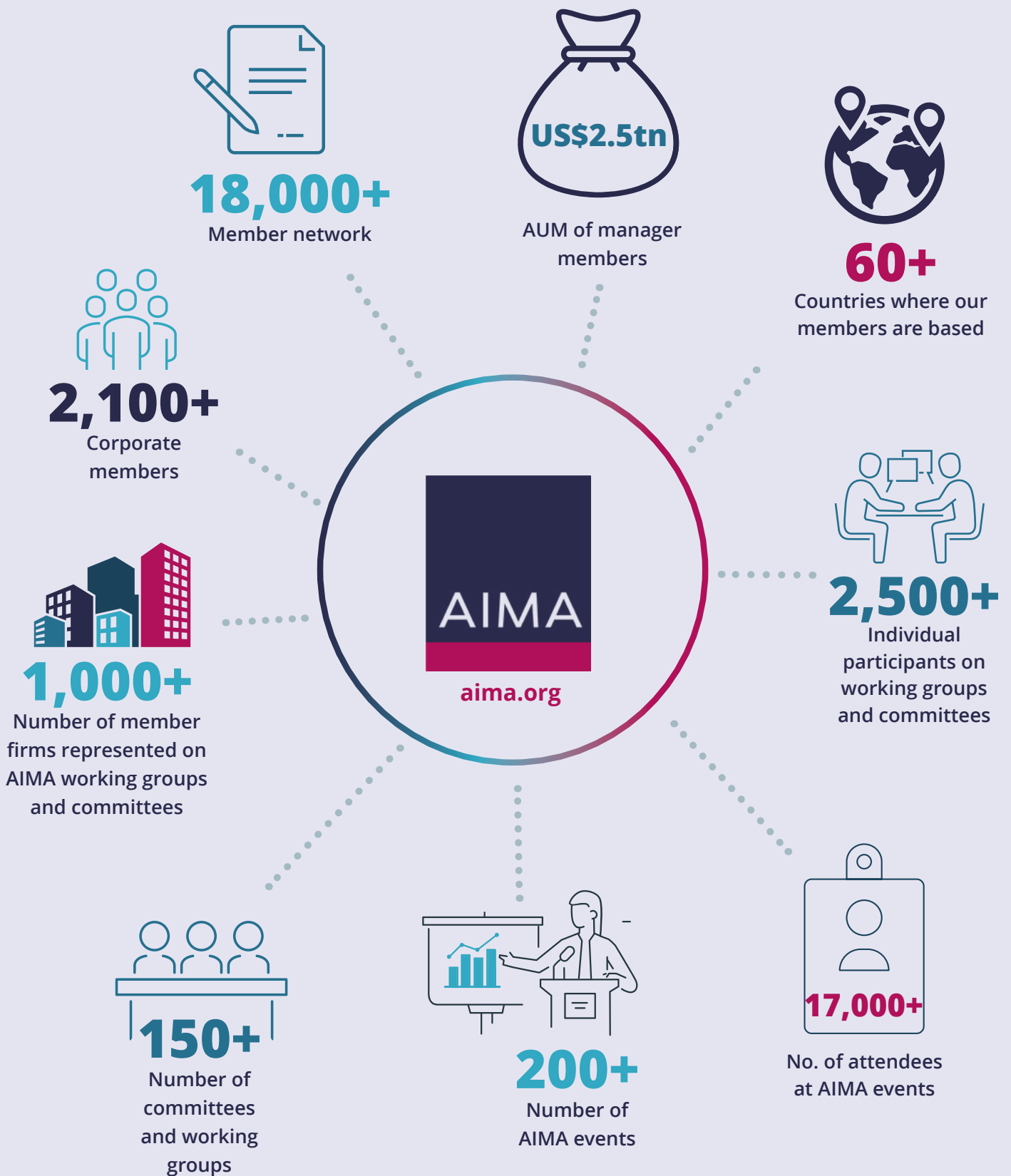


AIMA'S GLOBAL REVIEW OF



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Welcome to our Global Review of the Year for 2022

This time last year I expressed a very positive view for the ongoing momentum of the alternative funds industry. That came before the extreme shocks that we have seen this year: Ukraine, inflation, rising interest rates, economic slowdown, political upheaval and latterly, the collapse of FTX. In the face of these, both the hedge fund and private credit industries that we represent have amply demonstrated real value to investors.

