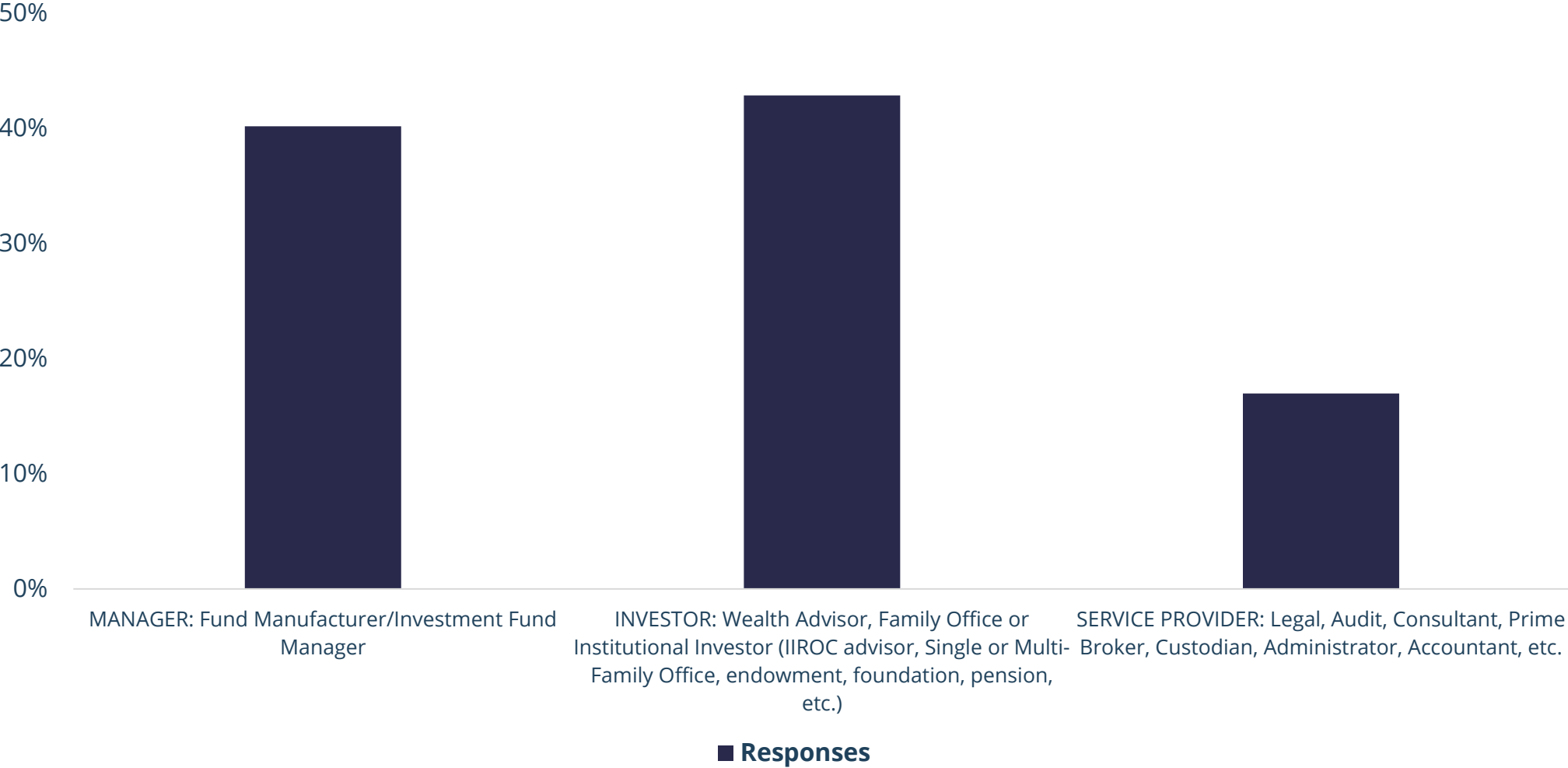


AIMA Canada Market Survey Results 2023

