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Pension Fund INVESTMENT WORLD Deutschland 2012

14. - 16. February 2012,Marriott Hotel, Frankfurt, Germany

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Workshop – 14. February 2012

Renewable Energy as an Asset Class

More on page 6

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Götz A. Hoyer, FHP Private Equity Consultants:

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Pension funds attend for free. However, book your place now as spaces are very limited. See back page for registration details.

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- **Alternative asset classes as compulsory investment strategy?**

Workshop 14. February 2012:

Renewable Energy as an Asset Class

See page 6 for more info

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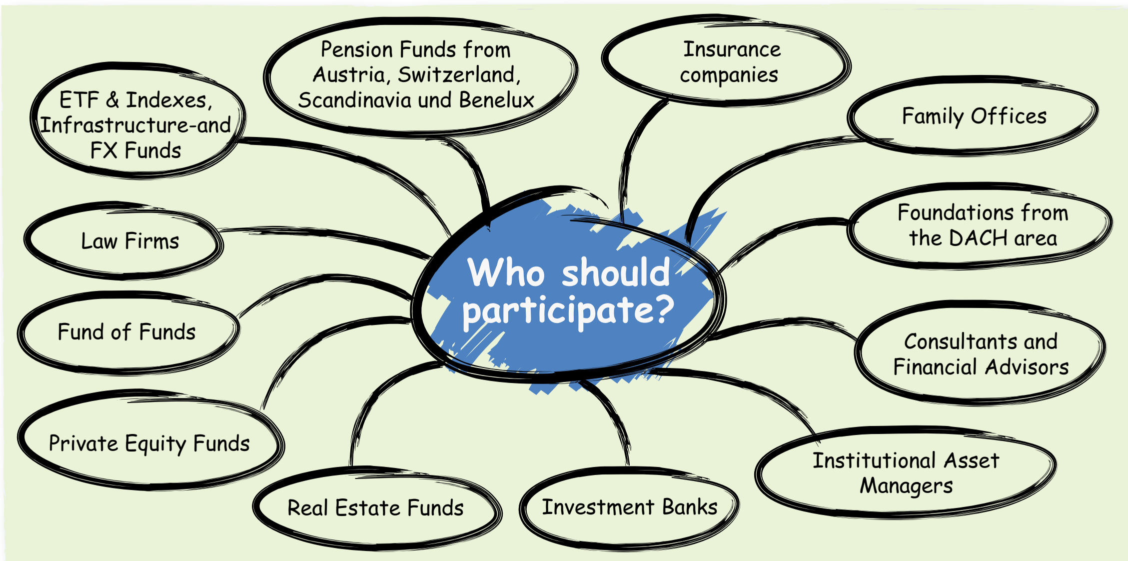

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Andreas Hilka
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Jeannette Leuch, Complementa Investment-Controlling AG:

"A great agenda! Very interesting selection of topics!"

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Day One - Wednesday 15. February 2012

08:00 **Reception** - Coffee, tea and refreshments

08:50 **Opening address by the chairman**

CURRENT MARKET CONDITIONS – EFFECTS ON INSTITUTIONAL INVESTORS

09:00 **Welcome**
Dr. Thomas Schäfer, Hessian Minister on Finance, **Hessian Ministry of Finance**

09:10 **2012 – The year of regulatory and investment-driven challenges**
Chris Verhaegen, Chairperson of the Occupational Pensions Stakeholder Group, **EIOPA**

09:30 **Examining the current challenges pension funds face during times of low interest rates**
- How large/medium pension funds view the market and use individual opportunities to their advantage
- Do low interest rates force pension funds into taking risks they have not planned for?
- An international comparison – challenges and approaches in a world of low interest rates

Peter Hadasch, Head of Pension, **Nestlé Deutschland**

10:00 Panel discussion: **Generating guaranteed returns in a low interest environment?**
- How do pension funds find the delicate balance between risk and reward?
- What can pension funds do in order to generate sufficient returns in today's environment?
- Evaluating the survival of small pension funds in difficult conditions: Are they being phased out?
- Are benefit cuts really taboo and what are the alternatives?

