



Careers Presentation

Robert Sicilia

May 2011

- Bachelor of Science (Honours)
 - 1992-1996
 - Thesis on a Signal Transduction pathway
Protein Tyrosine Kinase (onco-protein)



- Graduate Diploma in Applied Finance and Investments
 - 1996-1998 (part time)



- National Financial Management
 - Graduate Recruitment Program 1997
- JP Morgan, Chase & Co.
 - 1999-2001 (London)
- Cbus – Industry Super Fund
 - 2002-2003
- JANA Investment Advisers
 - 2003



Who is JANA?



- One of Australia's leading investment consultants.
- Established in 1987. Owned by nab since Dec 2000.
- \$180B in FUA on behalf of 80 institutional clients
 - **Superannuation clients:** corporations, public sector entities, industry funds
 - **Non superannuation clients:** insurance pools, charitable trusts and foundations, private clients, not-for-profit organisations.
- 51 investment professionals
 - Each involved in both research and client servicing
 - Experienced and very low turnover of staff
- Over 2,600 investment manager meetings conducted each year (incl. 200 person days spent overseas conducting global research).

Business Partners

JANA



Insurance Commission
of Western Australia



AustralianSuper



OAMPS Super Fund



legalsuper



Trinity College
THE UNIVERSITY OF MELBOURNE



GEELONG GRAMMAR SCHOOL
| Exceptional Education |



TelstraSuper



STANDARDS
Australia



AustSafe Super



Adding power
to your
Financial Future



intrustsuper
at your service



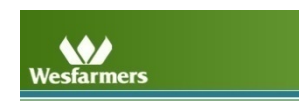
FIRST STATE SUPER
FSS Trustee Corporation



Rio Tinto Staff Superannuation Fund
Discoversuper



Where members come first



JANA – we are a diverse bunch



Ian Patrick* - Chief Executive Officer

Ken Marshman - Chairman & Head of Investment Outcomes

Consulting & Research

David Holston - Executive Director
Head of Consulting -
Melbourne

Steven Carew - Head of Investment Research

Robert Sturzaker - Principal Consultant

Greg Clerk - Principal Consultant

Duncan Smith - Principal Consultant

Mary Power - Principal Consultant

David Franks - Consultant

Jim Kiely - Consultant

Cassandra Frost - Consultant

Robert Sicilia - Consultant

James McKinlay - Consultant

Neil Stanford - Consultant

Matthew Griffith - Consultant

Stewart Eager - Consultant

Domien Beckers - Consultant

Jo Leaper - Consultant

Ann Marco - Investment Analyst

John Coombe* - Executive Director
Head of Consulting - Sydney

Anna Shelley* - Principal Consultant

Michael Mulcahy* - Consultant

Gary Wilson* - Consultant

Kirsten Temple* - Consultant

Denise Healey* - Consultant

Cindy Tan* - Investment Analyst

Suzu Yoon* - Investment Analyst

Jeremy Yap* - Investment Analyst

Danielle Panucci* - Investment Analyst

Bayu Sarwono* - Investment Analyst

David Blunt*^ - Investment Analyst

Investment Solutions

Jim Lamborn - Executive Director & Head of
Investment Solutions

IC

Mike Plant - Principal, Implemented Consulting

Eric Stevens - Principal, Implemented
Consulting

Aidan Geysen - Principal, Implemented
Consulting

Andrew Reeve - Consultant

Anthony Ballard - Investment Analyst

Simon Beeny - Investment Analyst

Ann Nguyen - Investment Analyst

Triplepoint

Michael O'Dea* - Principal, Alternative
Investment Solutions

Prashanthi Nadarajah* - Senior Investment
Analyst

Georgina Dudley* - Senior Investment Analyst

Direct Investments

Robert Day* - Head of Unlisted Investments

Rhonda Spagnol - Principal Consultant

Jeremy Wilmot - Consultant

Matthew Moon* - Investment Analyst

Claire Simpson - Consultant

Operations

Ashleigh Crittle* - Head of Operations

Business Development

Brendan Donohoe - Divisional Director

Nicole Storey*# - Head of Business Development

Lucinda Wilson*# - Business Development Manager

James Matt - Business Development Manager

Matthew Newham* - Principal, Retail Investment

Administration

Linda Wong - Office Manager/Executive Assistant

Kate Ling*# - Personal Assistant

Annie Sandrussi* - Personal Assistant

Thuy Ngo - Personal Assistant/Office Administrator

Angela Lovett - Personal Assistant/Reception Support

IT

Kevin Pritchard - Head of IT and Business Systems

Maria Popov - Consultant, Business Solutions

Client Service Group

Fariba Momeni - Client Service Analyst

Joanne Friggieri - Client Service Analyst

Fiona McPhee - Team Leader

Anne Bowman - Senior Client Service Analyst

Rebecca Poynton - Client Service Analyst

Joel Grosvenor - Client Service Analyst

*Sydney Office. ^Graduate rotation (six months). # Maternity Leave

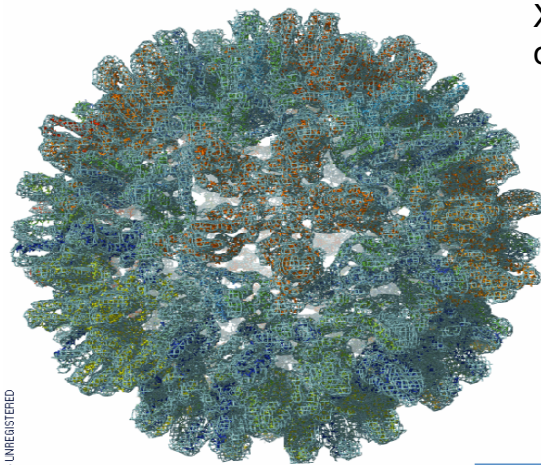
What does an Asset Consultant do?



