

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

C O N F E R E N C E P R O G R A M

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, Global Sales & Investor Relations, 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

As a participant in the CFA Institute Approved-Provider Program, AIMSE has determined that this program qualifies for 8.5 credit hour(s). If you are a CFA Institute member, CE credit for your participation in this program will be automatically recorded in your CE tracking tool.

CE Qualified
Activity



CFA Institute

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.



THE FRIENDS OF AIMSE AWARD WILL BE PRESENTED TO:

Ronald D. Peyton, Chairman and Chief Executive Officer, Callan Associates, Inc.

Ronald D. Peyton is Chairman and Chief Executive Officer for Callan Associates Inc., an employee-owned firm whose mission is: "Collaborating with each client to build tailored and lasting investment solutions."

Ron provides firm-wide oversight by conferring with associates and clients to improve communications, process, and service quality. He regularly meets with senior industry professionals and actively engages in industry and community events to advocate for the institutional investment industry. Ron is Chairman of Callan's Management Committee and the Emerging and Minority, Women, or Disabled-owned Managers Committee. He is Chairman of Callan's Board of Directors and a shareholder of the firm.

He serves on the Board of the United Way of the Bay Area, for which he is the Development Committee Chair. He also serves as Chairman of CFA Institute Asset Manager Code of Professional Conduct Advisory

Committee, and is a member of the Strategic Advisory Committee for the CFA Society San Francisco. Ron serves as “Counselor” for the Indiana University Kelley School of Business Dean’s Council. He is also an advocate for the Vista Center for the Blind and Visually Impaired, which Callan has supported for more than 20 years.

Ron was past President of the Governing Board of the Filoli Center (an historic site of the National Trust for Historic Preservation), where he still serves on the Board and Executive Committee. He is a former member of the Advisory Board of the University of California, Berkeley Extension and the Castilleja School Investment Committee. From 1990 to 1999, he served on the Association for Investment Management and Research (AIMR, now known as CFA Institute) Performance Standards Implementation Committee (now known as Global Investment Performance Standards, or GIPS) and was Chairman of the real estate sub-committee.

Prior to joining Callan in 1974, in addition to other financial responsibilities, Ron worked with Marathon Oil Company’s pension investments while serving as an officer in the U.S. Army Reserve. Ron earned an M.B.A. degree in Finance and a B.S. degree in Accounting at Indiana University.



Callan Associates

Callan’s Institutional Consulting Group (ICG) empowers investment management organizations with the research, education and analytical services necessary to succeed in an evolving and extremely competitive environment. Callan assists investment management organizations in three areas:

1. Market Trend Analysis
2. Portfolio Analytics
3. Institutional Investment Education

Callan

www.callan.com

Knowledge. Experience. Integrity.

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 Alshefski, Senior Vice President & Managing Director, SEI

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

MODERATOR:

Heather Beatty, Senior Vice President, Trust Company of the West

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

Allen Cheng, Associate Partner, Hedge Fund Research, Aon Hewitt

Robert Kennelley, Director, Alternative Investments, Rocaton Investment Advisors

Mike Perdzock, 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.

MODERATORS:

Sean McCoy, Director, Consultant Relations, Investec Asset Management

Eric J. Welt, CFA, Managing Director, Business Development & Client Service, Fiduciary Management Associates, LLC

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

Sponsored by



11:00 am – 12:00 pm

James Madison Room

GLOBAL INVESTOR DYNAMICS

SPEAKERS:

Robert N. Fanelli, CFA, Managing Director/Head of Manager Oversight, State Street Global Advisors

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, Sales Director, International Business Development,

Wells Fargo Asset Management

Our panelists will discuss trends in investor dynamics and preferences across their areas of coverage and oversight. Investor preferences addressed will include tailored investment solutions and “alternatives”. Our panelists will address the interpretation of “alternative solutions” for investors across varying geographies as well as discuss their experience in providing varying alternative investment solutions such as tail-risk solutions in Australia to aid in the management of a “target-risk” fund, “cash-plus” alternatives to provide downside protection as well directional Long/Short strategies to achieve equity-like returns with a fraction of the volatility. Another important topic discussed will be the types of effective vehicles which can be used to deliver varying investment solutions to investors across different geographies i.e. UCITS Funds vs. Separate Accounts.

12:00 – 1:00 pm

Alexander Hamilton Room

THE CASE FOR GOING GLOBAL: SHOULD MANAGERS DIVERSIFY A US DISTRIBUTION STRATEGY FOR FOREIGN MARKETS?

LUNCH WITH GUEST SPEAKER DAVIS WALMSLEY, PRINCIPAL, GREENWICH ASSOCIATES

Sponsored by



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:

Carolyn Patton, CFA, Managing Director & Head of Consultant Relations, Americas, Deutsche Asset & Wealth Management

Despite the myriad constraints that insurance companies face making hedge fund investments, there are various 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 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
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, Roca 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
Obie L. McKenzie, Managing Director, BlackRock

MODERATOR:

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

Listen to a panel of veterans share their experience abroad 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 distributing product outside of US shores.

