

# INSURER INVESTMENT FORUM XXII

## “It’s a Sci-Fi World”

March 23 - 24, 2022

Fairmont Grand Del Mar Hotel

### Wednesday, March 23:

8:00 am **Breakfast**

9:00 am **SAA Investment Workshop**

Join your peers in discussions of case studies based upon real experience of SAA working closely with clients. Review different investment approaches from both the Board and senior management perspectives.

Noon **Lunch**

1:30 pm **Investment Seminar for Government Risk Pools**

Only at this special Investment Seminar are the most important investment issues facing pools discussed and dissected in detail. Using a case study format, everyone can ask questions and contribute their experience to the mutual knowledge of all pools at this seminar. As the investing and economic landscapes grow more complex, it is more important than ever to find out how your pool can improve its investment process.

4:30 pm **Adjourn**

6:00 pm **Reception and Dinner**

### Thursday, March 24:

8:00 am **Breakfast**

9:00 am **Welcome and Opening Remarks**

#### **It’s a Sci-Fi World**

Alton Cogert, President & CEO, Strategic Asset Alliance

The world is going through accelerated change in many areas of our life. And, many of those changes are represented in our investment portfolios. In an industry known for its conservative nature, how can your insurer or government risk pool be aware and ready for change in its investment portfolio?

9:45 am **Digital Assets – Evolution or Revolution? – An Insurance CIO’s Perspective**

Nico Santini, Senior Vice President, Chief Investment Officer, ProSight Specialty Insurance

Who hasn’t heard about so-called cryptocurrencies and wondered about them? Can they be used as a currency of some sort? Could they be a store of value and a possible investment choice? What’s the difference between those thousands of other crypto coins? And, what about decentralized finance, often called DeFi? Will this ultimately change how we do business? Hear from a highly regarded insurer CIO on how he is viewing this and how these areas should be approached.

10:45 am **Break**

- 11:00 am **Most Important Insurer Investment Problems and Potential Solutions**  
Daniel Smereck, Managing Director, Strategic Asset Alliance  
Nathan Simon, Director, Strategic Asset Alliance
- Repressively low interest rates and spreads. Inflation. Historically high equity valuations. Uncertainties surrounding work from home versus office. What are the most important investment problems for insurers? How are SAA's clients addressing these problems and what does SAA see coming 'over the horizon' that insurers should be ready for today?
- Noon **Lunch**
- 1:30 pm **It's a Sci-Fi World**  
Three highly regarded investment managers will step back and take a big picture look at the investment arena. Some of their ideas and recommendations will have a short-term time frame (after all, the sci-fi world is happening now) and some will have a medium- or longer-term time frame.
- Managing Investments and Risk Through Technological Change**  
**Vin Delucia, CIO, New England Asset Management**  
Technology will continue to evolve rapidly as human ingenuity utilizes new technologies to create the "next big thing". The basic laws of investing, however, will always apply. We'll provide our views on topics from 5G to ESG and what the implications are for investors, both today and in the future.
- 2:15 pm **Blending Public & Private Credit for Enhanced Yield**  
**Michael R. Smith, Managing Director, Muzinich & Co.**  
Private credit has increased dramatically in popularity amongst insurers and other institutional investors as yields within the public markets have declined. Banks have retreated from lending and private credit has filled the much needed void. But what about liquidity? Is there a way to blend public and private credit to allow insurers the benefit from Public Credit liquidity and the yield enhancement of Private Credit?
- 3:00 pm **Break**
- 3:15 pm **Uncovering Private Credit Opportunities for Insurers**  
**Loren Sageser, Managing Director - Private Credit Product Specialist, Nuveen**  
2021 was a banner year for private credit, with combined syndicated and direct loans setting a record of \$228 billion. While this was partly driven by the unleashing of pent-up demand from issuers and investors, it can also be attributed to the virtues of the asset class highlighted through COVID-19: higher yields, better diversification and lower defaults (versus comparable public market asset classes). Will these benefits hold for 2022? What questions should insurers be asking as they consider allocations?
- 4:00 pm **Ask the Experts**  
Panelists:  
Vin Delucia, CIO, New England Asset Management  
Loren Sageser, Managing Director – Private Credit Product Specialist, Nuveen  
Michael R. Smith, Managing Director, Muzinich & CO.
- Moderator: Alton Cogert, Strategic Asset Alliance
- In this fast paced, free-for-all session, we place all three investment manager presenters, as well as SAA, on the 'hot seat' about any question that may have arisen at the conference.
- 4:45 pm **Adjourn**
- 5:00 pm **Farewell Reception**