Global equities have lost around 15% this year while bond benchmarks are down a similar amount. In sharp contrast, hedge fund indices are showing small gains for the year and the top decile of funds are up more than 40%. It has never been clearer that investment portfolios need to have a sizeable exposure to alternatives.

In this Review you can read what we have been up to at AIMA this year. If I had to pick just 3 standouts they would be these: (i) the return to a full calendar of in-person events and conferences bringing our members together to discuss all the important issues that affect your business, (ii) the intensity of our work as the SEC published a storm of new rules proposals that could seriously impact you, including those who operate outside of the US and (iii) the record growth in our new members, which gives me confidence there is value in what we do.

Thank you for your ongoing membership of AIMA.

Our mission is to influence, educate and communicate, and in so doing, to be a very useful source of intelligence whether your role be in legal, compliance, operations, or investor relations.

The following pages hopefully demonstrate just that.



Jack Inglis
Chief Executive Officer
AIMA

Regulatory Influence & Compliance Implementation

The burden of regulatory and compliance implementation for alternative investment funds continues to increase and the outlook for next year is expected to be even busier.

Recent global market events have once again heightened scrutiny of asset management activities as a potential cause of financial instability. Leverage and liquidity measures are under review and AIMA will be expanding our long-standing work in this area to ensure that disproportionate new rules are not imposed.

In response to these systemic challenges to the alternative investment industry, AIMA's global offices have tirelessly engaged with regulators and policymakers on behalf of our members to ensure your voices are heard on everything from compliance to complex tax issues.

130+

Number of AIMA responses globally to regulatory proposals to various regulators so far this year on behalf of members

AIMA in North America

2022 provided numerous opportunities to showcase AIMA's growing strength in North America, with industry-leading activity in regulatory advocacy, member outreach, and educational programming (web-based and in-person).

The substantial number of new rules proposed by the US SEC continue to test the bandwidth of the industry, making the number and high quality of AIMA's regulatory interactions, written responses, and member meetings even more notable – particularly considering the number of the AIMA staff involved versus other domestic US trade associations.

In Canada alone, AIMA submitted seven letters to regulatory bodies this year addressing member concerns around a range of issues including leverage calculations, use of derivatives and tax concerns, among other topics.

Our notable advocacy efforts in the US include:

- Private funds advisor proposal
- Form PF
- Definition of dealer
- SEC marketing rule
- Securities lending and short selling
- Securities-based swaps reporting
- Beneficial ownership reporting
- Cyber security risk management
- Outsourcing by risk managers

A full breakdown of the key regulatory themes for North America can be found [here](#).

AIMA in the EU and the UK

In Europe, the revisions to AIFMD are still being finalised and our persistent engagement is likely to be rewarded with a workable outcome for our members. We are confident in our ability to have our voice heard in regulatory outcomes, as demonstrated with the final version of the ELTIF reform carrying many of our recommendations.

The AIMA GRA team produces a monthly letter offering the latest analysis of the key industry global regulatory developments as well as a review of some of the global legislative and regulatory actions that impact the alternative asset industry.

To find out more click [here](#)

Meanwhile, the ongoing consequences of Brexit on the cross-border regulatory landscape with the UK continue to provide new complexities. However, this year we saw success in the UK where [AIMA's intervention](#) prevented firms from being unintentionally captured by the enhanced scope SMCR.

Our notable advocacy work in the EU and the UK for 2022 includes:

- ELTIF
- AIFMD review
- Financial stability and macroprudential oversight
- Operational resilience
- Anti-money laundering
- Prudential regime for MiFID investment firms
- UK SMCR
- UK Wholesale Markets review
- LIBOR transition
- Securitisation
- UK Productive Finance Working Group – reform to DC pension scheme charge cap
- Digital finance

A full breakdown of the key regulatory themes for the EU and the UK can be found [here](#).

