

Demystifying SMAs

A practical seminar on Separately Managed Accounts

**Are you going to the SPAA National Conference this year?
Get into the swing of the Adelaide conference a day early and
join Præmium for this practical seminar which will de-mystify
Separately Managed Accounts.**

Hear directly from some of Australia's SMA thought-leaders to discover how you can use SMAs in your business and how they fit into client portfolios.

DATE: Tuesday 10th March 2009

LOCATION: The Sebel Playford
120 North Terrace
Adelaide, South Australia 5000

TIME: 2:00 – 5:00 pm

There is no charge to attend this seminar.

AGENDA: Tuesday 10th March 2009



2:00 – 2:15 Welcome & introduction

Warren Gibson. Director, Praemium Australia Ltd



2:15 – 2:45 Improving client retention post sub prime

Dr Don Stammer. Independent Economist and Non-Executive Chairman of Praemium Ltd

The financial world facing new and difficult challenges, with financial planners and accounting firms experiencing depleting FUM and revenues, and clients demanding

greater transparency, flexibility and control. Dr Stammer will provide his views on:

- The current environment for SMAs
- How you can pro-actively review your client's needs, and
- How SMAs fit into a client's portfolio



2:45 – 3:15 Demystifying SMAs

Arthur Naoumidis. Group CEO Praemium Ltd

Find out about the evolution of SMAs, and some of the advantages over managed funds.



3:30 – 4:00 SMAs – Empowering financial advisers

Andrew Varlamos. CEO, Powerwrap

New market entrant, Powerwrap, presents on:

- Using Powerwrap's SMA to focus on what you do best: providing value-adding advice
- Enabling your clients to invest more efficiently.

Powerwrap is a fully consolidated wrap platform, offering access to direct equities administration, managed funds and, most crucially, SMA capability.



4:00 – 4:30 How the SMA works – a practical demonstration

David Harris. Head of Business Development, Powerwrap

This session will provide an overview of Powerwrap's SMA system, including:

- Overview of Praemium's V-Wrap
- The role of the Investment Manager
- Submitting new business
- Viewing a client's portfolio
- Customising a client's portfolio

4:30 – 5:00 Using SMAs to advise on strategies, not individual securities

Arthur Naoumidis. Group CEO, Praemium Ltd

Find out about future SMA developments that will make them more accessible than ever before; and help advisers to advise on strategies rather than stock-picking.

5:00 – 6:00 Cocktail Hour!

3.15 – 3.30 Afternoon Break

Places are limited, so book your seat by contacting Praemium on rsvp@praemium.com.au or 03 8622 1275.



www.praemium.com.au