



AREF FutureGen Educational Series 2021

Event 1: Ongoing portfolio Management

Wednesday 21st July 2021



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Welcome

**Olivia Drew, Transaction Manager, RE-UK
at UBS Asset Management
& Member of the FutureGen Committee**



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Moderator Welcome
Matt Brehaut, Senior Associate at
Carey Olsen



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Agenda for today

- 10.15 Webinar start
- 10.15 Welcome and housekeeping - Olivia Drew, UBS
- Introduction - Matt Brehaut, Carey Olsen
- 10.20 Ongoing Portfolio Management
- Presentation from John Raisin, John Raisin Financial Services Limited
- 10.50 Member discussion / Q&A with speakers
- 11.00 Close

Today's speaker



John Raisin

Director

John Raisin Financial Services Limited

Ongoing Portfolio Management: An Institutional Investors Perspective

John Raisin

21 July 2021

John Raisin Financial Services Limited

“Strategic and Operational Support for Pension Funds and their Stakeholders”

Jrfspensions.com



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An Institutional Investors' perspective

- My views on Ongoing Portfolio Management
- **But just my view...**
- Former Head of two DB (LGPS) Pension Funds
- Independent Advisor to three DB (LGPS)
- Extensive experience across liquid & illiquid assets
- Never employed by an Asset Manager
- But retained advisor to Asset Management firms

Some Portfolio Management fundamentals (1)

- About long term value creation
- Short term performance not (usually) too important
- Maintain investment philosophy/process
- Develop/enhance investment philosophy/process
- **But do not** (unilaterally) change philosophy/process
- Do not break investment restrictions or guidelines
- Tactical positioning within guidelines – Manager decision
- Do not take too much (or too little) risk

Some Portfolio Management fundamentals (2)

- Effective implementation essential e.g. successful trading/cost control, capacity limitations
- Be continually open about deployment/recycling of capital
- Essential to maintain/develop good Corporate Governance/ Business Management
- Address/rebut misconceptions re Corporate Governance/ Business management
- Promptly communicate organisational change materially affecting **either** the Client Portfolio or the business as a whole

The Manager/Client relationship (1)

- Quarterly reporting
- Annual reporting
- Client meetings – send **both** a (real) Investor and a Client Relations professional
- Poor reporting/administration will (likely) annoy a Client much quicker than poor performance
- Investor meetings, LPAC seats – positives
- **Above all** tell/talk to Client(s) when a “major problem/issue” emerges

The Manager/Client relationship (2)

- **Genuinely** understand your Client
- Who is the Client? Who represents the Client? Who has what power/influence?
- What is the Client's Investment Strategy
- Where does your Portfolio fit in?
- How might/is the Client's investment Strategy develop/ be developing
- Monitor relevant Board (or for LGPS Committee) reports and those of Committees/Sub Committees/Working Parties

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Q&A Discussion

To ask a question to the speakers:

click the Q&A button at the bottom of your screen



Thank you