AIMA in Asia Pacific

AIMA's ongoing engagement in APAC for the benefit of members ranges across climate risk disclosures, enforcement-related reforms and FSIE tax refinements in Hong Kong, ESG data provider regulation and fiscal tax reforms in Japan. We are also involved in the ASX investment products offering in Australia and the MAS talent development programmes in Singapore, alongside the granting of employment visas.

Our notable APAC advocacy work for 2022 includes:

- China QF II Reform
- ASX Consultation Paper on ASX Investment Products
- Japan FSA Proposed Code of Conduct for ESG Evaluation and Data Providers
- Employment reform – Singapore
- SFC Enforcement related reforms
- Hong Kong Foreign Source Income Exemption
- MAS Environment Risk Management

A full breakdown of the key themes for APAC can be found [here](#).

AIMA tax engagement

In 2022, AIMA and the Alternative Credit Council (ACC) saw progress across several global proposals including BEPS 2.0 and consultations on aspects of the Pillar One and Pillar Two rules, addressing the EU list of non-co-operative jurisdictions for tax purposes, the extension of the investment management exemption to transactions in digital assets in the UK as well as the extension of fund tax regimes in Hong Kong and Singapore.

A summary of the key global tax themes we engaged on can be found [here](#).

Looking ahead

Next year, the busy pipeline of new regulatory proposals globally is expected to continue while several markets will also be entering the implementation phase of new rules frameworks that will require close attention from AIMA to best assist our members in navigating these new challenges. We are ready to meet these hurdles and will be with you each step of the way.

Responsible Investment

[Responsible investment](#) and ESG continued to be a core part of AIMA's work over the past year with new rulemakings appearing across all major regions and inspiring a series of new best practice guides and regulatory analysis from our various teams around the world, including a new [ESG Handbook](#).

EU

We focused closely on issues related to the implementation of the EU's Sustainable Finance Disclosure Regulation (SFDR), producing several [Q&A documents](#) to capture both points of consensus and uncertainty. We have also engaged with Member States and the European Commission (EC) to raise points for which further guidance is required. This included submitting a [letter to the EC](#) in response to the submission of queries related to the interpretation of the SFDR by the European Supervisory Authorities on 9 September 2022.

UK

Towards the end of 2022, the FCA published a [Consultation Paper on 'Sustainability Disclosure Requirements and investment labels'](#) which AIMA will be responding to in the new year. To help our members best navigate this changing landscape, we have released a number of new guides which are detailed in the Compass section below. For example, we published a guide to the FCA's new TCFD-based climate disclosure rules.

US

The SEC published a [proposed rule](#) on Enhanced Disclosures by Certain Investment Advisers and Investment Companies About Environmental, Social, and Governance Investment Practices, to which [we responded](#).

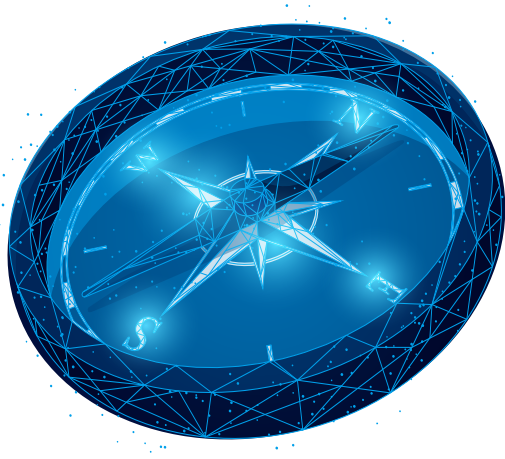
The SEC also published a [proposed rule](#) on the Enhancement and Standardization of Climate-Related Disclosures for Investors to which we [responded](#).

Looking ahead

In 2023, AIMA will continue to engage with the rulemaking process, particularly as the UK looks to build on its climate disclosure regime with a broader sustainability framework and new product labels. Work to tackle greenwashing is firmly on the regulatory agenda for 2023 and we will be active on this topic to highlight the challenges arising from regulation itself. We will also support members with implementation work in the UK and also US, noting the expected publication by the SEC of final rules on sustainability disclosures by investment advisers. Finally, we will continue to publish thought leadership and guidance material on all aspects of ESG to help firms define their approach.