OVERVIEW

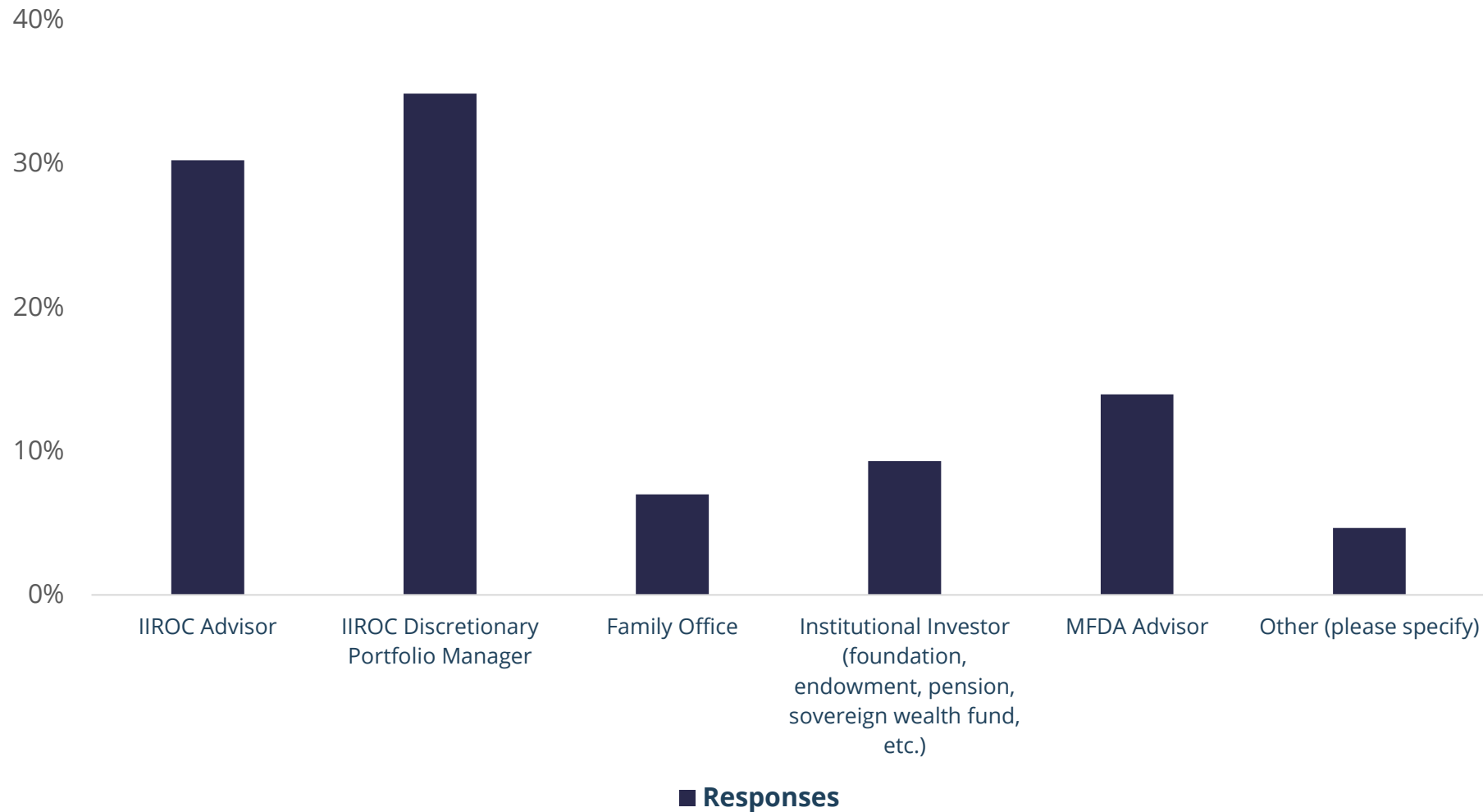
Please identify as a Canadian:



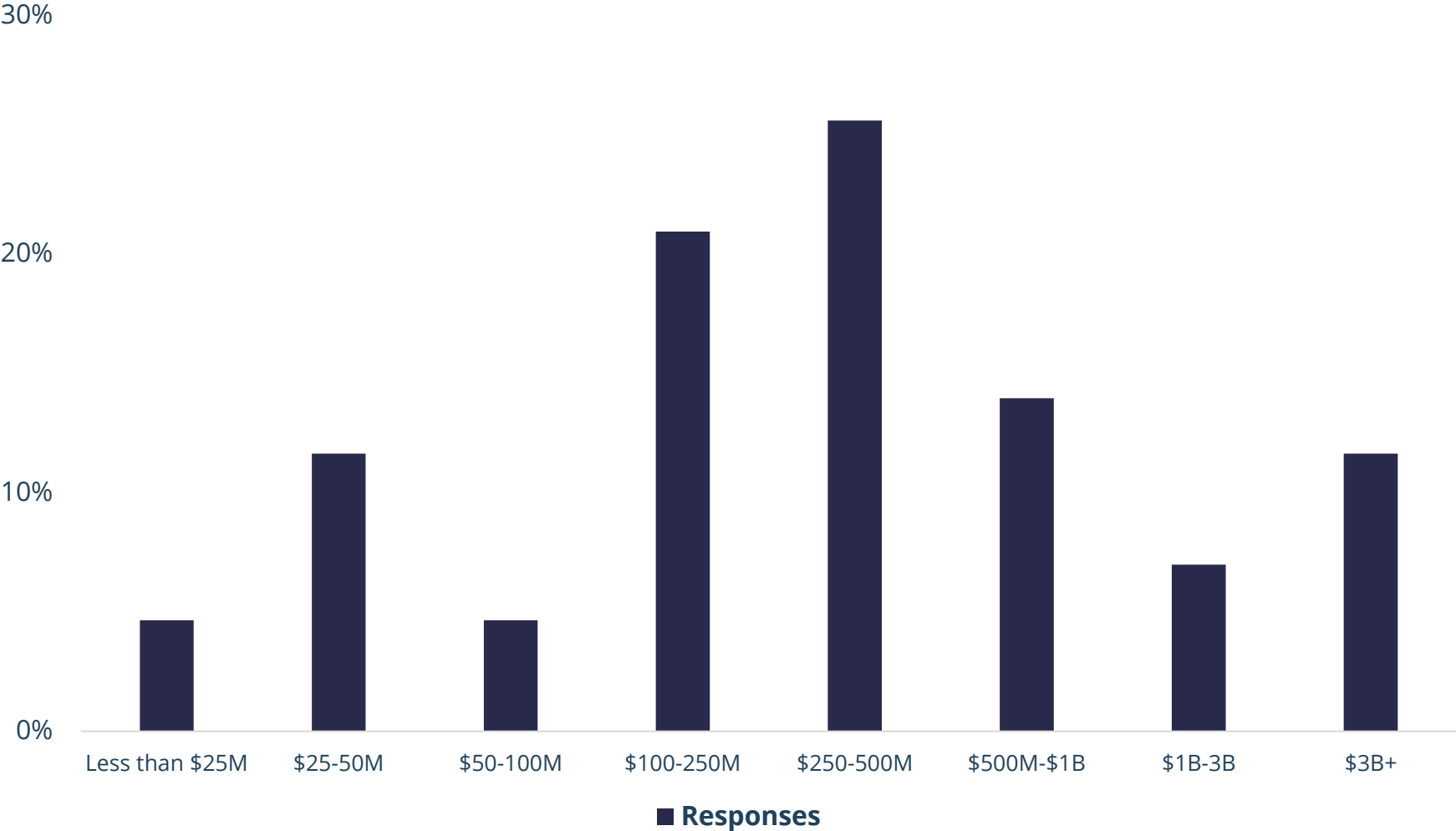
**WEALTH
ADVISORS, FAMILY
OFFICES &
INSTITUTIONAL