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:

Suzanne Bishopric, Managing Partner, Global Sovereign Advisors
Scott E. Kalb, Executive Director, Sovereign Investor Institute

MODERATOR:

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

Sovereign Wealth Funds and Government Wealth Funds represent over \$7.5 trillion in AuM. This is a growing and diverse market segment that is becoming more and more important to institutional investment managers. Addressing this market segment requires unique skills and relationships that managers need to develop in order to successfully raise assets. Two former CIOs will provide insight into this growing market and identifying the diverse participants, describing the various models SWF/GWFs employ (Norway Model, Endowment Model, Canadian Model, hybrid models), addressing the challenges they face, including the decision to in-source vs out-source, employing active strategies vs passive management, co-investment and col-laboration with managers as well as political pressures and other challenges in the evolving global financial markets. SWF/GWFs are among the largest potential institutional clients or are they competitors? 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

David Gallagher, Global Sales & Investor Relations, 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
Alexander Hamilton Room

CLOSING RECEPTION



Stay Ahead of the Curve

Investment industry intelligence is advancing faster than ever. Are you keeping up?

- Rapidly update consultant and third-party databases
- Better position your strategy through actionable competitive intelligence
- Create on-the-fly comparisons with interactive reporting capabilities
- Gain real-time insight on investor screening behavior and trends

Stop by our booth or catch us during a break. We have lots of exciting news to share!



CONFERENCE CHAIRS



DAVID GALLAGHER, CHAIR

Global Sales & Investor Relations, Granahan Investment Management

Prior to joining Granahan Investment Management in 2014, David worked at Standard Life Investments as Director, Business Development building relationships for a range of Absolute Return Strategies to plan sponsors in the U.S. Previously, David has worked at Baring Asset Management as Head of North American sales and joined Barings from Chartwell Investment Partners. He was also employed at Templeton Investment Counsel building relationships for international and emerging market equity strategies within the institutional community and family offices. David's investment career began at SEI over twenty three years ago as a relationship manager, where he was twice given the President's Club award for top performance. David holds a BS in Business Administration from Fordham University and is an MS candidate in Dynamics of Organization at the University of Pennsylvania.



CHRISTINE SASSE, CFA, CO-CHAIR

Director, Consultant Relations, Epoch Investment Partners, Inc.

Christine Sasse has over 17 years of investment industry. Currently, she is a member of the consultant relations group at Epoch Investment Partners. Prior to joining Epoch in 2014, she spent nine years as Director of Consultant Relations and Institutional Sales at Philadelphia International Advisors (PIA), a non-U.S. and emerging market asset management firm where she was also a partner. Prior to PIA, Christine worked at CRA Rogers Casey. During her tenure, she worked as a consultant directly responsible for client programs then later was a member of the U.S. Equity Manager Research team. She earned a BS in accounting from the University of Maryland, College Park and holds the Chartered Financial Analyst designation.

MODERATORS & SPEAKERS



JOHN ALSHEFSKI

Senior Vice President & Managing Director, SEI

John Alshefski is a Senior Vice President and Managing Director of SEI's Investment Manager Services division. In this role, John is primarily responsible for the business development and client servicing of SEI's US-based traditional investment manager clientele.

Previously, John was responsible for developing SEI's alternative fund and offshore funds administration operations in the U.S. and Dublin, Ireland. John has helped clients structure and register offshore investment funds for sale throughout the world and has met with regulators and other industry experts in Argentina, Brazil, Ireland, Luxembourg, and throughout the Caribbean to discuss market developments and new fund opportunities on behalf of clients.

Qualified as a CPA, John worked for PricewaterhouseCoopers LLP in Philadelphia before joining SEI in 1992. He received his Bachelor of Science in accounting from Villanova University.



HEATHER BEATTY

Senior Vice President, Trust Company of the West

Heather Conforto Beatty is a Senior Vice President on the institutional distribution and marketing team for the TCW Group. In this role, she manages relationships with institutions primarily on the west coast. Prior to joining TCW, she operated as the Co-Director of Global Consultant Relations for Thornburg Investment Management. There, she focused on managing and cultivating the firm's consultant relationships. She also partnered with the client service and sales team to drive new business and protect existing business. Heather's initial

foray into investment management was with Palisades Investment Partners in Santa Monica, CA. At Palisades, she drove all efforts related to institutional business development, client service and marketing.

Heather is involved in several national and regional organizations. She is the Co-Founder of Women in Institutional Investments Network (WIIN), a Los Angeles-based forum. WIIN's primary goal is to strengthen relationships and facilitate a dialogue to advance and empower women through a combination of educational and philanthropic endeavors. She is also on the board of directors for the Association of Investment Management Sales Executives (AIMSE) and leads regional events in California, Oregon and Washington. Heather is a graduate of Miami University of Ohio and holds her Series 7 and Series 66 licenses.



