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WTW



1 How has being an AIMA member benefited your firm and your clients?

Through our global corporate membership with AIMA, we have an opportunity to engage with emerging and established managers across the globe through both in-person and virtual events. AIMA provides a global platform which extends beyond our client base, enabling us to gather and share insights and expertise with a wider audience. We tap into current and evolving risk issues and concerns faced by alternative managers and we use those insights to continuously improve upon the insurance solutions proposed to address those risk issues and concerns.

2 Why did WTW want to get involved with AIMA?

First and foremost, we recognized that being an AIMA member would allow us to gain further insights into the opportunities and challenges faced by managers around the world. We also recognized that AIMA had a close alignment with various regulatory authorities around the world, and this would afford us the opportunity to learn about proposed legislative and regulatory changes and to participate in the consultative process that shapes new regulations. We are committed to the production of relevant and timely thought leadership and AIMA also provides us with a platform to share these insights.

3 What does WTW like about working with AIMA members?

AIMA members have a unique risk profile and have historically been underserved in the global insurance marketplace. Our close association with AIMA members means we are more informed and better prepared to be an effective advocate for alternative managers in the global insurance marketplace - we have our finger on the pulse of both perpetual trends and emerging risks.

4 What are the most challenging risks faced by AIMA members today?

There are several key trends that are fundamentally shifting the risk landscape. Among the most challenging and evolving risks for AIMA members today are the rapid advancement of cyber and technology risk, the current and future use of AI tools to manage portfolios and identify investment opportunities, the evolving digital assets landscape and global regulatory environment, and the heightened scrutiny around disclosures regarding ESG investment mandates. We help our clients differentiate their risk profile in the insurance marketplace, and we offer a range of consulting services that take an integrated, holistic approach to risk management to assist in managing these evolving risks.

5 Why do you think AIMA is important for alternative managers?

We operate in a relationship business, and to be successful, you need to establish and build a network of trust with clients, colleagues, and industry peers. AIMA provides a great platform for facilitating those relationships and growing our business.

6 How does working with WTW benefit AIMA members?

WTW helps AIMA members assess, manage, place and transfer risks to protect their balance sheets and the liabilities arising from their operations. AIMA members benefit from the collective insights of our global team of industry and product experts, who have a deep understanding of the myriad of risks faced by alternative investment managers.

AIMA members also benefit from our thought and product leadership (TPL) content. Within our Global FINEX Financial Institutions line of business, we have a dedicated TPL practice that is focused on producing relevant and timely original content published as articles, briefings, blogs, videos, podcasts and research papers. We also host and participate in industry roundtables, webinars and panels, including several produced exclusively for AIMA members. For example, in July 2022, we hosted an AIMA fund manager briefing panel covering the top risks identified in our annual Director's Liability survey report published in April 2022. The briefing offered insights into the top risks faced by directors in 40 countries from various industries including finance and insurance.

7 How does your firm support emerging alternative managers on their growth journey to becoming established managers?

We support our clients throughout their growth journey by following our year-round client engagement framework. Insurance is not a "one and done" task, and as a manager's client portfolio and asset mix matures and evolves, their insurable risk profile also evolves. This requires ongoing assessment to ensure the insurance program remains relevant and efficient for each stage of their growth journey.

8 What advice would you give to alternative managers to best position themselves within the insurance market?

Begin your insurance renewal process early, take the time to meet with your insurers and walk them through your client value proposition, engage with your broker to understand the breadth (and limitations) of the coverage you are purchasing, as well as the notification requirements in the event of a claim.