Peter Hadasch, Head of Pension, **Nestlé Deutschland**
Dr. Helmut Aden, Member of the Board, **BVV**
Thorsten Fiedler, Deputy Chairperson, **Pensionskasse HT Troplast**
Dr. Peter König, General Manager, **DVFA**

10:40 **Morning break - Refreshments and networking**

SOLVENCY II – FACING UP TO THE CHALLENGE

11:10 Panel discussion: **Solvency II – Is the corporate pension scheme about to be abandoned?**
- Between a concept of care and reserve liability
- Solvency II as fair instrument of risk mitigation for retirement schemes?
- Is a hedging instrument equivalent to the Pensionssicherungsverein [German mutual pension assurance association] the solution?
- What exceptions and simplifications would be essential to survive?

Joachim Schwind, Member of the Board, **Höchster Pensionskasse**
Andreas Hilka, Chairperson of the Expert Committee Capital Investments, **aba**
Chris Verhaegen, Chairperson of the Occupational Pensions Stakeholder Group, **EIOPA**
Michael Weinholzer, Head of Pension Schemes, **RWE Service**

11:50 Case study: **Solvency II – Learning from the insurance industry**
- Practical actions with a view to an increase in equity capital
- Modifying the standard model
- Implementation approaches and strategic scenario analysis

Mathias Köhne, Head of Risk-Controlling, **Gothaer Finanzholding AG**

12:20 **Networking and lunch**

INTELLIGENT PORTFOLIO OPTIMISATION

13:30 **Asset pooling as a strategic part of portfolio optimisation?**
- Assessment of transnational asset pooling tactics
- Risk mitigation and earnings increase through asset pooling?
- Opportunities and challenges to the effective management of pension assets through asset pooling?

For speaking opportunities, please contact stefanie.rehbein@terrapinn.com

14:00 Case study: **Strategic and tactical asset allocation- how to achieve the perfect balance in turbulent times**
- Interactive ALM - transparent asset allocation for your client
- Addressing the challenge of using super-computer modelling for strategic and tactical asset allocation - Planning and reality
- Benchmark indexes and active managers: Apples and oranges?

Jürgen Huth, Senior Investment Consultant, **FAROS Consulting**
Andreas Siegert, Leiter Kapitalanlagen, **Versorgungskasse der GEA Group AG**

14:30 Panel discussion: **Successful asset management in today's volatile markets**
- Identifying the right manager for you
- Bond management - quantitative vs. traditional
- Active and passive asset management – which one is more successful?
- Multi-asset strategies - an ideal solution whatever the market conditions?

Marcus Mecklenburg, Head of International Affairs & Pensions, **BVI**
Dieter Lehmann, Member of the Board, **Volkswagen Stiftung**
Christian Fuhrmann, Member of the Board, **Evangelische Zusatzversorgungskasse**
Dr. Hans Wilhelm Korfmacher, General Manager, **WPV**

15:10 SPEED NETWORKING

15:50 **Afternoon break – Refreshments and networking**

APPLYING BEST PRACTICE FROM INDUSTRY

16:20 **Best practice LDI strategy from the renowned Belgian pension fund KBC**
- Importance of liability driven investments for KBC
- LDI structure and return portfolios
- How to achieve effective risk management through LDI

Edwin Meysmans, Managing Director, **Pensioenfonds KBC**

16:50 **Insight into the risk management and strategic asset allocation practices of a global corporation**
- Working the numbers- noteworthy figures of a DAX-30 company
- Risk budgeting for DB plans of a multinational corporation
- Setting investment policies based on economic criteria, according to IAS 19, or according to local requirements?

Marcus Wilhelm, Senior Pension Consultant, **Siemens Financial Services**

17:20 **Networking drinks reception**

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Day Two - Thursday 16. February 2012

08:00 **Reception** – Coffee, tea and refreshments

08:50 **Welcoming address by the chairman**

RISK MANAGEMENT AS AN INTEGRAL PART OF YOUR STRATEGY

09:00 **Current challenges and approaches for risk management of an institutional investor**
- Basic risk management principles for investors with a long-term investment horizon
- Evaluating the main risks for institutional investors and how they can be addressed
- Examining the effects of strong market volatility on risk strategies

Claudio Gligo, Member of the Board and Head of Asset Management, **VICTORIA-VOLKSBANKEN Pensionskassen AG**