KEITH BERLIN

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

Keith joined Fund Evaluation Group, LLC (FEG) in 2000 and is Senior Vice President / Director of Global Fixed Income and Credit. In this capacity he is responsible for conducting primary research on fixed income managers and strategies across liquid, semi-liquid, and illiquid investment opportunities. As leader of the Global Fixed Income Sector Team, he is responsible for driving strategic and tactical fixed income asset allocation recommendations

to the Investment Policy Committee at FEG. In 2008 he was recognized by Institutional Investor as one of the "20 Rising Stars of Fixed Income." He also sits on the advisory board of five private debt funds. Three invest primarily in mezzanine debt and capital solutions, one issues and manages collateralized loan obligations, and one focuses on distressed debt and special situations. Keith holds a master of business administration degree from Thomas More College and a bachelor of arts in economics from the University of Kentucky.

* indicates Conference Committee member



BRIAN J. BIRNBAUM, CFA

Senior Partner, Mercer

Brian is a Senior Partner and Head of US Strategic Research for Mercer Investments. He assists clients with the development of investment policies and objectives, the evaluation and selection of investment managers, and the measurement and analysis of performance results.

Prior to joining Mercer, Brian was the Director and Head of Credit Suisse's institutional consulting arm, Investment Management Consulting Services. Before joining Credit Suisse, Brian was a principal with Ennis Knupp & Associates and a senior consultant to a number of public retirement system, corporate pension, private foundation and high net worth clients. Brian also led the firm's effort in US equity and fixed income manager research. In addition, he has authored a number of technical papers and was a frequent speaker at conferences on topics ranging from risk management to pension fund best practices. Brian's investment management experience includes time with Aon Advisors, where he managed fixed income portfolios, performed equity analysis and implemented derivative strategies. He has over twenty years in institutional investment consulting and investment management roles.

Brian received his Bachelors in Business Administration in Finance from Loyola University Chicago. He is a CFA charterholder and is a member of the CFA® Society of Chicago and the CFA® Institute.



SUZANNE BISHOPRIC

Managing Partner, Global Sovereign Advisors

Ms. Suzanne Bishopric is a Managing Partner of Global Sovereign Advisors. She was Director of the Investment Management Division of the United Nations Joint Staff Pension Fund from 2007 until 2015, bringing the globally diversified portfolio up to US\$54 Billion. Ms. Bishopric initiated the Fund's investments in Private Equity, Green Bonds, infrastructure, and launched innovative risk management strategies. From 1998 until 2007, Ms. Bishopric served as Treasurer of the United Nations, negotiating banking arrangements and investments from Afghanistan to Zimbabwe. She was employed by the McDonald's Corporation as Director-Financial Markets and was responsible for new country investments in Latin America and Asia. She currently serves as a Non-Executive Director of Lim Advisors and was elected to the Board of the United Nations Federal Credit Union.

Ms. Bishopric has an MBA from Harvard Business School of Business Administration. She is also a graduate of Harvard University with an Honours degree. Ms. Bishopric completed the Directors Education Program at McGill University in 2013. She is fluent in Spanish and Portuguese, with conversational Arabic, Japanese and French.



JOHN BONEPARTH

Managing Partner, Corinthian Cove Consulting, LLC

John Boneparth is the founder and Managing Partner of Corinthian Cove Consulting, LLC, providing consulting services to investment management organizations. Most recently, he served as President of Hall Capital Partners in San Francisco, a global investment management firm managing more than \$25 billion for large family pools of capital. Previously, he was Senior Managing Director and Head of Global Institutional Management for Putnam Investments, Boston, where he presided over \$160 billion in sales over a fourteen year period. He also served as Chairman of the Board of PanAgora Asset Management, and was a Board member of Nissay Asset Management in Japan, Ampega Investment in Germany, and Sceptre Investment Counsel in Canada. Prior to joining Putman, John was Senior Managing Director of Bear Stearns & Co., Inc. in New York City and senior consultant for AG Becker's Funds Evaluation Division. He has a B.S. in Economics from the Wharton School at the University of Pennsylvania, where he also earned a Master's degree in Education. He is a Board member of Conning Holdings, Inc. and a Trustee of Dominican University in San Rafael, CA.



ALLEN CHENG

Associate Partner, Hedge Fund Research, Aon Hewitt

Allen, Associate Partner, manages the New York office of the Liquid Alternatives Research Group. He brings 25 years of alternative investment experience.

Before joining Aon Hewitt in September 2014, he was Chief Investment Officer at Altegris Advisors where he managed the research group and was Co-Portfolio Manager of the firm's liquid alternative funds. Allen was previously a Managing Director at Bank of America where he built and directed the hedge fund portfolio investment team and additionally oversaw numerous hedge fund products across diverse strategies. He has significant experience in the alternative investment industry, particularly in the areas of investment research and portfolio management across multiple investment strategies.

Allen's previous experience includes responsibility as Managing Director, Head of Research for Optima Fund Management, an investment advisory firm specializing in alternative investments. He began his alternative investment career at Moore Capital Management managing asset allocation and research for hedge fund multi-manager products.

Allen earned his MBA from the University of Michigan and BA in Finance from the University of Maryland. As a volunteer, Allen is an Investment Committee member for Rady Children's Hospital in San Diego, CA.



