Insurers' Search for Yield Continues

Lynn Bachstetter

Senior Director, Global Head of Insurance Solutions
S&P Global Market Intelligence

Lynn Bachstetter is a Senior Director for the Global Insurance Product Management team at S&P Global Market Intelligence. In this role, Lynn helps oversee the operational and strategic management of the Insurance Group. The Insurance Group is responsible for delivering company-specific and sector information to 2,000+ clients, including investment banks, asset management firms, global and regional insurance companies, brokers, consultants and accounting firms. Prior to joining the firm in 2008, Lynn was a credit ratings analyst with Fitch Ratings covering insurance companies. Lynn holds a Bachelor of Science in Business Administration degree from Villanova University.

Andrew Coupe

Senior Consultant
NEPC

Andrew joined NEPC in 2017 as a Senior Consultant and insurance specialist on the Corporate Team. Andrew joins us from Towers Watson where he was a Senior Consultant in the Insurance Investment Advisory Group.

With more than a decade of industry experience, Andrew has worked with a range of insurers across the industry, including Life, Health and P&C companies. Andrew specializes in providing investment strategy and thought leadership to insurance companies, primarily focusing on general account assets. He provides a full range of investment services including advising on enterprise focused asset allocation strategy, risk budgeting, investment policy, structure & governance, asset/liability modeling, and manager selection, monitoring and evaluation.

Andrew is recognized in our industry for his deep technical understanding of the insurance market and has been a featured speaker at industry conferences with topics catering specifically to insurance clients. He has also been a consistent contributor to published industry research including white papers, case studies and economic outlook perspectives.

Prior to Towers Watson, Andrew spent several years at Wells Canning, a boutique insurance investment consulting firm, in positions of increased responsibility. He began as an Investment Analyst and ultimately became a Vice President, responsible for developing and servicing a large client base.

Andrew holds a Masters of Business Administration from St. Thomas Aquinas College, a Post Graduate Certificate in Education from St. Martin's College in Lancaster, England and a B.S. in Biochemistry from the University of Leeds, Leeds, England.

https://www.nepc.com/andrew-coupe.

Brian D. Luke, CFA

Global Head of Fixed Income Indices
S&P Dow Jones Indices

Brian Luke is Global Head of Fixed Income Indices at S&P Dow Jones Indices (S&P DJI). With over 15 years of fixed income experience, Brian leads S&P DJI's global fixed income indices, including the S&P Municipal Bond, Global Bond, Global Leveraged Loan, and Global Bond Futures Indices. These index series cover key benchmarks for the fixed income market such as the S&P National AMT-Free Municipal Bond Index, the S&P/LSTA U.S. Leveraged Loan 100 Index, the S&P 500® Bond Index, the Dow Jones Sukuk Total Return Index, and the S&P Green Bond Index.

Previously, Brian headed S&P DJI's index construction, development, and implementation for fixed income, commodities, and alternative indices. Before joining S&P DJI, Brian led the U.S. fixed income trading desk for Maybank Global Markets, where he managed the bank's U.S. dollar fixed income portfolio. Prior to that, he worked at Pacific Income Advisers, where he traded and managed active and passive portfolios for institutional and retail investors. As a fixed income specialist, Brian has presented on Bloomberg TV, covering headline events and investment strategies within the fixed income markets.

Brian is a CFA charterholder and holds a bachelor's degree in business administration with a concentration in finance from the University of Washington. In his spare time, Brian enjoys skiing and traveling, having logged over 30 ski resorts and visited over 40 countries, and he holds U.S. and EU passports.

Andrew McCollum

Global Head of Asset Management
Greenwich Associates

Andrew McCollum is the Global Head of Asset Management at Greenwich Associates, the global research-based consultancy. Andrew oversees the firm's investment management business and is responsible for managing relationships with leading asset managers and investment consultants.

With over 25 years of consulting to the asset management industry, Andrew has experience advising clients on a variety of distribution, strategy, marketing and product issues. He has recently led advisory engagements on global growth assessments, entering the institutional market, brand equity analyses, product positioning and messaging, thought leadership program design and execution, and private equity fundraising.

He has also authored studies on opportunities and threats in the Outsourced CIO market, trends in the ETF marketplace and developments in the defined contribution market. He frequently delivers keynote presentations at industry conferences and is quoted in mainstream and industry publications.

Before joining the Firm in 2009, Andrew was a Managing Director at Chatham Partners and responsible for managing the company's research and consulting relationships with asset managers and defined contribution record-keepers. Prior to that, he worked in the Financial Services and Corporate Strategy Practices at CEB (now Gartner) advising firms on strategy development, strategic planning, M&A, and competitive intelligence, among other topics. Andrew received his BA in Political Science from Cornell University and his MBA from the Kellogg School at Northwestern University.

Andrew lives in Needham, Massachusetts with his wife and two daughters.