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Key speakers include:



Roger Urwin Global Head of Investment Consulting Watson Wyatt



Richard Gröttheim Chief Executive Officer AP7



Tomas Franzen Chief Investment Strategist AP2



Helen Kobaek Director PenSam



Gustav Karner Chief Financial Officer Länsförsäkringar AB



Sarah McPhee Chief Investment Officer AMF Pension



Erik Valtonen Chief Investment Officer AP3



Matti Leppälä Director International and Legal Affairs The Finnish Pension Fund Alliance

Wednesday 21st May 2008

Post-conference workshop: SRI in Alternative Asset Classes – Developing a Successful Formula Led by:



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19 – 21 May 2008, Sheraton Hotel, Stockholm, Sweden



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HEDGENORDIC The Nordic Hedge Fund Index





Nordic institutional investors meet to discus

What's going on?

Pension Fund Investment World Nordic 2008 is the definitive meeting place for the Nordic investor community to **meet, debate critical business issues and find solutions** by sharing best practice with their peers.

Institutional investors are facing increasing pressure in a **turbulent market place to match their growing liabilities.** More and more institutional investors are developing advanced investment strategies to empower their existing portfolios **whilst seeking new investment opportunities.**

Pension Fund Investment World Nordic 2008 will offer an unbiased forum for investors to address these issues and many others through content driven **case studies delivered by leading Nordic institutional investors.**

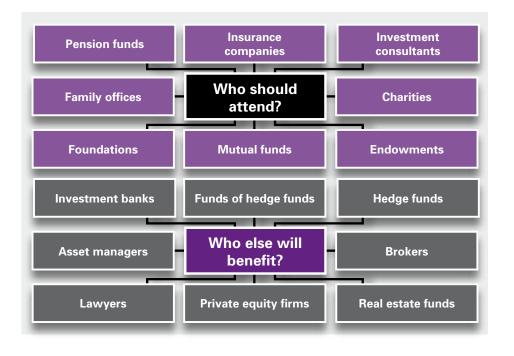
You spoke, we listened – the Nordic region's most exciting merger of 2008

Over the last six months you, the Nordic pension funds, told us us that you needed one encompassing forum that offered an interactive environment in which you could address your ongoing business needs.

So we listened and we have merged our existing strong portfolio of Nordic alternative investment events including *Hedge Funds World Scandinavia*, into one umbrella event. Thereby giving you the opportunity to meet, discuss and find solutions to the issues that effect you on a day-to-day basis such as; **which asset classes do we invest in? who do we invest with?** And how can we develop a successful **SRI and ESG policy when investing in emerging markets?**

5 Reasons why you need to attend:

- **1.** Benefit from **Roger Urwin**, Global Head of Investment Consulting at **Watson Wyatt's** appraisal of the Nordic region's institutional funds landscape
- 2. Hear Helen Kobaek, Director at **PenSam** share experiences of their **"Hang on to your job scheme"** and how it is helping PenSam reduce liabilities
- 3. Listen to **Sarah McPhee**, Chief Investment Officer at **AMF Pension** as she discusses whether **130/30 Funds can benefit your business**
- Appreciate how AP3 vision of alpha/ beta separation has developed from concept to reality
- 5. Understand how PGGM use ESG as a key value driver in their investment process





66 The event was well arranged and the quality of speakers was high.

Hedge Funds World Scandinavia 2007

Markus Pauli, CIO, Alternative Investments, The Local Government Pension Fund

The Terrapin

- Real case studies presented by Pension Funds, Insurance Companies, Investment Consultants and Regulators.
- PowerPoint actively discouraged. Interaction and humour encouraged.
- Structured networking

s critical business issues and seek solutions





Nordic 2007

Andrea Pavelka, National Director of Investment Strategy, LaSalle Investment Management

n difference



- Interview-style keynotes fewer slides, less formality, more genuine insight.
- Panels emphasising interactivity and the discussion of issues that matter to you.
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Expert industry speakers include:



Roger Urwin Global Head of Investment Consulting Watson Wyatt

Roger is the Global Head of Investment Consulting and has a worldwide team of over 400 in his charge. He is responsible for a number of the firm's major investment clients both in the UK and internationally advising them on all investment issues. He is also head of the Watson Wyatt thought leadership group (TAG). He is the author of a number of papers on asset allocation policy and manager selection.



