



INVESTMENT MAGAZINE

**POST
RETIREMENT
CONFERENCE**

AGENDA

MARCH 20, 2018

AMORA HOTEL JAMISON
SYDNEY, NSW

RETIREES' REALITY
IN THE AGE OF
RADICAL UNCERTAINTY



TUESDAY MARCH 20

8.30AM **REGISTRATION**

9.00AM **WELCOME**

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

9.10AM **OPENING KEYNOTE: THE FUTURE OF RETIREMENT INCOMES**

A refreshed reality check on the adequacy of retirement incomes in Australia, drawing on the latest work at Grattan Institute. Hear how these findings interact with the sustainability of the federal government's latest policy settings. This will include examining superannuation tax concessions, age pensions and other tools, such as comprehensive income products for retirement. What should planning groups and funds do to achieve the best outcomes for their members within the changing and complex regulatory framework?

SPEAKERS

- **John Daley**, chief executive, Grattan Institute

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

9.50AM **IS THE SUPER SYSTEM BROKEN?**

There are many sides to the debate about how to make superannuation fairer for men and women alike. How can the funds help educate and empower Australians to better understand the future of wealth accumulation? Does the current system need a radical overhaul? If so, what could that look like?

SPEAKERS

- **Cate Wood**, chair and national spokesperson, Women in Super
- **Jeremy Duffield**, co-founder, SuperEd
- **Garnett Hollier**, head of advice, LGIAsuper

Chair: **Patricia Pascuzzo**, founder and executive director, Committee for Sustainable Retirement Incomes

10.30AM **MORNING TEA**

10.55AM **WHAT UK RETIREES WANT: BEYOND ANNUITIES, DRAWDOWN AND ADVICE**

The defined contribution UK retiree market has faced hurdles recently. Following the introduction of new pension freedoms by the UK Government, the challenge has become to provide a sustainable retirement income for life while preserving flexibility, which people greatly value. In 2015, NEST launched its evidence-based blueprint for a retirement income strategy suitable for its members from the DC market. What are some of the biggest behavioural factors that are influencing future products? How can the industry address the income needs of people at different stages of retirement? What value can providers get from this?

SPEAKERS

- **Mark Fawcett**, chief investment officer, NEST Corporation

Chair: **Simon Ellis**, global head of client segments, HSBC UK

**11.35AM****THE RISE OF ROBO-ADVICE**

More advisory businesses are merging. Superannuation funds may use robo-advisers to give their members guidance on optimising super contributions or choosing suitable investment options within their fund. While the advice may be automated, the implementation may not yet be, so there are challenges and opportunities for innovation. This discussion will focus on how robo-advice works under current regulations, including planner tools and modelling. What are local funds doing with robo-advice?

SPEAKERS

- **Richard Body**, head of digital solutions, Australia, Willis Tower Watson
- **Craig McCulloch**, head of analytics, Milliman
- **Jessica Ellerm**, chief executive and co-founder, Zuper Superannuation; fintech commentator at jessicaellerm.com
- **Anne Fuchs**, head of advice and retail distribution, Sunsuper

Chair: Dean Bornor, advice manager, REST Industry Super

12.15PM**FIVE STEPS TO A PROSPEROUS RETIREMENT**

Australian fund managers must provide answers for their clients before and after retirement to help create better outcomes for them in the post-work years. Australians have fairly static contribution rate schedules, and younger people face the highest property prices ever, which is creating a battle between saving for the future and getting into their first home. What can global examples teach us and how can investment solutions – such as longevity risk and hybrid approaches – meet the challenges?

SPEAKER

- **Lesley-Ann Morgan**, global head of defined contribution and retirement, Schroders

Chair: David Carruthers, senior consultant, Frontier Advisors

12.50PM**LUNCH****1.50PM****THE CIPR DEBATE: A SILVER BULLET?**

There is rising demand for flexible super and pension solutions. The goal is better client outcomes; in essence, it's the lure of higher retirement incomes. Have comprehensive income products for retirement (CIPRs) lived up to expectations? Do they address the key issues of fund strategy, investment risk and longevity risk? What are advisers looking for in these products?

SPEAKERS

- **Brnic Van Wyk**, head of asset/liability management, QSuper
- **Nerique Paterson**, consultant, Rice Warner
- **Ian Lorimer**, head of product, UniSuper
- **Richard Boyfield**, partner, financial strategy group leader, Pacific, Mercer

Chair: Jon Allen, managing director head of Australia head of institutional sales and head of product development, Asia Pacific, Columbia Threadneedle

2.30PM**BENCHMARKING THE MDUF**

One of the challenges for retirement specialists within superannuation funds is keeping the broader management team and the trustee board 'in the retirement conversation'. This includes educating them on the technical complexities of the new products and strategies, and the measurement criteria for assessing these. With the Member's default Utility Function (MDUF) launched a year ago, how can this conversation unfold, to keep trustees informed and gain feedback, without expecting them to become technical retirement experts?

SPEAKERS

- **David Bell**, chief investment officer, Mine Wealth + Wellbeing

Chair: Nick Callil, head of retirement income solutions, Willis Towers Watson



2.50PM

GET CLIENTS ENGAGED IN PRODUCT INNOVATION

Member education and engagement are key issues for superannuation funds, which have to market new products successfully to their end-users. What strategies and ideas can be used to do this? How do they differ between from larger funds to SMSFs?

SPEAKERS

- **Ben Hillier**, manager, superannuation and retirement products, Sunsuper
- **David Carruthers**, senior consultant, Frontier Advisors
- **Jeremy Duffield**, co-founder, SuperEd

Chair: **Todd Canter**, global portfolio strategist and head of sub-advised relationships, NAB Asset Management

3.30PM

AFTERNOON TEA

3.55PM

NOBODY'S AVERAGE WHEN IT COMES TO RETIREMENT PLANNING

Analysis of the latest global big data is essential to developing customised solutions that address the shifting financial needs of people during their retirement years. This session examines the latest findings from the US, applying them to Australia, from life expectancy to spending patterns and healthcare needs. What does this mean for those developing post-retirement investment solutions that must match real-world requirements?

SPEAKERS

- **Anne Lester**, global head of retirement solutions, J.P. Morgan Asset Management

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

4.30PM

DATA CASE STUDIES: FROM INFORMATION TO SOLUTION

A practical look at how to decipher reams of data to create the best business solutions for retirement products. What roles do cross-stream processing and down-streaming play?

SPEAKERS

- **Jeremy Cooper**, chairman, retirement income, Challenger
- **Nick White**, global director of portfolio construction research, Mercer

Chair: **Ian Lorimer**, head of product, UniSuper Management

5.00PM

IN CONVERSATION: DAVID ORFORD AND SALLY ROSE

Regulators in countries where lifetime income streams dominate the market identify features of the product that they like and dislike, from both a consumer and a solvency perspective. Why do lifetime income streams dominate certain countries overseas? What are the product features and are there lessons for Australia? A Q&A interview with industry veteran David Orford, whose company Optimum Pensions is partnering in Australia with Hannover Re to offer a superior investment-linked lifetime annuity.

SPEAKERS

- **David Orford**, managing director, Optimum Pensions
- **Sally Rose**, editor, *Investment Magazine*

5.30PM

CONFERENCE CLOSE

NOTE: ALL SESSION TIMES, CONTENT AND SPEAKERS ARE SUBJECT TO CHANGE WITHOUT NOTICE.