AIMA members are encouraged to sign up to the [Spotlight on ESG newsletter](#) to remain abreast of our activities in this space as well as our upcoming events and publications.

For more information on AIMA's work on responsible investment and ESG please contact [Adam Jacobs-Dean](#).



Compass

Practical Guides

Due Diligence Questionnaires

Insights

16

Member-only DDQs,
industry guides and
sound practice guides
published by AIMA
in 2022

Given the high volume of content published by AIMA each year, we decided to restructure our large library of practical guidance, DDQs, thought leadership and insights to make them more accessible for members.

AIMA's published content can now be found by using [Compass](#), a new navigation tool found on the AIMA.org homepage.

A summary of AIMA's 2022 additions to this library of content can be found below.

Compliance

Sanctions and anti-money laundering (AML) were pushed to the forefront of the minds of operations and compliance personnel in 2022 following Russia's invasion of Ukraine.

Following these events, AIMA published:

- [Guide to Sound Practices for Sanctions Screening](#)
- [Guide to Sound Practices for Customer Due Diligence](#)

We also published an updated version of the [Guide to Sound Practices for Cyber Security](#) to ensure the guide is keeping up with all the latest cyber developments, including more cloud-native service providers and remote working considerations learned throughout the pandemic.

Digital Assets

4th Annual Global
Crypto Hedge Fund
Report 2022



2022 was a year of turbulence for the crypto community and it is evident AIMA will need to play an important role in the regulatory responses that will certainly follow.

AIMA produced several guides and reports in 2022 including the [4th edition of the Annual Global Crypto Hedge Fund report](#). Together with leading digital asset custodians and industry experts, AIMA published a new [Industry Guide on Digital Asset Custody](#) for institutional investors.

For more information on AIMA's work on digital assets see page 19.

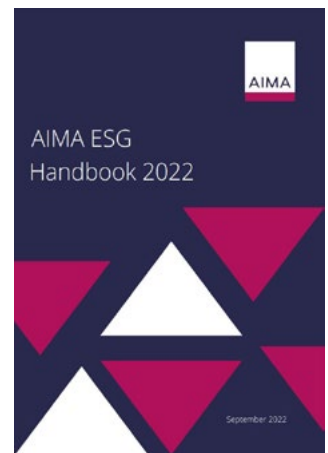


ESG

A summary of AIMA's recent publications focused on ESG include:

- A new guide on SFDR '[Guide to the EU Sustainable Finance Disclosure Regulation – Regulatory Technical Standards](#)', ahead of the RTS implementation on 1 January 2023.
- A [Guide to FCA TCFD Climate Disclosure Rules](#)
- AIMA published an '[ESG Handbook 2022](#)' containing member insight into current perspectives and challenges around ESG. Topics included net zero investing, dealing with short positions and derivatives in the context of ESG and stewardship.

Further detail on AIMA's work on ESG can be found on page 8.



Due diligence

In 2022 AIMA published an updated version of its [Illustrative Questionnaire for the Due Diligence of Alternative Data Vendors](#).

AIMA also made progress on two specialist DDQs, one for direct lending private credit strategies which we are working on with ILPA and one for digital assets funds which we are producing with the assistance of AIMA's DAWG.

We expect both to be published in 2023.

In Canada, AIMA published an update to its [Advisor DDQs for CFR](#) along with risk rating guidance and an [Advisor's Essential Guide to Alternative Funds in Canada](#).

10

New pieces of market research produced in partnership with AIMA members

Insights

AIMA's thought leadership and reports output in 2022 included proprietary industry research produced in partnership with our member partners along with blogs and op-eds featured in multiple publications including the Financial Times, The Sunday Times and Bloomberg, along with several regional media outlets and global trade publications.

