



IAC Introduction and Update

19 November 2007, Sandton
IAC Medical Scheme Investment Conference
Mr Asim Gani, Managing Director, IAC

IAC: Who are we?



Team: Currently around 25 persons

Mainly Technical (over 30+ qualifications)

Including five qualified actuaries

Providing Actuarial and Investment Advice

Predominantly to Medical Schemes and Retirement Funds

History of IAC



2001	Actuarial Outsourcing Project UK
2002	Introduced IAC Brand: Commenced SA Actuarial Services
2003	Investment Policy and Investment Advisory Services
2004	Office moved to Cape Town CBD
2005	Opened Harare Office
2006	Opened Johannesburg Office
2007	AAA+ Empowerdex certification Five year anniversary
2008

Branding.....



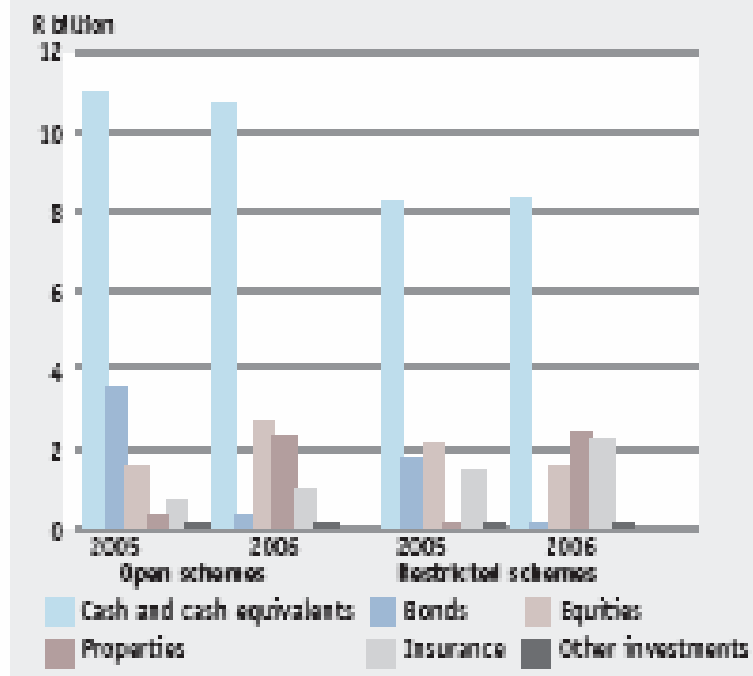
Innovative Asset Consultants

- Same company
- New brand / trading name
- More descriptive for asset consulting clients



Industry landscape

Figure 3.7 Composition of scheme investments



COUNCIL FOR MEDICAL SCHEMES Annual Report 2006-7

- R+-36bn assets – 30 June 2007
- Substantial assets: Worthy of Trustee Attention – can have significant impact on a scheme
- Year to 31 December 2006 (excluding insurance policies)
- Equities 16% (open), 11% (restricted)
- Bond (reduced), property (increased) over the year

Medical Scheme Investment Conference



Programme

- 9:30 Registration, tea and coffee
- 10:00 Welcome: Dr Saths Cooper
- 10:15 IAC corporate update (Asim Gani, IAC)
- 10:30 Socially responsibility investing – Can we all benefit? Appropriate for medical schemes? (Andrew Canter, Futuregrowth)
- 11:15 Optimising investment objectives and strategy for medical schemes (Victor Faria, IAC)
- 12:00 Utilising treasury skills to enhance returns (Dieter Briechle, MSCapital)
- 12:30 Lunch
- 13:30 Dealing with tactical asset allocation when using specialist managers (Herman Steyn, Prescient)
- 14:00 Using hedge funds to enhance low risk returns (cash and bonds) (Theron van Wyk, TriAlpha)
- 14:30 Interesting investment options specifically for medical schemes (Asim Gani, IAC)
- 15:00 Close
- 15:15 Tea and coffee

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This event is free.

