

# TESTIMONIALS



Mark Thomas, Van Eyk  
India April 2007



India is a fascinating land full of contradictions, warm, wonderful nationals and crappy roads. Great study tour and exceptional value. Can't wait to come on the next one!

Grant Kennaway, Lonsec  
India April 2007



I've been on both the BRIC+ China and BRIC+ India study tours and found both exceptionally valuable, professionally and personally. As a researcher, I gained new and important perspectives from being on the ground.

Greg Clarke, QIC  
India April 2007



The Study Tour was a great way to gain an understanding of the political, economic and social environments in India. Well worth the cost and effort!

Jim Clegg, Centric  
India April 2007



The India study tour, like China, was extremely well organised with an impressive program of presentations and company visits, providing an excellent insight into the challenges facing this amazing country and various investment opportunities. Great value.

Phil Eley, Hillross Financial Services  
China February 2008



I can honestly say I was not disappointed – the organisation of the study tour was first class. Much value was obtained from the standard of speakers. The insights obtained from the hands on meetings were excellent - I will complete all of the BRIC+ tours. Highly recommended.

Tony Rumble, Alpha Structured Investments  
China February 2008



What an awesome Study Tour! For me and many of us it was a paradigm shift. China will be a key driver of wealth creation for Australian advisers and clients for many years to come, and we are delighted to be involved in the BRIC+ Program.

Robert Lipman, Investec  
India April 2007



An unforgettable experience, brilliantly executed - from all aspects of learning, fun and visiting different parts of India. It was just as good as China

Chris Garnaut, Garnaut Private Clients  
India April 2007



I would encourage anyone considering coming on a BRIC+ Study Tour to give it no second thought. For the small amount of money involved, we've had a very high percentage return.

Richard Everingham, Lonsec  
China February 2008



Great cross-section of speakers, activities and visits with high quality presenters. Well paced tour with great facilitators.



another brilliant! publication

**A BRIC+ Study Tour is a highly tailored, week-long, on-location program focused on one Big Rapidly Industrialising Country, designed with one thing in mind – to give delegates vital on-the-ground exposure and to materially increase their understanding of the market, the investment options, and role in portfolio construction...**

#### ABOUT THE BRIC+ STUDY TOURS...

The most effective and rewarding way to learn about and understand any market is to go there yourself, do the due diligence, and meet key people not normally accessible outside the BRIC+ countries. BRIC+ Study Tours do just that. They're no junket. They're hard work, a total immersion in the market, with clear learning goals, objectives and outcomes. They're independent – delegates pay their own way – unlike the alternatives, the aim is not to promote specific products. The focus is solely on a quality program designed specifically for portfolio construction practitioners, structured around six core themes: Economy/Investment; Business; Society; Politics; History; and, Implementation.

**BRIC+ Study Tour Brazil** – Our Study Tour commences in Sao Paulo, Brazil's commercial capital where after an orientation and familiarisation day, we spend three very busy days in back-to-back economic and investment briefings and site visits, including a networking reception at the Australian High Commission. We then fly to the cultural capital of Brazil, Rio de Janeiro, for an in-depth briefing from our Brazilian elder statesman ("Mestre") on Brazil's cultural, society and political history, as well as further briefings and site visits and final implementation workshop.

**BRIC+ Study Tour Russia** – Our Study Tour begins in Russia's commercial capital, Moscow. After a day of orientation and familiarisation, we have two very busy days in back-to-back economic/investment briefings and site visits, and a networking reception at the Australian High Commission. We then travel by train to Russia's cultural capital, St Petersburg, for an in-depth briefing by our Russian elder statesman ("Oochitel") on Russia's complex history, society and politics, before returning to Moscow for further briefings and site visits, and final implementation workshop.

**BRIC+ Study Tour India** – Our Study Tour kicks off in Mumbai, India's commercial capital, with a familiarisation day, and two days in back-to-back economic and investment briefings and site visits. We then travel to Bangalore to visit to a modern technology campus. Then it's north to Delhi, the political centre of India, for further briefings and site visits, a reception at the Australian High Commission, and in-depth briefing with our Indian elder statesman ("Guru") discussing India's rich business and social history and future prospects, as well as visits to the majestic Red Fort and Taj Mahal.

**BRIC+ Study Tour China** – Our Study Tour starts in Shanghai, China's commercial capital, with an orientation day and two days of back-to-back economic/investment briefings and site visits. Then, in association with IWNC.com, we travel to a purpose-built training facility at the foot of the Great Wall for an in-depth briefing with our Chinese elder statesman ("Grand Master") discussing China's complex history, society and politics. Finally, it's off to China's political centre, Beijing, for more briefings and site visits, a networking reception at the Australian High Commission, and final implementation workshop.

#### WHO ARE BRIC+ STUDY TOURS FOR?

The BRIC+ Study Tours are designed for the same audience as their companions, the BRIC+ Digest and BRIC+ Masterclass – that is, portfolio construction practitioners including dealer group principals and researchers, paraplanners, CFPs, investment advisers, research house analysts, asset consultants, manage-the-manager analysts and portfolio managers, super fund trustees and executives.

#### ABOUT THE BRIC+ PROGRAM

Just as England grew to economic dominance in the late 1800s and the US in the 1900s, this century will see the Big Rapidly Industrialising Countries emerge and dominate, in particular Brazil, Russia, India and China. We'll also witness a host of other economies emerge over the coming decades – hence the "+" in BRIC+. The BRIC+ Program is a continuing professional development service providing exclusive insights into global emerging markets. It delivers independent educational activities for those with a role in investment portfolio design, to enhance their understanding, knowledge and experience of the global emerging markets – so that a decision as to whether or not to include BRIC+ investments in a portfolio (and if so, how and for whom) is well educated and researched (not a blind leap of faith!).