Publications for 2022 include:

- [Emerging Stronger](#), an examination of the emerging manager universe, produced in partnership with Cowen
- AIMA's quarterly [Hedge Fund Confidence Index](#) reported on a manager sentiment representing a record-breaking US\$3 trillion in assets
- An update to our [Investor Intentions](#) series in partnership with With Intelligence
- A new paper in our educational series for trustees focused on [liquid alternatives](#)
- AIMA's team in APAC responded to the widespread concern around

the risk to Hong Kong's status as a leading financial hub with the publication of [Alternatives in Hong Kong - Building on the City's Strengths](#), which sets out six pillars to support Hong Kong in retaining its status as a key financial centre in the face of challenges brought on by COVID-19, and competition for talent from other jurisdictions



DE&I

Our work on diversity, equity, and inclusion (DE&I) is overseen by AIMA's Global DE&I Steering Committee.

- A key output for 2022 was the publication of a guide on [how to develop a Diversity, Equity and Inclusion Policy](#).
- Also published this year was [Kickstarting a Career in Hedge Funds](#), which includes advice from 50 hedge fund professionals and serves as a guide for understanding opportunities to enter the global hedge fund industry



Communications and stakeholder engagement

AIMA's LinkedIn following grew by **25%** in **2022** and has more than doubled since 2019 to now sit at approx. **25,000**, further amplifying our global reach and the voices of our members

In 2022, AIMA recorded more than 200 instances of media coverage of our activities, with one in 10 being references in Tier 1 publications.

The communications team is now focused on stimulating engagement with media and other stakeholders through the production of short-form digital content and multimedia content.

- AIMA's digital media strategy also extends to broadcast, having secured speaking slots for senior AIMA staff on Bloomberg TV in Hong Kong and CNBC in the US, along with guest appearances on several popular industry podcasts
- AIMA's [The Long-Short podcast](#) has attracted more than 20,000 unique listeners from 50 episodes and continues to grow a global audience including regulators, retail and institutional investors, fund managers and journalists, among other demographics

The significant growth in the audience of the podcast was such that it is now in the **top 10%** of most shared podcasts globally on [Spotify](#), which is only one of several platforms it is available

The AIMA Journal

- The [AIMA Journal](#) is published quarterly with a growing readership of around 30,000 subscribers — including our approximately 20,000-strong member network
- To meet the growing demand to contribute to the journal and allow for a greater diversity of industry thought leadership, AIMA has implemented a new submission model that allows non-members to contribute to the journal for a fee. The revenue from this approach will be re-invested to ensure we continue to produce the highest quality product possible



Investor engagement

In 2022, we formed [AIMA's Global Investor Board](#) as an advisory body to aid better understanding between GPs and LPs. It is comprised of CIOs and other leading institutional allocators from around the world and provides valuable insights to help managers engage more constructively with their investor base.

- The board [recently offered insights](#) on questions around the alignment of interests between managers and investors, ESG and other topics
- The board is bolstered by AIMA's increasing demographic of investor members which hit an all-time high this year

Investor members also benefit for seven key investor-focused events around the world each year hosted by AIMA including:

- [AIMA & ACC's Private Credit Investor Forum](#)
- [AIMA Australia Forum](#)
- [AIMA Global Investor Forum](#)

Please visit the [AIMA Events page](#) to find out more.

Private Credit

AIMA's private credit engagement steered by its affiliate the ACC continues at pace. It has been a busy year for regulation. The [ELTIF](#) review is nearing completion after several years' worth of engagement between the ACC and policymakers across Europe on how to reform the ELTIF.

The result will see significant improvements to the regulation and create better opportunities for managers looking to raise capital from both professional and retail investors via the ELTIF.

Elsewhere in Europe, we have been actively working with Member States and MEPs to make sure the industry voice is heard as the AIFMD review makes its passage through the EU regulatory process.

In the UK AIMA and the ACC continued work with the Bank of England's Productive Finance Working Group which relates to proposals to amend the charge cap for DC pension scheme, which currently stands in the way of their greater engagement with alternative investments. The working group recently published a [guide for trustees looking to invest in less liquid assets](#) as part of an educational series to assist their exploration of the asset class.

Meanwhile, across the Atlantic, the velocity of proposed US rulemaking impacting private funds continues to be a significant focus.

