

AIMSE 2015 FALL CONFERENCE GLOBAL DISTRIBUTION: ASSET MANAGEMENT IN 2020

OCTOBER 14-15, 2015 • PRINCETON CLUB • NEW YORK, NEW YORK



V I S I O N

PRELIMINARY PROGRAM

AIMSE



AMID UNPRECEDENTED ECONOMIC TURMOIL

MOST ASSET MANAGERS HAVE AFFORDED THEMSELVES LITTLE TIME TO
BRING THE FUTURE INTO FOCUS.

AT THE SAME TIME, THE INDUSTRY STANDS ON THE PRECIPICE OF
A NUMBER OF FUNDAMENTAL SHIFTS
THAT WILL SHAPE THE FUTURE
OF THE ASSET MANAGEMENT INDUSTRY.

GLOBAL INVESTABLE ASSETS FOR THE ASSET MANAGEMENT INDUSTRY
WILL INCREASE TO MORE THAN
100 TRILLION BY 2020.

TO ASSIST ASSET MANAGERS PLAN FOR THE FUTURE,
WE HAVE CONSIDERED THE LIKELY CHANGES
IN THE ASSET MANAGEMENT INDUSTRY LANDSCAPE
OVER THE COMING YEARS AND IDENTIFIED

KEY GAME CHANGERS
WHICH WILL DIRECTLY IMPACT THE
REVENUE OPPORTUNITIES.

AGENDA OCTOBER 14, 2015

TIME

SESSION

1:00 pm – 6:00 pm

REGISTRATION

2:00 – 2:10 pm

James Madison Room

WELCOME REMARKS

CONFERENCE CO-CHAIRS

David Gallagher, Vice President, New Business Development, Granahan Investment Management
Christine Sasse, CFA, Director, Consultant Relations, Epoch Investment Partners, Inc.

AIMSE PRESIDENT

P. MacKenzie Hurd, CFA, Managing Director, Consultant Relations, Jennison Associates

2:10 – 3:10 pm

James Madison Room

STATE OF THE INDUSTRY

SPEAKER:

Jonathan L. Doolan, Director, Casey Quirk

MODERATOR:

P. MacKenzie Hurd, CFA, Managing Director, Consultant Relations, Jennison Associates

Pressure to compete in the maturing global asset management industry has never been higher. Shrinking organic growth and shifting investor demands have revealed oversupply, as too many similar-looking firms chase incremental market share. Additionally, an industry used to competing only with itself increasingly faces threats from other savings products as well as potential disintermediation from distributors and disruptors. Opportunities worldwide remain plentiful, however – but only for firms that develop sustainable competitive advantage, rather than relative outperformance against peers. Revealing insights from its semi-annual review of the industry, Casey Quirk explains why tomorrow's market leaders will look nothing like today's, and what firms require to succeed going forward.

3:10 – 3:30 pm

Alexander Hamilton Room

NETWORKING BREAK WITH EXHIBITORS

3:30 – 5:00 pm

James Madison Room

FEATURED CONSULTANT: MERCER

SPEAKER:

Deb Clarke, Global Head of Investment Research, Mercer

MODERATOR:

Brian Lee, Director of Marketing & Client Service, Oberweis Asset Management

AIMSE is proud to present Deb Clarke, Global Head of Investment Research as our featured consultant. In this session Deb Clarke, Global Head of Investment Research at Mercer, will discuss emerging trends in the asset management industry and how Mercer is responding to these

trends. In particular, Deb will outline what Mercer see as some of the key changes in institutional investor asset allocation and how these changes are reflected in Mercer's approach to manager research. Deb will also address some of the common pitfalls she has observed when managers seek to expand outside their domestic market. Finally, Deb will share some reflections on what managers can sensibly do, and what they should avoid doing, when trying to differentiate themselves in a crowded market place.