- Strategic Investment Advice – which asset classes and how much?
- Investment Portfolio Construction – how should it look and with who?
- Investment Research – Australian Shares, Listed and Direct Property
- Reporting – those holding the purse strings want to know what is going on
- Loads and loads of persuasion (attempted) – presenting investment ideas to Boards of Trustees and Investment Committees, making the investment case, highlight the risks and returns



The Leap to Finance and Investments



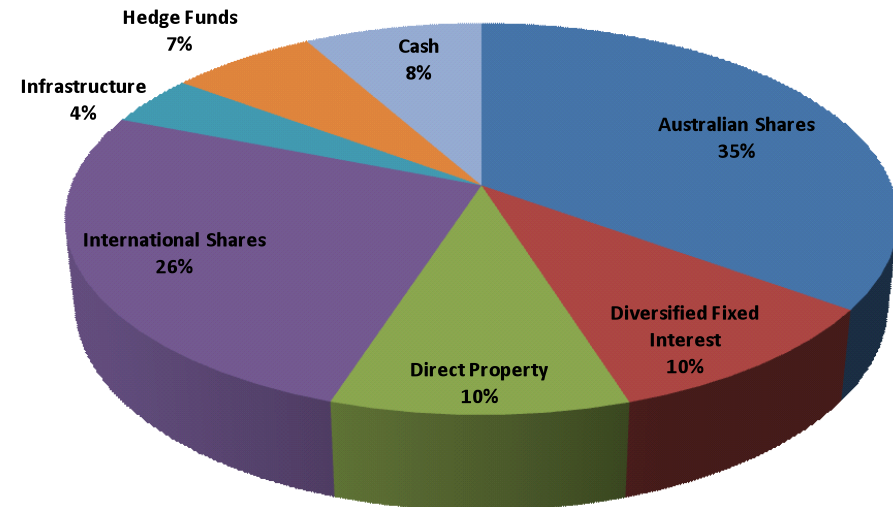
X-ray Crystal Structure
of a Protein



Ribbon Structure of a
Protein Tyrosine Kinase



Typical Asset Allocation of a superfund in
Australia



The Leap to Finance and Investments

JANA



FINANCIAL
SERVICES
INSTITUTE
of Australasia

Graduate Diploma in Applied Finance & Investments

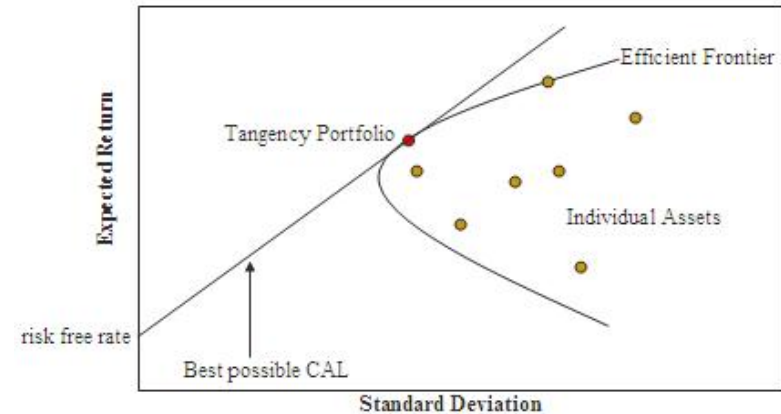


Master of Applied Finance

Chartered Financial Analyst
(Internationally Recognised)



- Investment Analysts
 - Modelling up real life activities and scenarios
- Actuaries
 - Forecasting commercial risks/probability of uncertain events
- Quantitative Investment Managers
 - Generating insights into what/why/how drives the price of investment securities and implementing a process to exploit it



$$E(R_i) = R_f + \beta_i(E(R_m) - R_f)$$

- Sometimes it's best to get inside from the ground up
 - Entry level roles can allow part time study
- Research the role, then research it again
 - Do due diligence on the employer – asking an insightful question shows you 'get it'
- Job Interviews are like exams
 - The more you do, the better you get at them (generally)

- Strong literacy and analytical skills
 - Accuracy but not necessarily precision
- Relating to others
 - Getting along can be just as important as getting it done
- Confidence – investments is a confidence game
 - Tell it with authentic confidence or simply say that you don't know – you can get just as much kudos for saying the known unknowns (sorry Donald Rumsfeld)



"We know stocks will go up but we don't know which ones or when."

- Never, ever burn your bridges
 - It can be a very small community.
- Keep looking for the right balance
 - No job will push all your buttons, but strive to find one that gives you the greatest sense of purpose.
- Colleagues
 - Do your best to work well with your colleagues because they will be the major source of tomorrow's career options.



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