Research continues to be central to our private credit advocacy. This year saw the ACC publish its 8th annual [Financing the Economy](#) paper in partnership with Allen & Overy. The paper draws on data from over 50 global private credit fund managers, managing an estimated US\$800 billion private credit assets, as well as interviews with 17 leaders from across the industry. The research showed that the sector has been a vital source of finance for SMEs during a year of unprecedented challenges.



This year also saw the publication of several ESG initiatives designed to address practical issues faced by members. Our series of regular peer-led discussions on key ESG topics provided members with the opportunity to discuss common challenges and approaches. The findings from those sessions can be found [here](#). The ACC was also pleased to collaborate with members and other associations to launch the [ESG Integrated Disclosure Project](#). This will provide a global baseline for ESG disclosure, promote consistency across the market and support the ability of our members to engage with borrowers.

Thankfully, we have all been able to get out on the road more this year. 2022 saw the return of our industry conferences including our Private Credit Investor Forum in Miami in January and the [ACC Global Summit](#) in June in London. Both these events and more will be made available to our members over the coming year.

For more information on the ACC's work on private credit, you can read the ACC monthly newsletter [here](#) or please contact [Jiří Król](#), [Nicholas Smith](#)

Events

This year saw the welcome return of in-person events and conferences and together with specialists webinars and virtual events enabled us to deliver a comprehensive offering to ensure our members stay well informed and connected.

200+ in-person and virtual events, including **3** new conferences, attended by **17,000+** delegates

700+ speakers from **22** countries, including senior policymakers, regulators, institutional investors, fund managers and other sector specialists



AIMA's global in-person conference agenda included four events in APAC, four in EMEA and three in the Americas

For more information on AIMA's events, to view playbacks from 2022 and to register to upcoming events [click here](#).

EMEA events

Highlights from AIMA's European events calendar include:

- AIMA [Putting ESG into Practice](#) in London, UK, saw an array of informative panels take place addressing the essentials of ESG integration, the latest developments in investor demands, new trends and themes, and the regulatory developments that firms need to know about. Thanks to the success of the forum, it will be returning in September 2023



Left to right: Sacha Sadan, Director of ESG, FCA; Jason Michell, Co-Head of Responsible Investment, Man Group



Left to right: Admire Chatiza, Managing Director, Numeus; Nicole Dyskant, Global Head of Legal & Compliance, Hashdex; Sani Jackson, Partner, Optima; Tristan Murfitt, Head of Engineering - Asset Management & Innovation, Menai Financial Group; Adrian Keller, Blockchain Audit Leader & Asset Management Audit Partner, PwC Switzerland; James Delaney, Director, Asset Management Regulation

- AIMA's [Next Generation Manager Forum](#), now in its ninth year, provided a platform for the exchange of ideas and the development of peer networking for senior individuals at alternative asset management businesses managing up to US\$500 million in hedge and private credit assets



Left to right: Chris Elliott, Head of Europe Prime Brokerage Business Development, Cowen International; Sarah Mitchell, Head of Business Development & Investor Relations, Sparta Capital Management; Valeria Mongillo, Investor Relations and Sustainability Manager, EOS IM Group; Mary Bynum Head of Marketing, Broad Reach Investment Management Joanna Thompson, Independent Fund Director



Delegates at AIMA's GPRF in Paris

- AIMA's [Global Policy & Regulatory Forum](#) in Paris, France, gave the hedge fund industry a unique opportunity to engage with a plethora of senior policymakers and regulators from around the world. During the day, fruitful keynote speeches and panel discussions explored the overall macro-outlook for the industry, while considering how investment strategies are evolving in light of investor and regulatory pressures

Americas events

- The [AIMA Global Investor Forum 2022](#) in Toronto, Canada, brought together asset managers, institutional allocators, and other industry professionals to discuss timely topics shaping the hedge fund, private markets, and digital asset industries. This year, we added a much-welcomed half-day Wealth Advisor Summit to the institutional programme to reflect the growth in the adoption of alternative investments in Canada and across the globe



Left to right: Tim Baron, Partner, Davies; David Hogan, Head of Sales and Distribution, Securitize Capital; Erin Berry, Executive Director, Morgan Stanley Wealth Management; Melissa Santaniello Founder, Alignment of Interests Association (AOI); Tom Johnston, Canadian Market Head, iCapital Network