INVESTORS**



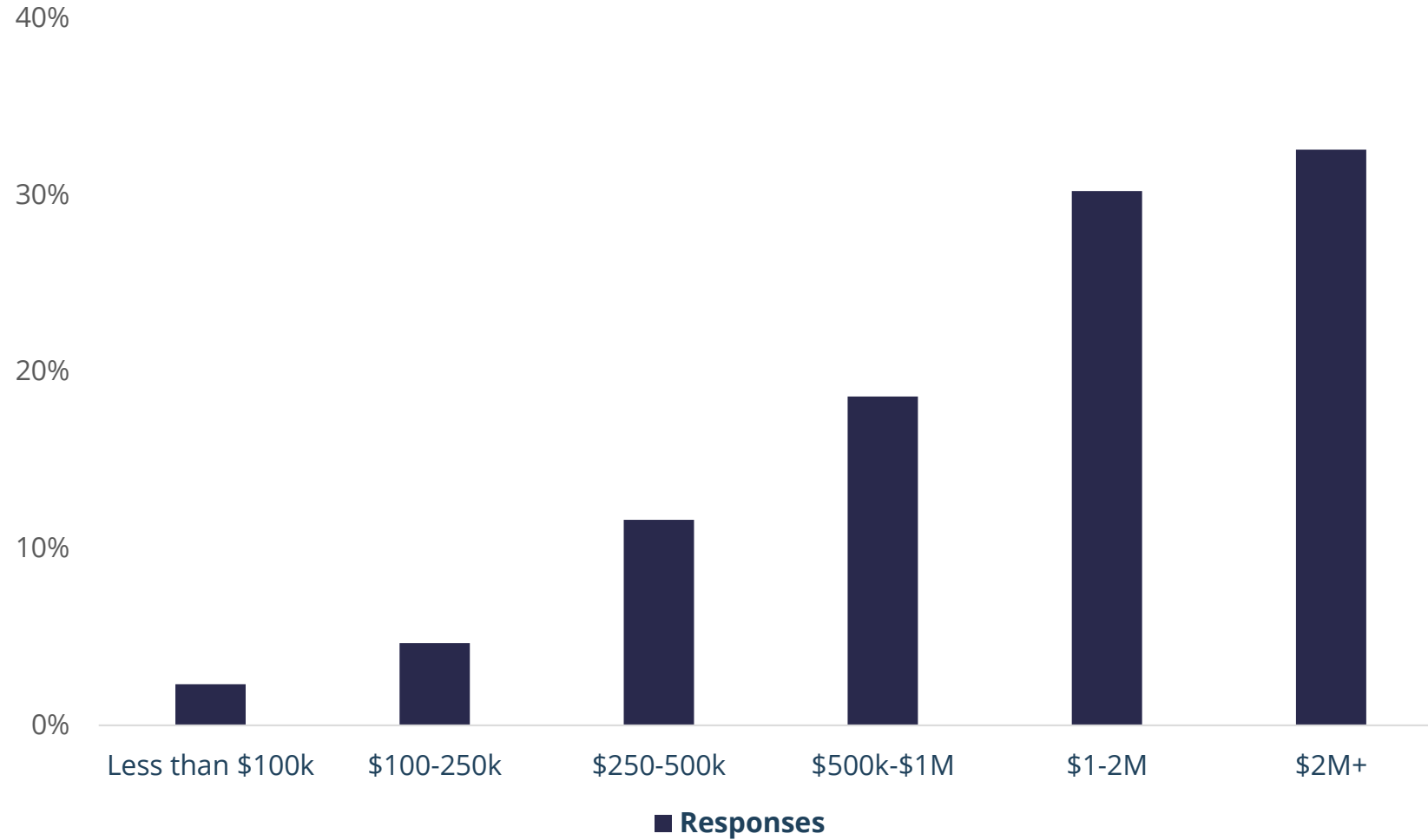
What type of investor are you?