Matti Leppälä Director International and Legal Affairs The Finnish Pension Fund Alliance (TELA)

TELA is a non-profit association, which has as members all pension institutions providing statutory earnings related pensions in Finland. The assets under management in the members of TELA were €118 billion at the end of March 2007. Matti is responsible for investment policy issues in the investment committee of TELA, which brings together the Chief Investment Officers of Finnish pension institutions.



Sarah McPhee Chief Investment Officer **AMF Pension**

Sarah McPhee is the Executive Vice President and Chief

Investment Officer at AMF Pension. AMF Pension is a Swedish life insurance company providing occupational pensions to 3.4 million customers. AMF Pension's managed assets are approximately €35 billion, including 8 mutual funds corresponding to approximately €5 billion.



Gustav Karner Chief Financial Officer Länsförsäkringar AB

Gustav Karner has employed since 2001 and since

2006 Head of Asset Management and CFO at Länsförsäkringar AB. Previously Gustav was the Head of Risk Management at Alecta pension insurance mutual where he built up the Risk Management function for Alecta including ex ante and ex post risk for the total portfolio. He also ran a project to make Alecta GIPS compliant.

Erik Valtonen Chief Investment Officer AP3

Erik is the Chief Investment Officer at AP3 and has the responsibility of the overall risk and portfolio structure of the fund. He heads the Risk Management department which comprises two teams: the Risk allocation team which works in areas like ALM, portfolio modelling, manager structure and risk budgeting and the Risk Control team in charge of middle office functions like pricing and ex post analysis of performance and risk.



Marcel Jeucken Head of Responsible Investment PGGM

PGGM is the second largest pension fund in The Netherlands and Europe. The Responsible Investment team has a central role in the implementation of PGGM's responsible investment policy in all asset classes. These activities include ESG integration in internal and external mandates, thematic investments in ESG, voting, engagement, exclusions, and shareholder litigation.



Bichard Gröttheim Chief Executive Officer ΔΡ7

The Seventh AP fund acts within the Premium Pension system

(PPM). the state defined contribution system. It is a global equity fund with 10 per cent Swedish index linked bonds and 8 per cent in alternative investments. The fund mainly manages money for people that didn't select a private fund within the PPM system.



Ulrika Hasselgren **Executive Vice President Ethix SRI Advisors**

Ulrika Hasselgren is a founding partner of Ethix SRI Advisors.

Ethix is a leading research-based consulting firm helping institutional investors and asset managers to integrate Environmental, Social and Governance (ESG) issues into the investment process. Its clients' assets under responsible investment advice total more than €200 billion. Ms. Hasselgren has been in the SRI business since 1999.

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been

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08:30	Registration	and re	efreshm	ents
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09:00 Chairman's opening address

A MARKET IN TRANSITION: PENSION FUND STRATEGIES IN TURBULENT TIMES

09:10 Opening keynote: an appraisal of the Nordic region's institutional funds landscape

- The big issues: demography, market turmoil, investment governance, globalisation
- DB vs DC from an investment perspective
- Credit crunch and contagion from global imbalances and over-complexity

Roger Urwin, Global Head of Investment Consulting, Watson Wyatt

09:55 Industry keynote: dynamic strategies for dealing with predicted market fluctuations and economic downturn

- How can Nordic pension funds ensure that their portfolios are waterproof?
- Does increased portfolio diversification and an increased focus on alternative asset classes provide the answers?
- What strategies have performed well and where do future opportunities lie?

Richard Grottheim, Chief Executive Officer, AP7

10:35 Panel session: how strategic portfolio asset allocation can meet market demands

- Opportunities and risks of diversification
- Assessing strategies for diversification
- What are institutional investors' expectations and are they being met?

Roger Urwin, Global Head of Investment Consulting, Watson Wyatt

Tomas Franzen, Chief Investment Strategist, AP2 Georg Wessling, Head of Portfolio Management, Harcourt Investment Consulting

11:15 Morning refreshments

LIABILITY MATCHING - STILL CLOSING THE GAP?

11:40 Case study: Pensam's "Hang on to your job" scheme reducing liabilities – keeping people in employment

- How does the scheme work? What are the benefits?
- Understanding how the scheme provides a win-win situation – saving money and improving the quality of life
- Looking to the future: what are the implications of the scheme?

Helen Kobaek, Director, PenSam

12:15 Demographics, economics, asset prices and longevity

- Understanding mortality risk and how to include it in your investment strategy
- The changing demography of the Nordic region: how are pension funds being affected?
- Asset prices, economics and longevity: where are the challenges? What are the solutions?