09:30 Panel discussion: **Developing asset allocation strategies based on your individual risk budget**
- Do you really understand your risk budget?
- Achieving optimal asset allocation by matching your individual risk limits
- Adopting a simultaneous approach with LDI and a portfolio optimised for returns?
- Strategic planning vs. tactical implementation

Marcus Wilhelm, Senior Pension Consultant, **Siemens Financial Services**
Claudio Gligo, Member of the Board and Head of Asset Management, **VICTORIA-VOLKSBANKEN Pensionskassen AG**
Prof. Josef Zechner, Institute for Finance, Banking and Insurance, **Wirtschaftsuniversität Wien**

BEST PRACTICE RISK MANAGEMENT

10:10 **Implementing best practice risk management into your pension fund**
- Intelligent asset allocation by adapting to risk budget limits
- How effective risk management is a tool for value creation
- How to use risk management tools effectively

For speaking opportunities please contact stefanie.rehbein@terrapinn.com

10:40 **Morning break, refreshments and networking**

11:10 **Finding the perfect balance between risk and reward**
- How to properly map, recognise and consolidate risks
- Anticipating rather than reacting
- What did we learn from the crisis?

Jeannette Leuch, COO & Member of the Board, **Complementa Investment Controlling Schweiz** + Client

ALTERNATIVE ASSET CLASSES AS A COMPULSORY PART OF YOUR SUCCESSFUL INVESTMENT STRATEGY

11:40 **Infrastructure – Challenges and opportunities for your portfolio**
- Risk and return profiles of infrastructure investments
- How infrastructure can have a positive effect on your portfolio
- Direct and indirect access to the market

Dr. Barbara Weber, Founding Partner, **B Capital Partners**

12:10 **Portfolio diversification through real estate**
- Developing a strategy to successfully integrate real estate into your investment portfolio
- How can institutional investors best access the market?
- Creating a promising long-term investment strategy through real estate?

Hubertus Bäumer, Senior Investment Manager for Indirect Investments, **Generali Deutschland Immobilien**

12:40 **Networking and lunch**

13:50 Case study: **Real estate as a tool to lower portfolio risks and generate guaranteed returns**
- Risk and opportunity analysis of real estate as an asset class
- Real estate as bridge a over troubled low-interest waters?
- Attractiveness of foreign real estate investments compared to the German market

Dr. Carl-Heinrich Kehr, Principal, **Mercer**
Wolfgang Maier, Director Asset Management, **ENBW Energie Baden Württemberg**

14:30 **International capital flow and local currency bond markets**
- G8/G20 initiatives for the development of local currency bond markets in emerging and frontier markets
- Evaluating the benefits in terms of financial stability
- Lessons learned from the financial crisis and behaviour of institutional investors

Bernd Braasch, Bundesbankdirektor, Financial Stability Department, **Deutsche Bundesbank**

ALTERNATIVE INVESTMENTS IN PRACTICE

14:50 Panel discussion: **Achieving returns and portfolio diversification through alternative asset classes**
- Alternative investments as an instrument for diversification – assessment after the financial crisis
- Is there an optimal share of alternatives in a portfolio?
- Is the access to alternative investments suitable only for the bigger investors?
- After the nuclear disaster in Japan: What role does responsible investing play?

Dr. Dirk Söhnholz, Co-Chairman, **Bundesverband Alternative Investments**
Uwe Rieken, Managing Director, **Faros Consulting**
Dr. Hans Wilhelm Korfmacher, General Manager, **WPV**
John A. Hess, CEO, **Altius Associates**
Dr. Wolfgang Engshuber, Chair, **PRI Advisory Council & PRI Association**

15:30 **Afternoon break – Refreshments and networking**

16:00 **Integrating responsible investments into your portfolio**
- Responsible investments in different asset classes
- The influence of responsible investments on your portfolio performance
- A real life case study

Dr. Wolfgang Engshuber, Chair, **PRI Advisory Council & PRI Association**

16:30 **Latest market research: private equity and infrastructure - performance and risks**
- How to identify the best asset class and manager
- Examining the latest performance figures – should you be investing?
- Evaluating the biggest risk factors and how they can be navigated

Götz Hoyer, Managing Partner, **FHP Private Equity Consultants**

17:00 **End of conference**

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Pre-Conference Workshop - Renewable Energy as an Asset Class Tuesday, 14. February 2012

Renewable energy as a new asset class for institutional investors

Rational & benefit of attending

While responsible investments are at the forefront of many institutional investors' minds, less than 40% have actually taken the plunge and invested into renewable assets. Voigt & Collegen has conducted a survey called *The State of Play* among German institutional investors and aim to present these findings as well as to provide insight into why institutional investors are choosing this asset class, at this unique half-day workshop.

