



11 November 2008

## **MEDIA RELEASE**

### **TRUSTEES NEED SPECIALIST SUPPORT THROUGH THE MARKET TURMOIL**

Retirement fund trustees grappling with the consequences of the global financial crisis should look to their advisers for on-going guidance and support rather than settle for the approach adopted by many consulting firms that exit the picture following input based on their initial assessment of the fund's investment needs.

**Johan Henn (pictured)**, CEO of Novare Actuaries & Consultants, says his firm is unique in its application of the implemented consulting model in the South African investment advisory market - just in time to help guide trustees through the market turmoil.

"Trustees hold in trust the assets of fund members and their dependants, and on their shoulders rests a huge responsibility to make the right investment decisions at a time when that's never been more difficult to achieve.

"Implemented consulting provides specialist support throughout the investment process, from the initial advisory stage through to execution and on on-going monitoring," said Henn.

Novare's Head of Fund Consulting, William Moutloatse added that the emphasis today on fund governance requires a significant commitment from trustees in terms of constantly managing risk in a complex regulatory environment.

"Against this background there is pressure from fund members to maximise investment performance, and the knowledge that the cost of making bad decisions is higher when markets behave as they are now.

"It was with these factors in mind that Novare developed its Comprehensive Implemented Investment Consulting offering that employs customised, liability-driven investment solutions. It also provides focused and continuous investment advice, pro-active asset and liability risk management, robust governance, time efficient investment issues management and comprehensive support and service.

"A diversified consulting service team brings a new dimension to investment advice and to the execution of innovative asset management and portfolio construction techniques. Using their actuarial skills in an investment context, the team focuses on performance when developing investment solutions," said Moutloatse.

