

Press release

London, Nice, Milan, August 29, 2017

Masterclass on New Frontiers in Retirement Investing Milan, 16 October 2017

EDHEC Business School is proud to present a new international initiative offered jointly with SDA Bocconi School of Management: the [Masterclass on New Frontiers in Retirement Investing](#).

The workshop focuses on the topic of Retirement Investing, drawing on the latest academic research with practical relevance. The two pillars of the financial debate on retirement needs – funding and investments – are deeply analysed by experts from these two leading European Business Schools. The workshop will also include a roundtable discussion where regulators and investment managers will exchange their perspectives on the topic.

The morning session “Financing the life projects of retired individuals, strategies and products” will be conducted by Umberto Filotto, SDA Professor of Banking and Insurance, SDA Bocconi School of Management.

This part of the seminar will focus on the technicalities of the products which are specific for retired and senior citizens (namely “CQP”, “APE” and reverse mortgages), but it will also develop a marketing and strategic approach to “senior finance and lending”. Servicing retired individuals with a full range of lending and investment products means working on the retention of customers that generate value for the banking industry (both on the asset and liability side) and who, once they find appropriate and complete answers to their needs, tend to have a low level of attrition.

The afternoon session “Retirement investing solutions for individuals in accumulation” will be conducted by Lionel Martellini, Professor of Finance, EDHEC Business School, and Director, EDHEC-Risk Institute.

The aim of this part of the masterclass is to provide participants with an introduction to the modern financial engineering and risk management techniques which will allow a new breed of investment managers to design and implement innovative forms of welfare-improving retirement investment solutions for their clients. The masterclass will also showcase how the emergence of these new forms of retirement solutions is a profound paradigm change that will have a disruptive impact on the retirement product industry, where existing practices still often rely on costly attempts to summarise investors' preferences in terms of risk-aversion (balanced funds), time-horizon (target date funds) or capital guarantee (structured products).

The Masterclass will take place on the Bocconi campus in Milan on 16 October 2017.



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To visit our web site: www.edhec-risk.com

About BOCCONI

SDA Bocconi School of Management has been a leading institution in management training for over 40 years.

The School's mission is to help individuals, companies and institutions grow by promoting managerial culture, knowledge and innovation.

MBA Programs, Executive and Specialized Masters, Executive Programs, Custom Programs, Applied Research, Research Labs and Knowledge Centers all contribute to this - a wide offering aimed at professionals from all over the world and from all sectors of the economy.

SDA Bocconi is among the leading Business Schools in Europe and is among the few to have gained the triple accreditation - EQUIS, AMBA and AACSB - which puts it in the elite of Business Schools worldwide. Choosing to study at SDA Bocconi in Milan means choosing a stimulating environment in Italy's entrepreneurial, industrial and financial capital – a gateway to Europe with a wealth of connections and opportunities. Milan is also synonym for culture, fashion, design, taste and the art of living.

SDA Bocconi has also recently launched its Campus in Asia with the opening of MISB Bocconi, Mumbai's International School of Business, which aims to enhance the School's global presence.

<http://www.sdabocconi.it/en>

About EDHEC-Risk Institute

Academic Roots & Practitioner Reach

Since 2001, EDHEC Business School has been pursuing an ambitious policy in terms of practically relevant academic research. This policy, known as "Research for Business", aims to make EDHEC an academic institution of reference for the industry in a small number of areas in which the school has reached critical mass in terms of expertise and research results. Among these areas, asset and risk management have occupied privileged positions, leading to the creation in 2001 of EDHEC-Risk Institute, which has developed an ambitious portfolio of research and educational initiatives in the domain of investment solutions for institutional and individual investors.

This institute now boasts a team of close to 50 permanent professors, engineers and support staff, as well as 39 research associates from the financial industry and affiliate professors. EDHEC-Risk Institute is located at campuses in the City of London in the United Kingdom; Nice and Paris in France. The philosophy of the institute is to validate its work by publication in prestigious academic journals, but also to make it available to professionals and to participate in industry debate through its position papers, published studies and global conferences.

To ensure the distribution of its research to the industry, EDHEC-Risk also provides professionals with access to its website, www.edhec-risk.com, which is entirely devoted to international risk and asset management research. The website, which has more than 70,000 regular visitors, is aimed at professionals who wish to benefit from EDHEC-Risk's analysis and expertise in the area of applied portfolio management research. Its quarterly newsletter is distributed to more than 200,000 readers.

EDHEC-Risk Institute also has highly significant executive education activities for professionals in partnership with prestigious academic partners.

In 2012, EDHEC-Risk Institute signed two strategic partnership agreements, with the Operations Research and Financial Engineering department of Princeton University to set up a joint research programme in the area of asset-liability management for institutions and individuals, and with Yale School of Management to set up joint certified executive training courses in North America and Europe in the area of risk and investment management.

As part of its policy of transferring know-how to the industry, EDHEC-Risk Institute has set up ERI Scientific Beta. ERI Scientific Beta is an original initiative which aims to favour the adoption of the latest advances in smart beta design and implementation by the whole investment industry. Its academic origin provides the foundation for its strategy: offer, in the best economic conditions possible, the smart beta solutions that are most proven scientifically with full transparency of both the methods and the associated risks.

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