

AIMSE 2015 Fall Conference

October 14-15, 2015

The Princeton Club, New York

DRAFT AGENDA SUBJECT TO CHANGE

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.

October 14, 2015

Time	Session
1:00 pm – 6:00 pm	Registration
2:00 – 2:10 pm	Welcome Remarks James Madison Room 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	The Future of Advice—Asset Managers & Intermediaries Compete to Provide Outcomes James Madison Room Speaker: Benjamin F. Phillips, Partner, Casey Quirk Moderator: P. MacKenzie Hurd, CFA, Managing Director, Consultant Relations, Jennison Associates Rising global competition and changing demands will re-arrange global industry leadership in the coming years. How does your firm stack up in this global competitive environment with shrinking organic growth, substantial fee pressure, maturing marketplace and rising competition? What should your firm do to stay relevant, what products will drive demand, how does that differ by region globally and importantly how to evolve with the changing environment?
3:10– 3:30 pm	Networking Break with Exhibitors Alexander Hamilton Room

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Time	Session
3:30 – 5:00 pm	<p><i>Featured Consultant: Mercer</i> James Madison Room</p> <p>Speaker: Deb Clarke, Global Head of Investment Research, Mercer</p> <p>Moderator: Brian Lee, Director of Marketing & Client Service, Oberweis Asset Management</p> <p>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.</p>
5:00 – 6:00 pm	<p><i>Reception</i> Alexander Hamilton Room</p>
6:00 – 8:00 pm	<p><i>Dinner & Friends of AIMSE Award Presentation</i> James Madison Room</p> <p>Moderator: Tim McAvoy, Director of Sales, DePrince, Race & Zollo, Inc.</p> <p>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.</p>

October 15, 2015

Time	Session
7:30 am – 5:30 pm	<p>Registration</p>
7:30 – 8:00 am	<p><i>Continental Breakfast with Exhibitors</i> Alexander Hamilton Room</p>
8:00 – 9:00 am	<p><i>Creating a UCITS Structure for Global Investors</i> James Madison Room</p> <p>Speakers: Brian Vargo, Special Counsel, Dechert LLP John Alsheski, Senior Vice President & Managing Director Investment Manager Services, SEI Lorcan Murphy, ACA, Managing Director, ACOLIN UK & Ireland</p> <p>Moderator: David Gallagher, Vice President, New Business Development, Granahan Investment Management</p> <p>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,</p>

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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

Consultant Roundtables

Alexander Hamilton Room

Consultants:

Seth Bancroft, Research Analyst, NEPC

Brian Birnbaum, Senior Partner, Mercer

Robert Kennelley, Director, Alternative Investments, Rocaton Investment Advisors

Mike Perdzock, Research Director of Traditional Investments, Gavion Investment Consulting

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

Tom Shingler, Senior Vice President, 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

Networking Break with Exhibitors

Alexander Hamilton Room

11:00 am – 12:00 pm

Fund Allocators within Wealth Management Platforms—Focus the UK and LATAM

James Madison Room

Speakers: TBD

Moderator:

Martha Delgado, Director International Business Development, Wells Capital Management

12:00 – 1:00 pm

Lunch with Guest Speaker

A Strategic Framework for International Expansion

Alexander Hamilton Room

Speaker: Davis Walmsley, Principal, Greenwich Associates

1:00 – 1:45 pm

Barriers to Entry: Insurance Company Investor Segment with JP Morgan

James Madison Room

Speaker:

Christopher Evans, Vice President, JP Morgan

Moderator:

Tracie Gunion, Director, Investment Advisory, Asiya Investments

Despite the myriad constraints that insurance companies face making hedge fund investments, there are carious tailwinds driving an overall increase in allocation globally among this segment. The current forecasted rate environment has brought into question the sustainability of the

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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 permeated 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

The Future of Defined Contribution Plans in the US & Abroad

James Madison Room

Speakers:

Kevin Hanney, CFA, Director, Portfolio Investments, United Technologies

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

Veteran's Panel

James Madison Room

Speakers:

John Bonparth, 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

Networking Break with Exhibitors

Alexander Hamilton Room

4:15 – 5:15 pm

Sovereign and Government Funds—Growing in Influence

James Madison Room

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.

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5:15 – 5:30 pm

Closing Remarks

James Madison Room

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

5:30 – 7:15 pm

Closing Reception

Alexander Hamilton Room

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

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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

For further information:

Phone: 703.234.4098

Fax: 703.435.4390

Email: info@aimse.org

Website: www.aimse.org

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

Registration Form

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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 _____
E-mail _____

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

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

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 No. _____
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

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Join Us for These Upcoming Events!

AIMSE 23rd Annual Canadian Conference

January 20-21, 2016

Intercontinental Toronto Centre

Toronto, ON

AIMSE 39th Annual Marketing & Sales Conference

May 1-3, 2016

Ritz-Carlton Orlando, Grande Lakes

Orlando, FL