Left to right: John D'Agostino, Lead for Advisory and Strategic Partnerships Coinbase Institutional; Michelle Noyes, Managing Director, Head of AIMA Americas

- The 2022 [Digital Assets Conference](#) in New York, US, builds on the work of the AIMA Digital Assets Working Group (DAWG) and our inaugural 2021 virtual summit. AIMA DAWG is a senior-level industry steering group tasked with driving AIMA's regulatory engagement, thought leadership and operational guidance in digital assets. The group focuses on issues specific to institutional buy-side investing in the space and includes digital asset native and traditional hedge fund firms and investors
- Throughout 2022 AIMA held a series of implementation sessions to ensure members are fully compliant with incoming rules changes. The highly sought-after sessions saw busy virtual meeting rooms ahead of the SEC's new marketing rule compliance deadline in November 2022



Left to right: Lee Harwood, Senior Wealth Advisor, BMO Nesbitt Burns Inc.; David Leblanc, Client Relationship Manager, Richter Family Office; Emily Cao, Portfolio Strategist, BMO Private Wealth; Daniel Leger, Managing Director, MGG Investment Group; Max Torokvei, CEO and Co-founder, Waypoint Investment Partners

APAC Events

- AIMA [APAC Annual Forum](#) was a hybrid event in Hong Kong, and AIMA's flagship event in the region, that brought together more than 600 esteemed policy and regulatory figures, hedge fund and alternative investment managers and other APAC thought leaders to address the regulatory fundamentals, policy and operational focus areas anticipated for APAC managers in the coming year



The Honourable Paul CHAN Mo-po, GBM, GBS, MH, JP, Financial Secretary of the Government of the Hong Kong Special Administrative Region



Left to right: Laura Rogers, Partner, Walkers; Anne Yeo, Co-Head & Partner, Funds and Investment Management Group, Rajah & Tann Singapore LLP

- As AIMA's first in-person forum in Singapore since 2019, the eagerly anticipated [AIMA Singapore Annual Forum 2022](#) provided an ample venue for policy and regulatory bodies, hedge fund and alternative investment managers, industry professionals, and thought leaders to share timely insights and reflections on the industry

- AIMA APAC [China Live](#) offered delegates an unrivalled opportunity to join policy and regulatory figures, hedge fund and alternative investment managers and other onshore and offshore thought leaders in a virtual forum addressing the topical regulatory, policy and operational focus areas anticipated for China-focused managers



Left to right: Michael Marquardt, Board Member, Zerobridge; Suzanne Spells, Head of Legal & Compliance, Asia Pacific, Apollo Global Management; Lei Tie, Co-Founder and Chief Commercial Officer, First Plus Asset Management Pte Ltd

Digital Assets

AIMA launched its global Digital Assets Working Group (AIMA DAWG) in 2020 to meet members' growing interest, activity, and operational challenges in the digital assets space.

AIMA DAWG sits at the intersection of legacy alternative investments and digital assets and focuses on issues specific to institutional buy-side investing in the space. It is comprised of a cross-section of senior industry experts including investment managers, allocators, and service providers. The group is tasked with driving AIMA's thought leadership initiatives, regulatory engagement, and operational guidance for digital assets.

In 2022, AIMA published its first-ever standalone guide for digital assets on the topic of custody. The guide provides sound practices and key considerations around due diligence for institutional investors determining how to custody their digital assets. We also published the latest findings from the [4th Annual Global Crypto Hedge Fund Report 2022](#) and held large-scale digital assets conferences in New York and Zurich.

This year, AIMA's Digital Assets Regulatory Group and Digital Assets Tax Group helped develop advocacy priorities and consultation responses for AIMA's engagement with governments and regulatory agencies around the world regarding their digital assets policy and regulatory agendas.

Looking ahead

Next year is shaping up to be even busier with more regulatory proposals anticipated as well as a new AIMA guide being planned on digital assets trading and execution and a due diligence questionnaire for allocating to digital assets investment funds.

