



## 100 women in hedge funds®

From the Top: CIOs Address Portfolio Management, the Allocation Process and Tail Risk Management

February 1, 2012 at 6 PM

New York

Even seasoned institutional investors may feel challenged by the variety of investment strategies and products, especially when today's managers energetically seek to differentiate themselves. Looking more closely at the buffet of opportunities, our panelists will describe:

- \* how to look beyond favorite strategies to discern the why and how of a given investment approach;
- \* how to identify managers who can outperform in the given economic environment;
- \* how to assess trends among peers and investors; should one follow or be a contrarian?
- \* when to adjust expectations of returns, especially given the prevailing fee structures.
- \* how to think about portfolio hedging strategies and tail risk management.

Join us for an in-depth discussion of these timely and fundamental issues as we straddle the institutional investor's perspective and the investment manager's outlook.

### Participants

Carol Mc Fate, Xerox Corporation  
Seema R. Hingorani, NYC Office of the Comptroller  
Susan Webb, Appomattox Advisory, Inc.  
Sarah Quinlan, *Moderator*, QAM

### Event Details

**Date:** February 1, 2012

**Time:** 5 PM Registration.

We will begin *promptly* at 6 PM; please arrive early. Since it is disruptive to everyone when latecomers enter the session, those arriving after an education session has begun will only be admitted at the discretion of 100WHF and the host. Please note the start time on this invite and plan to arrive early.

Networking and cocktails will follow.

**Host:** Deutsche Bank

**Location:** Deutsche Bank (PLEASE NOTE THIS VENUE IS DOWNTOWN)

60 Wall Street (enter on Wall St; between William & Pearl, east of Broadway), Level B, New York, NY 10005

**RSVP:** [RSVP Now](#)

If you have any questions about this event, please contact [NY Education Committee](#)

This event is NOT FOR ATTRIBUTION.

**Admission is free, but there is a \$25 charge if you register and do not attend, even if you cancel in advance. No-show proceeds will be donated to the 2012 beneficiary of 100WHF's US philanthropic initiatives.**

If you have no-show fees in arrears, the system cannot register you for an event. You can view and pay for any outstanding no-show fees online from your [Member Profile](#)

Space is limited. No walk-ins will be permitted.

## Biographies

### Carol Mc Fate, CIO, Xerox Corporation

Ms. McFate is the Chief Investment Officer of Xerox Corporation where she is responsible for the investment management of roughly \$8 billion in defined benefit and defined contribution investments for North American plans. Since November 2006, she has built a team and successfully in-sourced the management of the investment managers for Xerox's U.S. qualified retirement plans. In 2011, Xerox was runner-up aiCIO's 2011 Industry Innovation Award (corporate pension plan assets under \$5 billion)

Before joining Xerox, Ms. McFate was the Executive Vice President and Global Treasurer of XL Global Services, Inc., the global services subsidiary of XL Capital Ltd. Reporting to the CFO of XL Capital, she was responsible for building a global treasury platform for XL to manage bank relations, cash/liquidity, collateral, funding, capital, foreign exchange, and financial analysis. In addition, the credit risk management function reported to her.

Prior to joining XL, Ms. McFate was with American International Group, Inc. (AIG) for nine years in a number of senior financial positions, including Vice President & Treasurer of AIG, Inc. During her four and a half years as Treasurer of AIG, she was responsible for bank relations, rating agency relationships, cash/liquidity management, corporate funding, foreign exchange management, capital management, and financial analysis.

Before AIG, she was a Senior Vice President with the Financial Restructuring Group of the Prudential Insurance Company. Over her six year tenure with Prudential, Ms. McFate was in various investment management positions in the Private Placement Group of Prudential Investment Corp. Prior to Prudential, she was Assistant Treasurer of Macmillan, Inc., where she was responsible for corporate finance activities, bank and rating agency relationships and investor relations. Before Macmillan, Ms. McFate was a corporate lending officer with Citibank, N.A. where she was responsible for new business development and existing client relationships in two specialized industry groups: high technology and cable television.

Ms. McFate received an MBA from the Harvard University Graduate School of Business Administration (Boston, MA) and a BS in Economics magna cum laude from Juniata College (Huntingdon, PA). She was awarded the designation of Chartered Financial Analyst (CFA) in 1992. In 2008, she was awarded the Juniata College Alumni Achievement Award.

She served as a Trustee of the Parsons Dance Foundation, in New York, NY (2004-2006) and a Trustee and Treasurer of the Katherine Hepburn Cultural Art Center in Old Saybrook, CT (2007 - 2008).

Ms. McFate is married and resides in Connecticut.