5:00 – 6:00 pm
Alexander Hamilton Room

RECEPTION

6:00 – 8:00 pm
James Madison Room

DINNER & FRIENDS OF AIMSE AWARD PRESENTATION

MODERATOR:

P. MacKenzie Hurd, CFA, Managing Director, Consultant Relations, Jennison Associates

The Friends of AIMSE Award recognizes an individual who has been engaged in and spent a significant amount of time in business activities related to providing educational services and/or information to enhance and promote the profession of investment marketing and sales. This individual must also have at least 10 years of experience in the institutional money management industry and have demonstrated outstanding achievement in providing these goods or services.

OCTOBER 15, 2015

7:30 am – 5:30 pm

REGISTRATION

7:30 – 8:00 am
Alexander Hamilton Room

CONTINENTAL BREAKFAST WITH EXHIBITORS

8:00 – 9:00 am
James Madison Room

CREATING A UCITS STRUCTURE FOR GLOBAL INVESTORS

SPEAKERS:

Brian Vargo, Special Counsel, Dechert LLP

John Alsheski, Senior Vice President & Managing Director, SEI

Lorcan Murphy, ACA, Managing Director, ACOLIN UK & Ireland

MODERATOR:

David Gallagher, Vice President, New Business Development, Granahan Investment Management

The terminology used in the financial world can be confusing and you may have seen securities funds variously referred to as “open-ended funds”, “collective investment schemes” or as “undertaking for collective investments” (UCITS). To put it simply, open-ended funds and UCITS are forms of collective investment schemes, in which investors pool their money with other investors in order to invest in a variety of assets and securities. Your strategy can, almost without exception, be adapted to fit within the constraints of the UCITS directive. The ‘exception’ is largely the most illiquid strategies, but with some constraints, most other strategies can be made

to work. The passport, which is at the heart of the UCITS directive to sell to the public in all markets around the union, allows you to access new markets and new sources of assets. Today's panel will offer advice and direction from the administrative, legal, distribution and play an assist to a marketing opportunity across pension funds to the mass affluent market landscape.

9:00 – 10:30 am
Alexander Hamilton Room

CONSULTANT ROUNDTABLES

CONSULTANTS:

Keith Berlin, Senior Vice President, Director of Global Fixed Income & Credit, Fund Evaluation Group, LLC

Brian Birnbaum, Senior Partner, Mercer

Robert Kennelley, Director, Alternative Investments, Rocatone Investment Advisors

Mike Perdsock, Research Director of Traditional Investments & Senior Consultant, GAVION LLC

Evan Scussel, CFA, Head of Traditional Manager Research, The Bogdahn Group

Tom Shingler, Senior Vice President, Fund Sponsor Consulting, Callan Associates, Inc.

MODERATOR:

Sean McCoy, Director, Consultant Relations, Investec Asset Management

A hallmark of the AIMSE conferences, the consultant roundtables are always one of the most popular sessions. Join us for an interactive and candid discussion with leading global consultants from both traditional and alternative investments. Come with your questions and hear top consultants share their thoughts on what investors are doing, which asset classes are in demand and how to get (and keep) your products on the radar. There's no formality – just you and your fellow marketers discussing manager search activity, organizational updates, new trends in the consulting industry, how best to communicate with these influential consultants and more. You'll gain great insights from a wide array of top consulting firms and begin the process of building relationships with these key people in an intimate and interactive setting. Don't miss this opportunity for you and your peers to have a direct dialogue with consultants on the key topics and issues confronting marketing professionals today.

10:30 – 11:00 am
Alexander Hamilton Room

NETWORKING BREAK WITH EXHIBITORS

11:00 am – 12:00 pm
James Madison Room

FUND SELECTORS

SPEAKERS:

Kevin L. Gaines, CFA, CPA, Managing Director, Director of Due Diligence, Nikko Asset Management Americas, Inc.

Michael J. Woods, Chief Executive Officer, Rothschild Asset Management, Inc.

MODERATOR:

Martha Delgado, CFA, Director International Business Development, Wells Capital Management

12:00 – 1:00 pm
Alexander Hamilton Room

THE CASE FOR GOING GLOBAL LUNCH WITH GUEST SPEAKER DAVIS WALMSLEY PRINCIPAL, GREENWICH ASSOCIATES

Investors are breaking down the artificial constructs of domestic and international investments within their portfolios and beginning to think more globally. They are expanding their investment horizons across geographies and products and looking for managers who can support them. Managers are responding to these changes by expanding capabilities (organically and inorganically), launching new products and expanding their presence beyond the home office. Managers who successfully navigate these investor shifts can benefit from significant growth opportunities.