DEB CLARKE

Global Head of Investment Research, Mercer

Deb is Mercer's Global Head of Investment Research, which includes responsibility for manager research and strategic research. Based in Chicago, Deb manages a group of over 100 asset class specialists across Hedge Funds, Fixed Income, Equities and Real Estate. She also oversees the teams responsible for Strategic Asset Allocation, Dynamic Asset Allocation, Strategic Research and Responsible Investing. These teams work together to support our full range of client solutions from Advisory to Fiduciary Management.

Deb was previously the Global Leader of Mercer's Equity Boutique, specializing in researching global and global emerging market equity managers. Deb is Chairman of Mercer's Global Policy Committee and a member of the Mainstream Assets Global Investment Committee.

Deb joined Mercer in November 2005 from Watson Wyatt, where she was a Senior Investment Consultant advising a range of clients and researching Asian and emerging market equity managers. Prior to this, Deb was a fund manager for 20 years, most recently working for Friends Ivory & Sime as Head of Equities.

Deb has a BA (Hons) in business studies from Plymouth University and is an Associate of the Society of Investment Professionals.



PETER CRIVELLI*

Senior Vice President, Institutional Sales, Eagle Asset Management

Peter Crivelli is responsible for institutional sales and consultant relations for Eagle Asset Management, a wholly owned subsidiary of Raymond James Financial. Eagle Asset Management and its affiliates offer "multi-boutique" solutions with seven institutional investment teams in the U.S. and Canada.

Prior to joining Eagle, Peter spent twelve years as a principal for the investment firm of Marvin & Palmer Associates. After that, he worked for a start-up investment firm. Peter has more than 25 years of experience working with institutional clients and consultants in the U.S., London, Europe and the Middle East.

Mr. Crivelli holds a Bachelor's degree in Economics from Wesleyan University and an MBA from New York University Stern School of Business. He has served as an adjunct professor at the University of Delaware, as a board member for the Serviam Girls Academy, and in his spare time volunteers as a youth lacrosse coach. Peter currently resides in Wilmington, DE.

**MARTHA DELGADO, CFA*****Sales Director, International Business Development, Wells Fargo Asset Management**

Martha Delgado is responsible for sales and client service for the Wells Fargo Asset Management international business development efforts. Prior to joining Wells Fargo Asset Management in 2010, she served as vice president of Atlantic Asset Management. Earlier, Martha held positions as a principal and senior relationship manager for State Street Global Advisors and as a portfolio associate and equity analyst for Solomon Smith Barney. She earned bachelor's degrees in international economics and international affairs from Florida

State University, Tallahassee, and a master's degree in business administration with an emphasis in finance and management from the Goizueta Business School at Emory University, Atlanta. Martha has earned the right to use the CFA designation and is a member of the CFA Society of San Francisco and CFA Institute.

**JONATHAN L. DOOLAN****Director, Casey Quirk**

Mr. Doolan joined Casey Quirk in 2007, has been involved in asset management since 2006. He has advised and led engagements globally, focused on business management and strategy, distribution strategy and organizational structure, product development and investment capability benchmarking.

Mr. Doolan's current focus area is helping asset managers, both traditional and alternative, evolve and structure sales organizations around current and emerging client challenges and needs while managing expanding resource expenses. He has managed multiple engagements focused on helping traditional managers evolve existing capabilities to compete with in-demand risk oriented investment products

Mr. Doolan has wide-ranging experience conducting research to build proprietary databases focusing on asset owner and asset manager demands globally. He is co-author of Casey Quirk's whitepaper *Life After Benchmarks: Re-Tooling Active Management* (released Sept. 2013) and author of *The Global Asset and Flows Review* (2008-2010).

Mr. Doolan is a graduate of University of Colorado with degrees in Economics & International Politics.

**CHRISTOPHER EVANS****Vice President, Prime Finance, J.P. Morgan Corporate & Investment Bank**

Chris Evans oversees research for the J.P. Morgan Prime Services division within the firm's Corporate & Investment Bank. In that capacity, he produces research on hedge fund industry trends ranging from performance analysis, fund flows hedge fund leverage and sector exposures. Recent report topics include hybrid hedge fund structures, economics of short selling and short selling cost drivers, asset allocation analysis for defined benefit plans, hedge fund reinsurance vehicles and hedge fund co-investment terms and structures. His

reports have been cited by *Forbes*, *WSJ.com*, *Dow Jones eFinancial News* and other industry publications. Chris came to J.P. Morgan from the investment bank at Lazard, prior to which he served as a Senior Policy Advisor on the Financial Institutions team at the U.S. Treasury Department during the first two years of the Obama administration. Before his tenure at the Treasury Department, he practiced corporate law in New York. Chris graduated from Bowdoin College summa cum laude in History and received his JD from Duke Law School, magna cum laude, where he edited the law review.

**ROBERT N. FANELLI, CFA****Managing Director/Head of Manager Oversight, State Street Global Advisors**

Bob is a Managing Director of State Street Global Advisors and the Head of Manager Oversight in the Investment Solutions Group. He is responsible for evaluating, selecting and monitoring internal and external investment strategies used by the Investment Solutions team on a global basis.