Amlan Roy, Director, Demographics and Pensions Research, Credit Suisse

13:00 Lunch

Don't forget to book your place on our unmissable post-conference workshop

see page 6 for further details

14:00 The Nordic region moving into the Solvency II framework

- Moving from liability investing to risk based investment, what are the implications?
- Progressing from Solvency 1.5 to Solvency II where are the challenges?
- Traffic light systems measuring the risk in stress scenarios
- Maintaining solvency in a Solvency II framework

Arne Sandström, Chief Actuary, Swedish Insurance Federation

Peter Skjodt, Deputy Chief Executive,

Forsikringens HUS

14:40 Panel session: which asset class provides pension funds with the tools to best match the liabilities?

- Infrastructure a really effective tool in your portfolio?
- How do you access and integrate private equity into your portfolio?
- Accessing real estate: the pros and cons

Gustav Karner, Chief Financial Officer,

Länsförsäkringar AB

Soren Anderson, Chief Executive Officer, Invensure

REDUCING LIABILITIES THROUGH DYNAMIC ASSET ALLOCATION

15:20 Back to normality: in search of alpha and beta in volatile times

- The benefit of volatility
- Alpha opportunities in fixed income and credit markets

• Applying equity quant strategies in corporate credit

Dr. Andreas Sauer, CFA, Chief Executive Officer and Chief Investment Officer, Union PanAgora Asset Management

15:50

Speed networking: you'll be surprised at how much you'll enjoy this. It's designed to quickly introduce you to a large number of new contacts in one powerful 40 minute session. These meetings initiate contacts that often last well beyond the three days of the conference and often blossom into fruitful and lasting business relationships. **Make sure you bring plenty of business cards!**

16:30 Afternoon refreshments

- 17:00 Finnish legislation: a long awaited move in the right direction
 - Providing a qualitative framework allowing pension funds to assess asset classes according to their real risks
 - All asset classes being a means to cover liabilities
 - Increasing equity exposure and hedge fund investment to improve returns and diversify further

Matti Leppälä, Director, International and Legal Affairs, The Finnish Pension Alliance

17:30 Panel session: combining expectation and reality – how long does it take for alternatives to perform?

- Pension fund expectations
- Comparing expectations with market realities
- Which asset classes offer the best way of matching expectations with market reality?

Peter Warren, Chief Investment Officer,

Warren Wicklund

Kaj Rönnlund, Chairman and Co-founder,

Blue White Alternative Investments Georg Wessling, Head of Portfolio Management,

Harcourt Investment Consulting

- 18:10 Chairman's closing remarks
- 18:20 Networking drinks reception

08:30 Morning refreshments

09:00 Chairman's opening address

ADVANCED INVESTMENT STRATEGIES – EMPOWERING PENSION FUND PERFORMANCE

09:10 Opening keynote: 130/30 Funds – a useful new technique?

- Why is there a need for 130/30 funds and what are they setting out to achieve?
- How will they achieve increased return without increasing risk?
- What tools and strategies are available to help mitigate shorting risks?

Sara McPhee, Chief Investment Officer, AMF Pension

09:45 Industry keynote: alpha/beta separation – from concept to reality

- Rationale of alpha/beta separation
- Setting up the risk budget
- Organisational requirements and the governance budget

Erik Valtonen, Chief Investment Officer, AP3

10:15 Generating "legal" alpha: the modern approach to responsible asset management

- Proactive use of shareholder rights across the world
- What is proactive portfolio monitoring?
- Industry standards and legal duties
- Asset management and legal opportunism

Alexander Reus, Managing Partner, Diaz Reus Rolff & Targ LLP

10:45 Morning refreshments



11:15 Panel session: employing a winning strategy to identify exceptional managers to maximise returns

- Identifying a successful management selection process
- Matching managers with selection criteria
- Tools for monitoring of existing managers when is change needed?

Nicolai Berg, Head of Nordic Region, Mercer Investment Consulting

Kaj Rönnlund, Chairman and Co-founder, Blue White Alternative Investments

Soren Anderson, Chief Executive Officer, Invensure

HOW TO ACHIEVE ENVIRONMENTAL SOCIAL GOVERNANCE

12:00 Where do the UN "Principles for Responsible Investment" fit in?

