



A Changing Landscape on the Buy-side

The NIRI Los Angeles Chapter cordially invites you to a conversation and luncheon with members of the buy-side and sell-side communities featuring a discussion on the changing landscape on the buy-side and how IR professionals can best manage through these changing dynamics. Our panel will discuss:

- Proliferation of passive investments – How has the buy-side been impacted and what can investor relations programs do as passive investing styles continue to grow?
- Regulation – How are the buy-side and sell-side adapting to changes in the regulatory environment (“MiFID II”) and how will this impact the role of investor relations teams?
- Do and Don’ts – what attributes of an investor relations program are considered “best in class”? What are some of the mistakes companies make?

When: Monday, May 14, 2018

Where: The Luxe City Center Hotel
1020 S Figueroa St, Los Angeles, CA 90015
[Directions](#)

Valet parking is available at the hotel for a \$10 fee

Time: 11:30 am – 12:00 pm – Registration / Networking
12:00 pm – 1:30 pm – Lunch and Program

Fees: NIRI LA Chapter Member – Included in your membership fee
Other NIRI Members/NACD/Society for Corp Governance – \$55
Guests – \$65

Registration: Pre-registration is required. No walk-ins will be allowed.

RSVP: Please respond to this invitation by May 7, 2018.

Moderator:

Mary Frances Turnbull, Corporate Access at Raymond James

Mary is a Senior Vice President in Corporate Access at Raymond James and introduces Raymond James' corporate clients to a targeted group of institutional investors. Mary has spent the majority of her career on the sell-side where she has held research, sales and management roles at several investment banks, including Lehman Brothers, Deutsche Bank and Salomon Smith Barney.

An active NIRI member, she is currently on the Annual Conference Committee and the Board of the Florida chapter. She is founder and co-chair of The Women in Capital Markets Symposium (WICM), an annual event devoted to advancing the professional development of women in the capital markets business at Raymond James.

Mary received a BA in economics from Mount Holyoke College, and an MBA in finance from Fordham University

Panelists:

Gerald O'Hara, Research Analyst at Jefferies

Gerald O'Hara is a Research Analyst at Jefferies covering the alternative asset managers with supporting coverage on the traditional asset managers and discount brokers. Mr. O'Hara joined the firm in September 2010 from Charles Schwab & Co., where he was a senior investment analyst responsible for the search, selection, and monitoring of 3rd party asset managers. Previously, he spent five years at Managers Investment Group (now AMG Funds) most recently as a Vice President and member of the Investment Committee. He received an MBA from the University of Texas and holds the Chartered Financial Analyst designation.

Ted Tawinganone, Lead Analyst High Income Equities at TCW

Mr. Tawinganone joined TCW's High Income Equities group as a generalist analyst in 2014 bringing over 10 years of investment management experience. Prior to joining TCW, Mr. Tawinganone was a Portfolio Manager and Senior Research Associate at Aria Partners where since 2004 he served in various functions including equity research, valuation consulting, and portfolio management. From 1999 to 2004, he was employed at Deloitte and Touche, LLP as a manager in the Assurance and Advisory division, serving clients in the financial services industry.

Mr. Tawinganone is an inactive Certified Public Accountant in the state of California, a CFA charterholder, and a member of the Los Angeles Society of Financial Analysts. Mr. Tawinganone graduated with honors from Loyola Marymount University with a degree in Accounting and received an MBA with honors from the UCLA Anderson School of Management.

Adam Ward, Investment Analyst at Capital Group

Adam Ward is an Equity Investment Analyst at Capital Group with research responsibility for Global Oil & Gas Services, North American Midstream, and US Electric and Gas Utilities. He has 14 years of investment experience and has been with Capital Group for seven years. Prior to joining Capital, Adam worked for Parthenon Capital, a private equity fund. Before that, he was a buy-side analyst on the proprietary trading desk at Lehman Brothers covering technology and telecommunication sectors. He holds an MBA from Stanford Graduate School of Business, where he was an Arjay Miller Scholar and the 2011 recipient of the Alexander A. Robichek Achievement in Finance Award, and a bachelor's degree in accounting from Brigham Young University, where he was the winner of the 2004 Outstanding Undergraduate Student Award in accounting. Adam is based in Los Angeles.

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