Prior to joining SSGA, Bob spent nine years at John Hancock Investments, the last seven as Head of Manager Research for the multi-manager subadvised platform. Previously, he was a Senior Investment Manager at EMC Corporation where he directed the corporate cash portfolio and the defined benefit plan.

Bob is a CFA charterholder. He holds a BA in Economics from Boston College and an MBA from Boston University.



CHURCHILL G. FRANKLIN

Chief Executive Officer, Acadian Asset Management LLC

Churchill Franklin is Chief Executive Officer of Acadian Asset Management LLC, a \$70 billion institutional asset management firm headquartered in Boston, MA. Churchill co-founded the firm in 1986 and assumed the role of CEO on January 1, 2013. As a member of Acadian's Executive and Operating Committees, he is responsible for much of Acadian's strategic direction. Churchill is also a board member of Acadian Asset Management (U.K.) Ltd.

A graduate of Middlebury College, Churchill is a member of the investment committee for the College's \$1 billion endowment, and was board chair from 2000 to 2004. In May 2008 he received an Honorary Doctor of Humane Letters degree from Middlebury. Churchill also sits on the board of the Posse Foundation, serves on the investment committee for the Whitehead Institute's \$440 million endowment and is the current President of the Concord Museum in Concord, Massachusetts. In 2006 Churchill received the "Nonprofit Marketer of the Year" Award from Foundation & Endowment Money Management, an Institutional Investor publication.

Before joining Acadian, Churchill was the assistant treasurer of Thermo Electron Corporation (now Thermo Fisher Scientific), a Fortune 500 company, where he managed all aspects of the treasury function. He was previously a commercial loan officer at Bank of Boston (now Bank of America).

Acadian specializes in active global, international, emerging and frontier equity strategies, as well as emerging markets fixed income, for over 600 institutions in 25 countries worldwide. Drawing on proprietary data and techniques covering over 35,000 securities in more than 100 markets worldwide, the firm focuses its extensive research capabilities on developing customized investment management strategies for its clients.



KEVIN L. GAINES, CFA, CPA

Managing Director, Director of Due Diligence, Nikko Asset Management Americas, Inc.

Kevin oversees the team responsible for external manager due diligence at Nikko Asset Management Americas, Inc. (NAMA), a wholly-owned subsidiary of Nikko Asset Management Co., Ltd. He joined NAMA in 2007 from Moody's Investors Service where he developed the Operations Quality Rating methodology for hedge funds. Prior to these roles, Kevin served as a Senior Investment Analyst at ACAM Advisors, a fund of funds, and as a municipal bond broker for J.J. Kenny, Inc. He began his career as a fund accountant with

the Dreyfus Corporation. Kevin earned a B.S. in accounting from Norfolk State University, and an MBA from the Leonard N. Stern School of Business - New York University. He is also a Chartered Financial Analyst (CFA) and a Certified Public Accountant (CPA) not in public practice.



KEVIN T. HANNEY, CFA

Director, Pension Investments, United Technologies Corporation

Kevin T. Hanney, CFA is Director, Pension Investments for United Technologies Corporation (UTC) where he holds responsibility for oversight of the firm's non-U.S. defined benefit and U.S.-based defined contribution plans. Kevin holds the Chartered Financial Analyst designation and previously worked in various roles in the asset management industry, moving into the capacity of plan sponsor in 2000. He was recognized in 2012 through the inaugural Innovator Awards sponsored by *Pensions & Investments* magazine and the

Defined Contribution Institutional Investment Association (DCIIA) for his work in designing a game-changing lifetime income retirement program available to participants in the UTC Employee Savings Plan. Kevin is currently in the second year of a three-year appointment as a member of the U.S. Department of Labor's ERISA Advisory Council and has been a member of the global investment community since 1993.



P. MACKENZIE HURD, CFA

Managing Director, Consultant Relations, Jennison Associates

MacKenzie Hurd joined Jennison Associates in November 2013 and is responsible for developing and managing consulting relationships. Prior to joining Jennison, MacKenzie was a principal and director of client service and consultant relations at Rainier Investment Management, since 2011. From 2007 to 2011, he was with The Capital Group Companies, where he was a consultant relationship manager. MacKenzie was a partner and general consultant at Callan Associates in San Francisco from 2001 to 2007. He received his BA in English from Dartmouth College and is a CFA charterholder.



DIANE VALLERIE IMPROTA

Managing Director, Rocaton Investment Advisors, LLC

Diane Improta is a Managing Director and Senior Consultant at Rocaton Investment Advisors, LLC. Diane is a member of Rocaton's Defined Contribution Leadership Team assisting clients with the strategy, implementation, and execution of their 401(k) and 403(b) investment programs.

Diane was named to *aiC/O* (asset international: Chief Investment Officer) magazine's List of Knowledge Brokers of 2013. The list ranks the Top 25 investment consultants around the world based on who has made the biggest impact on the investment scene in the past five years. Diane has spoken frequently at industry conferences sponsored by organizations such as P&I (Pensions & Investments), CUPA (College and University Professional Association for Human Resource), BNA (Bureau of National Affairs), and ABA (American Bar Association).