- Incorporating ESG issues into investment analysis and decision-making processes
- Providing a collaborative framework for institutional investors to work together
- Evaluating the progress: is PRI making a difference?
 James Gifford, Executive Director, United Nations Principles for Responsible Investment Initiative

13:45 Sustainable investment strategies for investment professionals

- Benefits from sustainable investments
- Challenges for institutional investors
- Pros and cons of different strategies

Andreas Knoerzer, Managing Director and Head of Sustainable Investments, Bank Sarasin & Cie AG

14:15 Challenges of Responsible Investment in emerging markets

- Understanding the constraints of emerging markets
- Managing the issue of transparency and the lack of information

• Tailoring research methodologies and company dialogue Ulrika Hasselgren, Executive Vice President, Ethix SRI Advisors

14:45 Case study: investing in leading hedge funds whilst remaining compliant to institutional SRI policy

- Experiences of sourcing SRI compliant hedge fund solution of institutional quality; findings regarding available hedge fund solutions for SRI investors
- Challenges in creating an SRI compliant hedge fund portfolio; combined challenge of strict SRI policy, sourcing leading hedge funds and composing balanced exposure meeting investment objectives
- Implications of SRI policy on hedge fund strategies and managers; classifications of strategies from an SRI point of view, trading/universe/monitoring of managers
- Response from the hedge fund industry; what seem to be drivers for hedge funds to embrace SRI practices? – our expectations for SRI acceptance within the hedge fund industry

Kaj Bergenhill, Portfolio Manager Alternative Investments, Folksam

Per Kempe, Director, Harcourt Investment Consulting AB

- 15:15 Afternoon refreshments
- 15:45 Case study: PGGM using ESG as key value driver in the overall investment processes
 - Developing a strategy that places ESG at its heart
 - Establishing a successful criteria for ESG investing
 - ESG: a tool to add value to PGGM's global investments

Marcel Jeucken, Head of Responsible Investment, PGGM

16:15 Panel session: how do you successfully integrate ESG into your existing portfolio?

- ESG adding value to portfolio performance
- Developing a formal policy on responsible investment providing transparency
- Incorporating ESG into your investment strategy in order to protect your corporate image

Danyelle Guyatt, Principal, Mercer Investment Consulting Christine Torklep, Head of SRI Investment, Storebrand Marcel Jeucken, Head of Responsible Investment, PGGM James Gifford, Executive Director, United Nations Principles for Responsible Investment Initiative

- 17:00 Chairman's closing remarks
- 17:10 Close of conference

Book before the 7th of March and save £293

	Post-confere	nce workshop
	Wednesday	21 May 2008
	ALTERNATIVE ASSET CLASSES – DEVELOPING A ESSFUL FORMULA	13:15 Active Engagement as part of an SRI strategy • Ingredients of a successful engagement process • Case study
	hop chairman: Andreas Knoerzer, Managing Director and f Sustainable Investments, Bank Sarasin & Cie AG	Emma Ihre, Head of corporate engagement, Ethix SRI Adviors
09:00	 Responsible Investment – added value for investors? Understanding the different rationale to Sustainable, Responsible and ethical Investing How can it work for you? Bengt Karlsson, Senior Adviser, Ethix SRI Advisors 	14:00 Chairman's closing remarks About your workshop leaders
09:45	 Key components for a successful SRI strategy in alternative asset classes Why and how can SRI be implemented? Understanding the risks and taking advantage of the opportunities Do the benefits of successful implementation outweigh the negatives? Ulrika Hasselgren, Executive Vice President, Ethix SRI Advisors 	Ethix SRI Advisors SRI ADVISORS to integrate Environmental, Social and Governance (ESG) issue into the investment process. Ethix provides responsible investmel solutions including policy and strategy development, company researc
10:30	Morning refreshments	screening and engagement.
11:00	 Is climate change coming onto the investors agenda? Climate change – a genuine concern for investors? Risk and opportunities: the investor's perspective China – a viable investment opportunity? Ulrika Hasselgren, Executive Vice President, Ethix SRI Advisors 	Andreas Knoerzer Managing Director and Head of Sustainable Investments Bank Sarasin & Cie AG
11:45	 Profiting from climate change Implications for an institutional portfolio Risks and opportunities along the value chain Investable solutions in different asset classes Andreas Knoerzer, Managing Director and Head of Sustainable Investments, Bank Sarasin & Cie AG 	As pioneer and trendsetter, Andreas introduced the idea of sustainab investments to Sarasin in 1989 and launched the first eco-efficie investment fund globally in 1994. Meanwhile he is responsible for a tea of 25 people managing more than six billion USD.
12:30	 Responsible Investing in emerging markets The link between RI and emerging market investments Case study: IFC project and ESG practices of fund managers based in India, China, South Korea and Brazil Obstacles to investing responsibly in emerging markets and action points for asset owners Danyelle Guyatt, Principal, Mercer 	Danyelle Guyatt Principal Mercer Danyelle Guyatt is a Principal in Mercer's Responsib Investment team in London. Her focus is on intellectual capit development, consulting and research for Mercer's global RI busines
lunn	orting partner	
huhh	HEDGENORDIC The Nordic Hedge Fund Index	Speed networking: you'll be surprise at how much you'll enjoy this. It designed to quickly introduce you a large number of new contacts one powerful 40 minute session. These meetings initiate contact that often last well beyond the four days of the conference and ofter

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you bring plenty of business cards!