We have also set up an APAC-focused digital assets working group and separate digital assets peer groups on Operational Due Diligence and Cyber Security.

For more information on the work of the AIMA DAWG and how to get involved, please contact [Michelle Noyes](#), [James Delaney](#).



To provide an interactive and professional forum for our membership and act as a catalyst and promoter of the industry's global development.



To provide leadership for the industry and to be its preeminent voice.



To develop sound practices, enhance industry transparency and education, and to liaise with the wider financial community, institutional investors, the media, regulators, governments and other policymakers.



The Alternative Investment Management Association (AIMA) is the global representative of the alternative investment industry, with around 2,100 corporate members in over 60 countries. AIMA's fund manager members collectively manage more than US\$2.5 trillion in hedge fund and private credit assets.

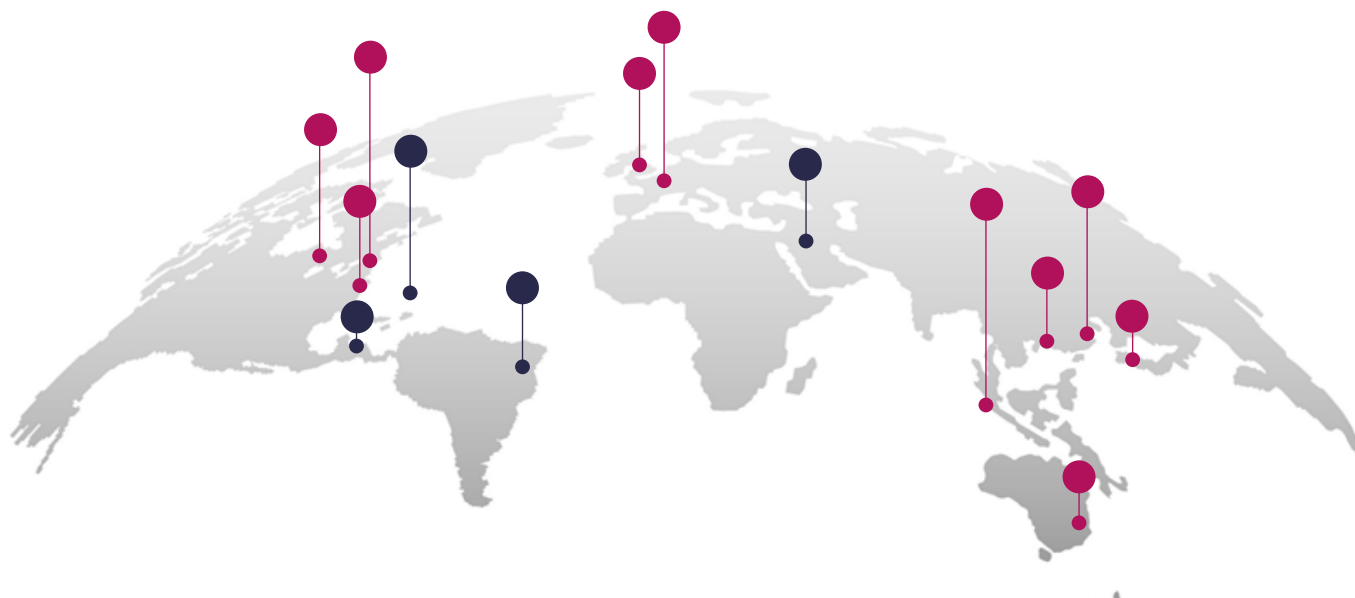
AIMA draws upon the expertise and diversity of its membership to provide leadership in industry initiatives such as advocacy, policy and regulatory engagement, educational programmes and sound practice guides. AIMA works to raise media and public awareness of the value of the industry.

AIMA set up the Alternative Credit Council (ACC) to help firms focused in the private credit and direct lending space.

The ACC currently represents over 250 members that manage US\$600 billion of private credit assets globally.

AIMA is committed to developing skills and education standards and is a co-founder of the Chartered Alternative Investment Analyst designation (CAIA) – the first and only specialised educational standard for alternative investment specialists. AIMA is governed by its Council (Board of Directors).

For further information, please visit AIMA's website, www.aima.org



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