The workshop reviews renewable energy from the investor's perspective. It examines what drives the decision process and identifies what the key decision criteria are. The workshop also aims to highlight key success factors and assess how renewable energy can improve the risk profit profile of an existing portfolio.

Participants will get insight from practitioners on how to select, evaluate and invest into renewables and what the key success factors and the key risk factors in managing these assets in order to receive a sustainable cash flow over the lifetime of the investment are. Hands-on findings from the day to day work of an investment manager will enrich the discussion. Finally, participants will gain an overview of the various exit strategies which are associated with this asset class.

Agenda

09:00 **"The State of Play"**
Renewable energy as a new asset class - Key findings of the investor survey
- Why institutional investors invest in renewable energy
- Actual and future asset allocation
- Attractiveness of the assets
- Decision criteria for the investment
- Expectations regarding the contribution and the returns of assets

10:30 Coffee break

11:00 **Renewable energy as a new asset class**
- Characteristics of investments
- Key success factors of investments
- Comparison between different technologies, eg. solar, wind, geothermal
- Market development

12:00 **How to invest in renewable energy**
- The investment process
- Key findings and key success factors in managing renewable energy assets
- Financing of investments
- Case study: Investing in Montalto di Castro – One of the world's biggest photovoltaic power plants

13:00 End of workshop

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The workshop leader

Thomas Eisenbarth is head of institutional investors at Voigt & Collegen.

Voigt & Collegen was founded in 2005 from experienced financial service industry professionals. The company has over 15 years experience of working in financial services and boasts a placed fund volume of more than 3bn €. The company has placed 130mil € equity in renewable energy, has more than 350mil € already invested in photovoltaic solar plants and the organization has participated in transaction volume of more than 600mil €.

In addition to the development of photovoltaic investment opportunities for institutional investors, Thomas has also developed institutional funds in the area of real estate. The survey *The State of Play* is the single biggest survey ever conducted around the theme of renewable energy with institutional investors.

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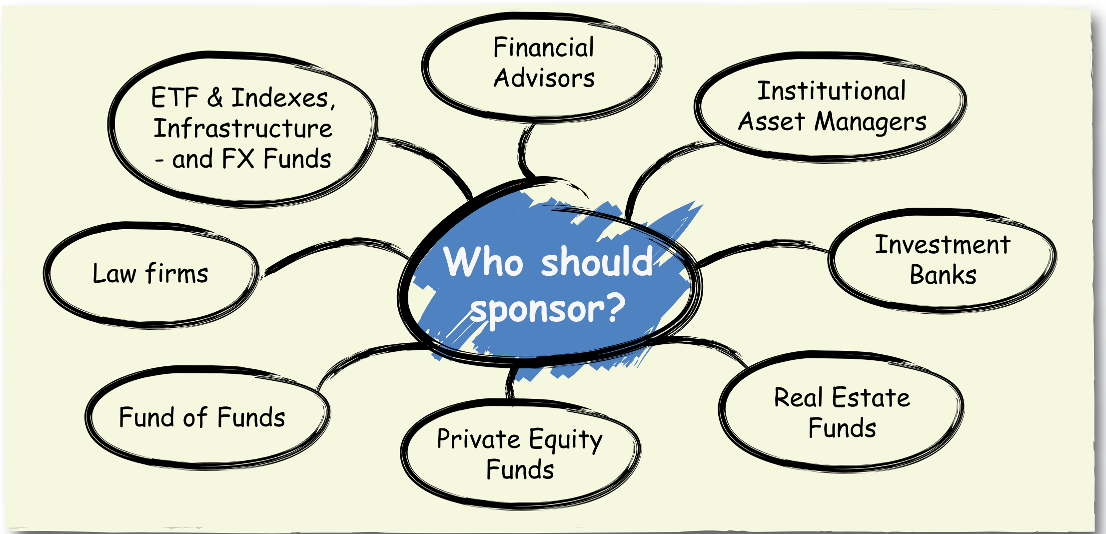

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