The conference offers the unique opportunity to interact with thought leading investors. We offer 5 "chat show" style sessions where you ask

the questions to get the answers you need. This is a great opportunity to question those who have been there and done it. Consider it a head start.

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Founded in 1841, Bank Sarasin is one of Switzerland's oldest private banks and well reputed among its peers. It has grown into an international group with more than USD 75 billion of assets under management and SARASIN a total workforce of over 1,100 people. In recent years, Bank Sarasin has expanded

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Since its foundation in 1999, Union PanAgora Asset Management GmbH has specialised in quantitative investment strategies. With a focus on

Europe the company actively manages all asset classes, covering equities, bonds and balanced/TAA portfolios. Union PanAgora is handling a volume of more than Euro 12 bn consisting of segregated accounts (German "Spezialfonds") and advisory portfolios. The company's success is evidenced by the strong growth of assets of Euro 6 bn in 2006/2007. Contact: Ulrich Koall, Tel. +49 (0) 69 74384 120, www.union-panagora.de



DRRT is an international law firm and a global leader in pro-active portfolio monitoring. DRRT is one of the most successful legal consulting firms, advising institutional asset managers and

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Simon Westbury, Project Manager, Pension Fund Investment World Nordic 2008 on +44 (0)20 7092 1157 or email: simon.westbury@terrapinn.com

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19 - 21 May 2008, Sheraton Hotel, Stockholm, Sweden

Yes, please register me for:				
Package	Dates	Price before 7 March 2008	From 8 March 2008 to 4 April 2008	Price from 5 April 2008
🗆 Gold pass – all 3 days	19 – 21 May 2008	£2,245.50 + VAT £392.96 = £2,638.46 SAVE £293.17 !	£2,370.25 + VAT £414.79 = £2,785.04 SAVE £146.59 !	£2,495.00 + VAT £436.63 = £2,931.63
2 day conference	19 – 20 May 2008	£1,615.50 + VAT £282.71 = £1,898.21 SAVE £210.92!	£1705.25 + VAT £298.42 = £2003.67 SAVE £105.46 !	£1,795.00 + VAT £314.13 = £2,109.13
 Post-conference workshop 	21 May 2008	£877.50 + VAT £153.56 = £1,031.06 SAVE £114.57 !	£926.25 + VAT £162.09 = £1,088.34 SAVE £57.29 !	£975.00 + VAT £170.63 = £1,145.63

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Yes, I am an end investor (Pension Fund, Insurance Company, Family Office, Charity, Endowment Fund), I therefore qualify for a discount of 80%. Please register me for (subject to Terrapinn approval):

Package	Dates	Investor price
🗆 Gold pass – all 3 days	19 – 21 May 2008	£499.00 + VAT £87.33 = £586.33
2 day conference	19 – 20 May 2008	£359.00 + VAT £62.83 = £421.83
 Post-conference workshop 	21 May 2008	£195.00 + VAT £34.13 = £229.13

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Delegates	Package	Normal price	Group price	Total savings
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□ 6	2 day conference	£10,770.00 + VAT £1,884.75 = £12,654.75	£8,616.00 + VAT £1,507.80 = £10,123.80	SAVE £2,530.95
□ 8	2 day conference	£14,360.00 + VAT £2,513.00 = £16,873.00	£10,770.00 + VAT £1,884.75 = £12,654.75	SAVE £4,218.25

**Corporate booking prices cannot be used in conjunction with any other promotional prices

Attendee details

	Mr/Mrs/Ms	Full name	Job title	Telephone	Email
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8					
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For groups of more than 4 please attach a separate sheet with details of all attendees. Alternatively call +44 (0)20 7242 2324

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Hotel accommodation: The conference fee does not include accommodation. Terrapinn has obtained specially discounted rates for all attendees. A hotel booking form will be sent to all registered attendees. Please book your accommodation early to avoid disappointment.

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