Diane has over 25 years of institutional investment consulting experience; most recently Diane was a Partner at Hewitt EnnisKnupp where she was the 403(b) Client Practice Leader and a member of the DC Leadership Team. Prior to that, she served as a consultant at both Segal Advisors and Evaluation Associates. Diane has a B.A. in Business Administration from Lynchburg College. She served on the advisory board of P&I's East Coast Defined Contribution Conference for several years and is a member of DCIIA (Defined Contribution Institutional Investment Association).



SCOTT E. KALB

Executive Director, Sovereign Investor Institute

Scott E. Kalb is Executive Director of the Sovereign Investor Institute (SII), a membership organization of Institutional Investor and the premier global forum for the sovereign and government fund community. For more information on SII, see below.* Scott also is Chief Executive Officer and founder of KLTI Advisors, a firm that works with sovereign funds and other long-term institutional investors. From 2009 to 2012, Scott served as CIO of the Korea Investment Corporation (KIC), Korea's Sovereign Wealth Fund. Prior to this, Scott worked in the financial industry for over twenty years as an analyst, portfolio manager and senior executive. Scott received an M.A. from Harvard and a BA from Oberlin College.

*SII: In 2014, 290 sovereign and government fund delegates from 70 countries attended the five SII Roundtables held in Abu Dhabi, Africa, Latin America, London, North America and Singapore. The Sovereign Wealth Center (SWC), part of SII from October 2015, is a subscription service providing market-leading news, information, profiles, transaction data and analysis for the sovereign and government fund community. SII delegates also participate actively in proprietary on-line communities, the Investors Intelligence Network (IIN) and Managers Intelligence Network (MIN) to stay connected, exchange ideas, build collaboration and conduct searches for external mandates.



ROBERT KENNELLEY

Director, Alternative Investments Research, Rocaton Investment Advisors

Robert Kennelley, Director, Alternative Investments Research, joined Rocaton in 2012. Robert assists with the sourcing, evaluation and due diligence of alternative investments including equity and credit hedge fund strategies, fund of funds, and private credit investment vehicles, as well as long only emerging markets debt strategies. Previously, Robert worked in Emerging Markets Fixed Income Sales at HSBC Securities, at Rogge Global

Partners as a High Yield and Emerging Markets Corporate Credit Analyst and at Deutsche Bank Securities performing M&A advisory and debt & equity underwriting for corporate and private equity clients. Robert is fluent in Spanish and Mandarin and received a B.A. in East Asian Studies with a Concentration in Finance from Princeton University and an M.B.A. from New York University's Leonard N. Stern School of Business.



BRIAN K. LEE*

Director of Marketing & Client Service, Oberweis Asset Management, Inc.

Brian joined Oberweis Asset Management, Inc. in April of 2002 to establish and lead the firm's institutional marketing and client service efforts. Brian earned an MBA from Loyola Marymount University and a BA in Finance from Loyola Marymount University. Previously, he was employed by Delaware Investments/Lincoln Financial Distributors, where he served as a Director of Marketing. Prior to that, he worked for Wilshire Associates in both marketing and client service roles.



SEAN MCCOY*

Director, Consultant Relations, Investec Asset Management

Sean is Director, Consultant Relations within the North American Client Group at Investec Asset Management.

He joined the firm in 2014 from InterSec Research, where he managed a team responsible for analyzing, researching and partnering with global investment managers. Prior to joining InterSec Research, he served as an equity research specialist at Roca Investment

Advisors. Sean started his career working for Bank of Ireland Asset Management where he was responsible for US client service and sales.

Sean graduated with a Bachelor of Arts degree in Psychology from Fairfield University.



OBIE L. MCKENZIE

Managing Director, BlackRock

Since 1972, Obie L. McKenzie has served the financial services industry in asset management, commercial banking, trade finance, investment banking, corporate treasury and brokerage. Mr. McKenzie is currently a Managing Director at BlackRock in the Global Client Group. BlackRock is one of the largest publicly traded investment management firms in the United States.

During his career he has held positions as Managing Director at Merrill Lynch Investment Managers (1990-2006) Executive Director at UBS Asset Management and Managing Director at Chase Investors (1987-1990). From 1984 to 1987, Mr. McKenzie was President and founder of McKenzie & Company, a NASD registered broker dealer. During the late 1970's and early 1980's, Mr. McKenzie held positions at Citibank, Chemical Bank and Freedom National Bank as a commercial banker. Mr. McKenzie was also Manager of Banking and Pensions at the New York Times in 1975 and Corporate Finance Associate for Morgan Stanley in 1972.

Mr. McKenzie has served as President of the Association of Investment Management Sales Executives (AIMSE); founding board member of the TOIGO Foundation and Associate Advisor to the Texas Association of Public Employees Retirement Systems (TEXPERS). He was also a founding board member of the National Association of Securities Professionals (NASP), where he received the Wall Street Hall of Fame Award in February, 2001.

