

12.05 The role of equities in retirement

Investors in retirement face the risk of market downturns on capital and

outliving their savings. Allocating to cash and fixed income as a way of mitigating drawdown risk might expose investors to low returns and inflation, which increases longevity risk; but maintaining exposure to growth equities to reduce the risk of longevity creates drawdown risk. This session will unveil research aimed at solving the conundrum superannuation funds and their members face on asset allocation for retirees.

- **Richard Dinham**, head of research, **State Super Financial Services**
- **Roy Maslen**, chief investment officer, **AllianceBernstein**
- **Chair: Amanda White**, editor, **top1000funds.com**

12.55 Lunch

13.55 Striking the right balance between advice, education and default retirement products

How can advice and default retirement products work together? Are default products an adequate answer for a lack of readily available advice? This session will also examine what good member education looks like.

- **Debby Blakey**, chief executive, **HESTA**
- **Russell Mason**, lead partner superannuation, **Deloitte**
- **Michael Mulholland**, executive general manager, business growth and advice, **Sunsuper**
- **Chair: Mark Rantall**, chief executive, **Financial Planning Association**

14.45 How much risk does the average super fund pose for retirees?

New research unveiled for the Post Retirement Conference will show how market crises can impact on those close to retirement or in retirement at the typical Australian superannuation fund. Dr Laura Ryan will pose the argument that asset diversification does not give appropriate risk diversification. She will also demonstrate the impact on volatility of replacing equity with greater allocations to commodities, private equity and bonds.

- **Dr Laura Ryan**, vice president of quantitative research, **PIMCO**
- **Chair: Damian Graham**, chief investment officer, **State Super Financial Services**

15.25 Afternoon tea

15.45 Regulation and product development

What sort of product development will we see emerge from the recent Treasury proposals and the Financial System Inquiry? This session will examine product innovation, the cost and application of deferred annuities and their costs to members, plus a comparison of retirement products.

- **Professor Kevin Davis**, research director, **Australian Centre for Financial Studies**
- **Steve Freeborn**, head of superannuation and investments, **Rice Warner**
- **Nicolette Rubinsztein**, general manager, retirement and advocacy, **Colonial First State**
- **Chair: David Rowley**, editor, **Investment Magazine**

16.35 Behavioural finance: understanding the behaviour of retirees

What is the role of behavioural finance in public policy and retirement savings? This session will look in detail at the investment behavior of retirees and the challenges and emerging trends posed for funds.

- **Susan Thorp**, professor, finance, **University of Sydney Business School**
- **Chair: Wade Matterson**, principal, senior consultant, **Milliman**

17.25 Close of conference