

## Panel 3

# EQUITIES

## Picking today's winners and avoiding the bombs

### MODERATOR

#### Matthew Kidman

Founder and Portfolio Manager,  
Centennial Asset Management

### 01. PANELIST

#### Crispin Murray

Head of Equities,  
BT Investment Management

### 02. PANELIST

#### Geoff Wilson

Chairman,  
Wilson Asset Management

### 03. PANELIST

#### Ben Griffiths

Founder and Portfolio Manager  
Eley Griffiths Group

## Crispin Murray

HEAD OF EQUITIES,  
BT INVESTMENT MANAGEMENT

Crispin is Head of Equities Strategy for BT Investment Management (BTIM). He is responsible for managing the flagship Australian equities funds and one of the largest Australian equities teams.

Since joining BTIM in 2003, funds under his watch have outperformed the market 11/13 years. Crispin has 25 years' industry experience combining expertise in equities research with a strong track record leading Australian and European equities funds. Crispin holds an Honours degree in Economics and Human Geography from Reading University, United Kingdom.

### ABOUT BT INVESTMENT MANAGEMENT

BT Investment Management (BTIM) is one of the largest ASX-listed pure investment managers (ASX: BTT), with a market capitalisation of around \$2.85 billion and funds under management of \$77.2 billion as at 31 March 2016. The BTIM Board consists of a majority of independent directors with the Westpac Group as the major shareholder. Staff of BTIM and J O Hambro Capital Management are significant equity holders along with institutional and retail investors. Headquartered in Sydney, BTIM provides investment management services to both institutional and individual clients in Australasia, the UK and US.

Search for BT Investment Management on [www.livewiremarkets.com](http://www.livewiremarkets.com) for more up to date insights.

[www.btim.com.au](http://www.btim.com.au)



25 YEARS INDUSTRY  
EXPERIENCE

#### FAVOURITE QUOTE

“Success is not final,  
failure is not fatal,  
it is the courage to  
continue that counts”

Winston Churchill

#### OUTSIDE OF INVESTING, WHAT ARE YOU PASSIONATE ABOUT?

Football

# profile



## Geoff Wilson

CHAIRMAN,  
WILSON ASSET MANAGEMENT

Geoff is the founder and Chairman of Wilson Asset Management. Geoff has over 35 years' experience in the Australian and international securities industries holding a variety of senior investment roles in Australia, the UK and the US.

**35+** YEARS INDUSTRY  
EXPERIENCE

### FAVOURITE QUOTE

“Buy when there is  
blood in the streets”

Baron Rothschild

### OUTSIDE OF INVESTING, WHAT ARE YOU PASSIONATE ABOUT?

Cycling

Geoff holds a Bachelor of Science and a Graduate Management Qualification. He is also a Fellow of the Australian Institute of Company Directors (AICD) and a Fellow of the Financial Services Institute of Australasia (FINSIA).

### ABOUT WILSON ASSET MANAGEMENT

Established in 1997, Wilson Asset Management Group (WAM Group) is a boutique investment manager with a focus on growth companies and an emphasis on identifying undervalued and under researched stocks. These are typically small to medium sized industrial companies listed on the Australian Stock Exchange (ASX).

With more than \$1 billion in funds under management, Wilson Asset Management is the Investment Manager of three listed investment companies: WAM Capital Ltd (WAM), WAM Research Ltd (WAX), WAM Active Ltd (WAA) and one unlisted fund.

Search for Wilson Asset Management on [www.livewiremarkets.com](http://www.livewiremarkets.com) for more up to date insights.

[www.wamfunds.com.au](http://www.wamfunds.com.au)

## Ben Griffiths

FOUNDER AND PORTFOLIO MANAGER,  
ELEY GRIFFITHS GROUP

Ben is a Founder of and Portfolio Manager at Eley Griffiths. He was formerly joint Head of Small Company portfolio management at BT Financial Group, and joint Head of Small Companies at ING Investment Management.

Ben's experience at ING also encompassed large company portfolio management and analysis, as well as equity, options and future dealing. Ben has bullion banking experience with Mase Westpac and stockbroking experience as an institutional dealer and trading floor operator with Roach Tilley Grice & Company and CL-May Mellor. Ben holds a Bachelor of Commerce majoring in Accounting, Finance and Systems from the University of New South Wales.

### ABOUT ELEY GRIFFITHS GROUP

Eley Griffiths Group (EGG) is a boutique fund manager specialising in Australian small companies. Founded in 2002, the firm currently manages \$1.3 billion in Australian equities and remains 100% owned by staff. It is jointly owned by Brian Eley and Ben Griffiths, former small companies' portfolio managers at BT Funds Management and ING Investment Management. EGG operates an outsourced service provider model, which allows the principals to concentrate their time and energy on portfolio management and the discovery of undervalued stocks.

Search for Eley Griffiths Group on [www.livewiremarkets.com](http://www.livewiremarkets.com) for more up to date insights.

[www.eleygriffiths.com.au](http://www.eleygriffiths.com.au)



24+ YEARS INDUSTRY EXPERIENCE

#### FAVOURITE QUOTE

“If change is happening on the outside faster than on the inside the end is in sight”

Jack Welch

#### OUTSIDE OF INVESTING, WHAT ARE YOU PASSIONATE ABOUT?

Surf Life Saving