Mr. McKenzie is a published writer, an accomplished public speaker and vocalist and has been an Expository Bible teacher for over 20 years.

Mr. McKenzie graduated from Tennessee State University in 1967 and received his MBA in Finance from Harvard Business School in 1972.



LORCAN MURPHY, ACA

Managing Director, ACOLIN UK & Ireland

Lorcan Murphy is Managing Director of ACOLIN UK & Ireland. ACOLIN is a pan-European distribution administrator helping fund managers to develop new markets – cost-efficiently and quickly. The ACOLIN team assist fund managers in entering new markets by managing a network of distribution relationships and providing insight into market structure and practices. ACOLIN is also the leading independent Swiss Legal Representative, helping fund managers distribute in Switzerland.

Lorcan is also active in asset raising through Brook Green, and is a non-executive director for Irish based UCITS funds.

Prior to ACOLIN, Lorcan was Head of Intermediary Clients for EMEA at Barclays Global Investors, where he managed business development and product launches across a range of geographies and product types.

Lorcan studied Economics at Trinity College Dublin, and worked as a Chartered Accountant with KPMG in Dublin and San Francisco.



CAROLYN PATTON, CFA

**Managing Director, Head of Consultant Relations, Americas
Deutsche Asset & Wealth Management**

Carolyn Patton, CFA, is Managing Director, Head of Consultant Relations, Americas at Deutsche Asset & Wealth Management. She joined the Company in 2014 with 22 years of industry experience. Prior to joining, Carolyn was Executive Managing Director, Principal leading the global distribution team at Turner Investments. Previously, she was Global Head of Consultant Relations at Janus Capital Group. Before, she was a Managing Director at

Morgan Stanley Investment Management and worked at Delaware Investments. Carolyn started her career at SEI Investments. Carolyn received her BA in Economics from University of Virginia and is a CFA Charterholder.



MIKE PERDZOCK

Research Director of Traditional Investments & Senior Consultant, GAVION LLC

Mike Perdsock serves as a senior consultant to several of the firm's largest clients and is a member of both the firm's Research Advisory Board and Compliance Committee. As it relates to his manager research responsibilities, he provides ongoing due diligence related to existing client managers as well as identifying new managers and strategies. Mike began his investment consulting career in 1990 as a financial analyst and has worked in various capacities, including senior supervising analyst, consulting and director of manager research.

Prior to 1990, Mike was employed by First Tennessee Investment Management as an equity trader, investment analyst, and portfolio manager. Mike holds a bachelor's degree in finance from Arkansas State University.



LARRY POKORA

Global Director of Investor Relations & Marketing, LibreMax Capital

Mr. Pokora is the Head of Global Investor Relations and Marketing at LibreMax. Prior to joining LibreMax in September 2013, he was a Vice President and Institutional Sales Director for Baron Capital from 2012 to 2013. Prior to this, he served as a Senior Vice President of Investor Relations at Paulson & Company from 2006 to 2012 where he focused on institutional plan sponsors, OCIO, and consultant relationships. Mr. Pokora was a Senior Vice President at Chartwell Investment Partners from 2004 to 2006, a Managing Director at

Brandywine Asset Management from 1998 to 2003, and a Managing Director at SEI Investments from 1992 to 1998. Mr. Pokora was a Senior Vice President at Mellon Financial Services from 1987 to 1991 and a Vice President at Mellon Bank from 1983 to 1986. He received his Associate's Degree in Computer Science from Community College of Allegheny County in 1982.



EVAN SCUSSEL, CFA

Head of Traditional Investment Manager Due Diligence, The Bogdahn Group

Evan is the Head of Traditional Investment Manager Due Diligence at The Bogdahn Group. Evan serves client needs by conducting investment manager due diligence within most areas of the domestic equity space.

Evan has over 15 years of investment experience covering many areas of investment oversight and due diligence, including fund accounting, 401(k) plan management, record keeping, competitive analysis, manager selection, and investment consulting. Prior to joining The Bogdahn Group, Evan was a Senior Associate with Mercer Investment Consulting, based in Chicago. At Mercer, Evan researched both U.S. and International equity and fixed income strategies and at various times held the titles of U.S. Head of Core Equity and Global Head of Convertible and Municipal Bonds. Evan held previous positions at Aeltus Investment Management, Aetna Financial Services, Cigna Retirement, Prudential Retirement, and Securities, Software and Consulting (SS&C).



THOMAS H. SHINGLER

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

Thomas H. Shingler is a Senior Vice President in Callan's New Jersey Fund Sponsor Consulting office, and works with a variety of fund sponsor clients, including public and multi-employer plans, corporate defined benefit and defined contribution plans, endowments and foundations, and insurance companies. His responsibilities include strategic planning, investment implementation, manager evaluation, education, and special projects. Tom is a member of Callan's Manager Search Committee and is a shareholder of the firm.

Prior to joining Callan, Tom was co-head of consulting at Orion Consultants, a consulting firm serving the fixed income divisions of global investment banks, where he worked for 11 years. He was responsible for managing several client relationships, new business development, and leading the firm's market research studies.