1:00 – 1:45 pm
James Madison Room

BARRIERS TO ENTRY: INSURANCE COMPANY INVESTOR SEGMENT WITH JP MORGAN

Speaker:

Christopher Evans, Vice President, Prime Finance, J.P. Morgan Corporate & Investment Bank

MODERATOR:

TBD

Despite the myriad constraints that insurance companies face making hedge fund investments, there are curious tailwinds driving an overall increase in allocation globally among this segment. The current forecasted rate environment has brought into question the sustainability of the traditional insurance company overweight fixed income model. As a result, insurers are looking to alternatives, and hedge funds specifically, as a prospective component of the solution. Understanding the strategies, structures and other attributes of hedge funds that are palatable for insurers is paramount for any manager seeking to permeate this segment.

During this session we will dive into the constraints placed on insurers globally post the Great Financial Recession, the Risk Based Capital Rules in the U.S. and the similar and even stricter framework within Europe pursuant to the Solvency II directive, which is scheduled to take effect in January 2016. We will examine trends in the adoption of alternatives by insurers, what are they investing in, how their allocations are shifting and specifically what return hurdles and volatility profiles are they seeking.

1:45 – 2:45 pm
James Madison Room

THE FUTURE OF DEFINED CONTRIBUTION PLANS IN THE US & ABROAD

SPEAKERS:

Kevin T. Hanney, CFA, Director, Pension Investments, United Technologies Corporation

Diane Vallerie Improta, Managing Director, Rocaton Investment Advisors, LLC

MODERATOR:

Matthew Waz, Managing Director, Institutional Sales & Client Service,
O'Shaughnessy Asset Management

Global Defined Contribution assets are growing rapidly, and they are set to become the dominant global retirement savings mechanism in the coming years. With aging populations, Defined Contribution pension

providers must consider ways to ensure employees have sufficient income at retirement. With many countries reforming their pension systems and rapid innovation in the market, one would assume that plan participants are in a better position today as they head towards retirement. Custom glide paths, lifetime income options, diversification in strategies including alternatives have evolved to meet the changing needs of participants. This panel will debate and discuss the implications these changes pose for pension providers, employers and employees.

2:45 – 3:45 pm
James Madison Room

VETERAN'S PANEL

SPEAKERS:

John Boneparth, Managing Partner, Corinthian Cove Consulting, LLC
Churchill G. Franklin, Chief Executive Officer, Acadian Asset Management LLC

MODERATOR:

Larry Pokora, Global Director of Investor Relations & Marketing, LibreMax Capital

Listen to a panel of veterans share their experience and talk about what helps differentiate you and your firm in the marketplace. Bring your questions for an open forum with a panel ready to share years of experience.

3:45 – 4:15 pm
Alexander Hamilton Room

NETWORKING BREAK WITH EXHIBITORS

4:15 – 5:15 pm
James Madison Room

SOVEREIGN AND GOVERNMENT FUNDS—GROWING IN INFLUENCE

SPEAKERS:

Scott E. Kalb, Executive Director, Sovereign Investor Institute

MODERATOR:

Peter Crivelli, Senior Vice President, Institutional Sales, Eagle Asset Management

Sovereign and government funds have the size and scale to alter the institutional investment landscape. They continue to grow in size and influence. Institutional marketers and senior management leaders should be aware of this evolution.

5:15 – 5:30 pm
James Madison Room

CLOSING REMARKS

CONFERENCE CO-CHAIRS

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Christine Sasse, CFA, Director, Consultant Relations, Epoch Investment Partners, Inc.