**Seema R. Hingorani**, Head of Public Equities & Hedge Funds, NYC Office of the Comptroller

Seema R. Hingorani is the Head of Public Equities & Hedge Funds with the Bureau of Asset Management in the New York City Office of the Comptroller, which manages NYC's pension fund assets of over \$110BN.

She has 17 years of U.S. and global public market investment experience, having been Global Director of Fundamental Research with institutional investment management firm Pyramis Global Advisors (a Fidelity Investments Company in Boston with \$150BN in assets) a Portfolio Manager and Senior Equity Analyst with hedge fund Andor Capital Management, a Senior Equity Analyst with hedge fund Pequot Capital Management, and an Equity Analyst with mutual fund company T. Rowe Price. Seema also has significant entrepreneurial experience having co-founded hedge fund Mirador Capital Management and a start-up Internet media company as its Chief Financial Officer earlier in her career.

Seema earned her BA in Psychology/Philosophy from Yale College and her MBA in Finance from The Wharton School at the University of Pennsylvania.

**Susan Webb**, President and CIO, Appomattox Advisory, Inc.

Susan is co-founder and Chief Investment Officer of Appomattox Advisory, Inc. In this capacity she is a member of the Investment Committee responsible for portfolio management, which includes the identification and evaluation of hedge fund managers as well as risk management.

Her career in finance spans over 25 years combining 10 years of hedge fund portfolio management and 15 years trading, financing, and structuring derivatives. Prior to co-founding Appomattox, she was Managing Director and Head of First Atlas Capital, Inc., the SEC Registered Advisor of Atlas Capital, a multi-billion dollar global fund of hedge funds manager. She was a member of the Investment Committee and launched, with Weston Capital, the Weston Atlas Manager Seeding Platform.

Before joining First Atlas, Ms. Webb was Managing Director, Head of Marketing and New Business Development at Caisse des Depots in New York from 1999 to 2000. Ms. Webb was Managing Director and Head of Financial Institutions and Investor Derivatives at CIBC in New York from 1995 to 1999. She served as a Managing Principal, Head of Equity Derivatives, and Head of Global Derivatives at Paribas Capital Markets from 1991 to 1995. Ms. Webb was Vice President of Risk Management, Currency and Interest Rate Derivative Trading from 1987 to 1991 at Citibank, N.A., New York. She also served as Vice President of the Financial Institutions and Insurance Group division at Group Irving Trust Company in New York from 1984 to 1987.

She received a BS from the University of Virginia with an MBA from the Darden School at the University of Virginia.

**Sarah Quinlan**, Founder, QAM

Sarah Quinlan was the Chief Investment Officer and Head of Alternatives for Saad Financial Services, S.A. At Saad, she was a member of the Investment Committee, advising on assets globally located outside of the Gulf region. She was the Portfolio Manager for the hedge fund and private equity investments of the Saad Group, whose assets exceeded \$5 billion. Additionally she advised on a macro overlay including equity, bond and private equity investments in a long short portfolio and actively traded to mitigate the risk of the portfolio's long only holdings.

Prior to joining Saad, she was an Executive Director at UBS, responsible for the portfolio management of bespoke hedge fund portfolios for their largest private clients. She had previously created, developed and led the Alternative Investments Group for Lloyds TSB. She was co-founder and manager of TwentyFirst Century Advisors, a small and mid cap long/short hedge fund which was ranked in the Top 10 of Mar Hedge. Before launching the fund, she was a member of the small and mid-cap team at Bankers Trust in New York.

Ms. Quinlan began her career at Salomon Brothers Inc in 1984 in Real Estate Investment Banking, moving later into

mortgages sales and trading. Subsequently, she moved to Drexel Burnham Lambert , before moving into money management at Weiss Peck & Greer .

Ms. Quinlan also was the co-founder and Chief Operating Officer of ClieTec, a thin client computer company which was sold in 2000.

She received her BA and MBA from the University of Chicago in Politics, Economics, Rhetoric and Law with Special Honors and in Finance and Accounting, respectively.



## Deutsche Bank

### About Deutsche Bank

Deutsche Bank is a leading global investment bank with a strong and profitable private clients franchise. A leader in Germany and Europe, the bank is continuously growing in North America, Asia and key emerging markets. With more than 100,000 employees in 73 countries Deutsche Bank offers unparalleled financial services throughout the world.

### About 100 Women in Hedge Funds ([www.100womeninhedgefunds.org](http://www.100womeninhedgefunds.org))

100 Women in Hedge Funds is a global, practitioner-driven non-profit organization serving over 10,000 alternative investment management investors and professionals through educational, professional leverage and philanthropic initiatives. Formed in 2001, 100 Women in Hedge Funds has hosted more than 300 events globally, connected more than 250 senior women through Peer Advisory Groups and raised over \$25 million for philanthropic causes in the areas of women's and family health, education and mentoring.