Tom earned an MBA from the University of Pennsylvania Wharton School and a BA in History from Princeton University.



BRIAN S. VARGO

Special Counsel, Financial Services & Investment Management, Dechert LLP

Brian S. Vargo is Special Counsel in Dechert's Financial Services Group. He works with investment management firms and related enterprises, funds (both private and registered), and investors on a wide range of matters and issues relating to organization, governance, finance, operations, and compliance with securities and commodities laws and regulations. Mr. Vargo has also advised and represented clients in numerous complex securities, financial, and business transactions, including the organization and offering of domestic and offshore hedge funds, registered funds, collateralized bond and debt funds, and other structured finance products; mergers, acquisitions, and reorganizations of funds and investment management businesses; private placement investments; and liquidity and leveraging lines of credit. He is a graduate of John Carroll University (B.A.) and University of Pittsburgh School of Law (J.D., cum laude).



DAVIS WALMSLEY

Principal, Greenwich Associates

Davis Walmsley, Principal, consults with investment managers in North America on a variety of distribution, marketing and product opportunities. Davis is currently working on several engagements focused on evaluating client satisfaction, sales effectiveness and brand awareness. Davis has extensive experience advising investment managers. Prior to joining Greenwich Associates, he worked as a Director in Barclays Investment Banking FIG practice where he provided M&A and capital markets advice to asset management clients. He conducted a research study and authored a paper focused on how investment managers build and sustain franchise value. Previously, he helped found the Strategic Advisory Group within Lehman Brothers' Prime

Services group, which provided management consulting services to the firm's hedge fund clients. Davis received his BS in Finance and Economics from Lehigh University and his MBA from the Harvard Business School.



MATTHEW C. WAZ*

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

Matt Waz is responsible for Institutional Sales and Client Service including managing relationships with Investment Consultants at O'Shaughnessy Asset Management (OSAM). Prior to joining the firm, Matt was Director of Business Development at First Pacific Advisors, Director of Institutional Sales and Marketing at Sunrise Capital Partners, Director of Consultant Relationships at AXA Rosenberg Investment Management and Director of Consultant Relations at RCM Capital Management LLC. Matt holds a Bachelor's degree in Business Administration from the University of San Diego. Matt lives in Carlsbad, California with his wife and three children.



ERIC J. WELT, CFA

**Managing Director, Business Development & Client Service
Fiduciary Management Associates, LLC**

Eric J. Welt, Managing Director, leads the business development and client service efforts at Fiduciary Management Associates. Mr. Welt has 22 years of experience working in the investment management and investment consulting industries. Prior to joining FMA in 2013, he worked at Calamos Investments, Security Benefit, Bear Stearns & Co., and Prudential Securities. Mr. Welt is a CFA charterholder and a member of the CFA Institute and the CFA Society of Chicago where he serves on the Distinguished Speaker Series Advisory Group.

He earned a BA in Computer Science from Tufts University and an MBA with dual emphasis in Finance and Marketing from the Leonard N. Stern School of Business at New York University. Mr. Welt is a volunteer for the Big Shoulders Fund. He is an instructor for the Stock Market Program and teaches the basics of investing and saving to the 8th grade students at the St. Catherine-St. Lucy School. By educating these students, he hopes to break the cycle of poverty in Chicago's inner-city neighborhoods.



MICHAEL J. WOODS

Chief Executive Officer, Rothschild Asset Management, Inc.

Mike is the Chief Executive Officer of Rothschild Asset Management Inc., the US asset management business of the Rothschild Group. Mike serves as a member of Rothschild Asset Management's Board of Directors, and is also a member of the firm's Management Committee.

Mike has been with Rothschild Asset Management since 2015 and in the industry since 1990. Prior to joining the firm, Mike was Head of the Americas, Global Client Group for Deutsche Asset & Wealth Management and CEO of DWS Investments where he was responsible for managing the US mutual funds business as well as the firm's Americas' distribution teams. Prior to DWS, he served as Senior Vice President and Head of the Financial Intermediaries and Investments Group at Evergreen Investment Management Company, LLC. Additionally, Mike served as the Chief Executive Officer and Vice Chairman of the board of directors at XTF Advisors. He also served as Managing Director and US Head of Sub-Advisory and Investment Only Business for Salomon Brothers / CitiGroup Asset Management. Prior to Citigroup, Mike served as the Director of Distribution for Rittenhouse / Nuveen and a National Sales Manager for Delaware Investments/Voyageur Investments. Mike currently serves as a Board Member of The Children's Village in New York City, and The Big Brothers Big Sisters Organization of Massachusetts Bay. He is CIMA and CIMC certified. He earned a BA degree in Business from Taylor University.

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The company was founded in 2000 and is headquartered in Atlanta, Georgia with global offices in New York, Toronto, London, Sydney, Hong Kong and Dubai. eVestment acquired PerTrac, a leading provider of robust, hedge fund analysis software and workflow solutions, and Fundspire, an innovative, cloud-based technology provider of hedge fund analytics in November 2012.



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