AIMSE PRESIDENT

P. MacKenzie Hurd, CFA, Managing Director, Consultant Relations, Jennison Associates

5:30 – 7:15 pm
Alexander Hamilton Room

CLOSING RECEPTION

GENERAL INFORMATION

THE PRINCETON CLUB

15 West 43rd Street
(between 5th & 6th Ave)
New York, NY 10036
Phone: (212) 596-1200

WHO CAN ATTEND

Only current paid AIMSE members are eligible to attend the AIMSE 2015 Fall Conference. Please call the AIMSE office if you are not sure about your membership status or to request a membership application. Executive recruiters, consultants and members of the “working press” are not eligible for AIMSE membership and are therefore ineligible to attend the AIMSE Fall Conference.

REGISTRATION FEES

The early bird conference registration fee is \$1295 per member and is available until September 15, 2015. After September 15, 2015 the registration fee increases to \$1495 per member.

REFUNDS

Refunds will be granted by AIMSE for requests received in writing by September 15, 2015. An administrative fee of \$250 will be assessed to all refunds. No refunds will be granted after September 15, 2015, but another AIMSE member from your firm may attend in your place. All requests for registration refunds and/or transfers must be made in writing.

NO SMOKING POLICY

Smoking is not permitted during any conference activity.

PRIVATE PARTY POLICY

Hosted parties in which attendance is restricted to either verbal or written invitations are not permitted at any AIMSE Conference.

ROOM DELIVERY POLICY

Only exhibiting companies are permitted to conduct deliveries of promotional materials to AIMSE Conference attendees' rooms.

RECOMMENDED DRESS

All sessions and events are business casual.

AIMSE MEDIA POLICY

AIMSE does not issue media passes to any AIMSE conferences or events. All media representatives must be current Associate members and pay the conference registration fee. All attendees must read and adhere to the AIMSE media policy. Exhibitor representatives must sign the Policy Agreement Form.

EXHIBITOR/SPONSOR REGISTRATION

All individuals attending the Fall Conference as exhibitors must send in registration forms and fees together. Exhibit fees allow each exhibiting company to send two individuals to attend the AIMSE 2015 Fall Conference and participate in all activities. Additional exhibit staff members wishing to attend the conference must pay the Conference Registration Fee. These individuals must be current AIMSE members.

PRINCETON CLUB GENERAL POLICIES

Cellular phone use is restricted to the areas in front of the Reception Desk. Laptops and texting by cellular phone are permitted so long as they are silenced. For additional information including the Club dress code, please visit <http://www.princetonclub.com>

AIMSE

12100 Sunset Hills Rd
Suite 130
Reston, VA 20190

NOTE: The conference program is subject to change.
Please check www.aimse.org frequently for updates.



FOR FURTHER INFORMATION:

Phone: 703.234.4098

Fax: 703.435.4390

Email: info@aimse.org

Website: www.aimse.org

REGISTRATION FORM

AIMSE 2015 FALL CONFERENCE | OCTOBER 14-15, 2015 | PRINCETON CLUB | NEW YORK, NY

Complete all of the following information:

Full Name

Title

Badge Name

Firm

Street Address

City

State

Zip

Phone

Fax

Email

To assist newer members attending the Conference, AIMSE is offering a mentoring program. If you would like a more experienced AIMSE member to share his/her insight at the Conference, please check the appropriate box. If you would like to serve as a mentor to someone at the Conference, please indicate by checking the appropriate box.

- I would like to become an AIMSE mentor I would like to have an AIMSE mentor
 I am attending my first AIMSE Conference

MEMBERSHIP DUES

- Active Member Dues \$350 Associate Member Dues \$450

FALL CONFERENCE REGISTRATION FEE

- \$1,295 Early bird** (until September 15) **\$1,495 Regular** (after September 15)

Please submit dues payments only if you are not already a current member of AIMSE. Only current members are eligible to attend. If you are unsure of your membership status, please call the AIMSE office at 703-234-4098.

Total Due \$ _____

Payment Method: Check MC Visa American Express

Card #

Expiration Date

Signature

NOTE: If you are registering by fax and paying by credit card, please **DO NOT** send a hard copy of this form to the AIMSE office.

AIMSE 12100 Sunset Hills Road | Suite 130 | Reston, Virginia 20190 | info@aimse.org | 703.234.4098 | Fax 703.435.4390



SAVE THE DATE

FOR THESE UPCOMING AIMSE EVENTS





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