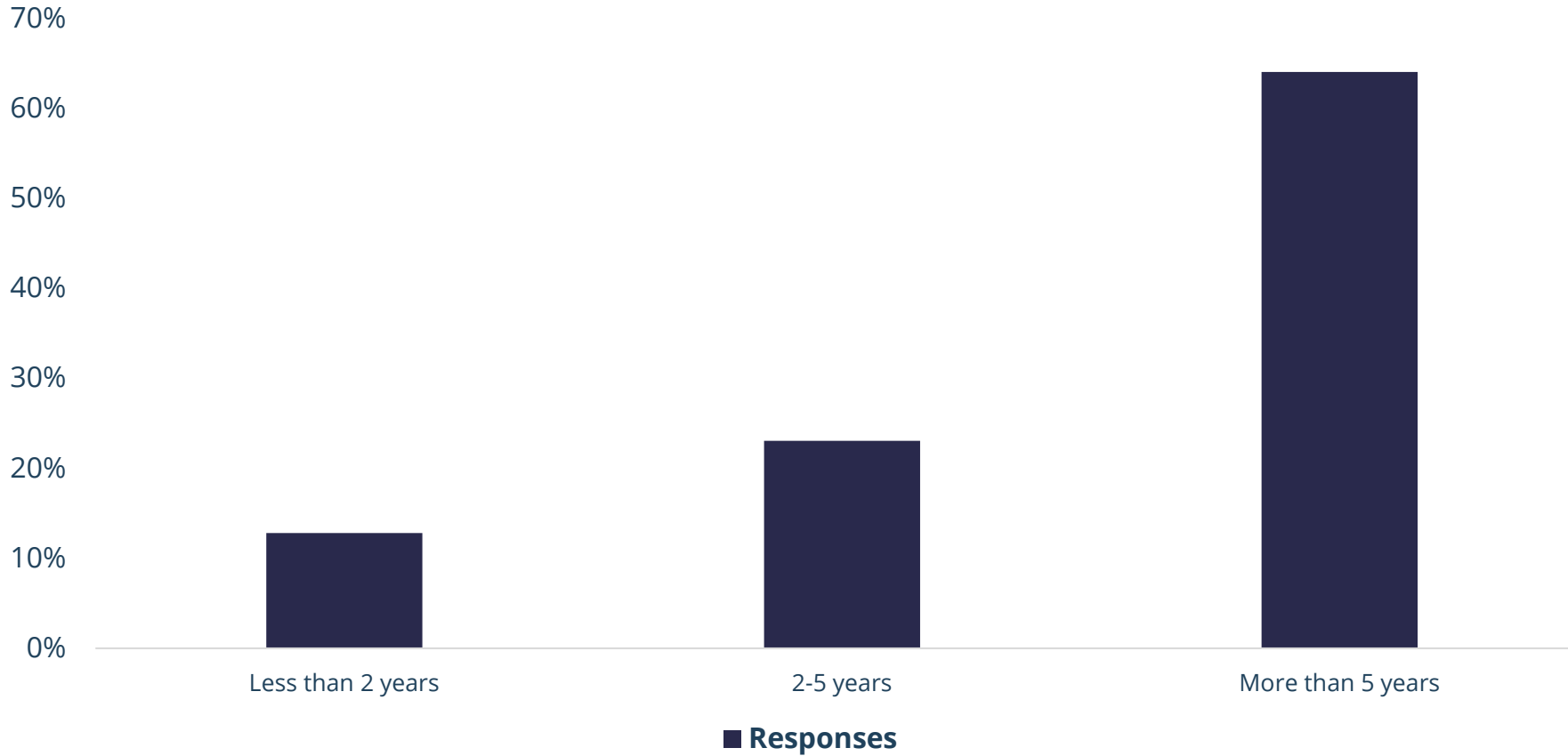
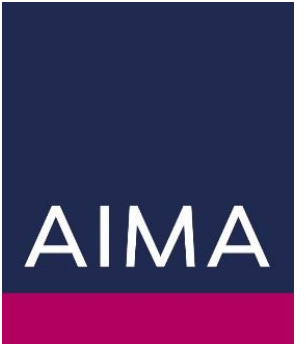
What is the total AUM you manage?



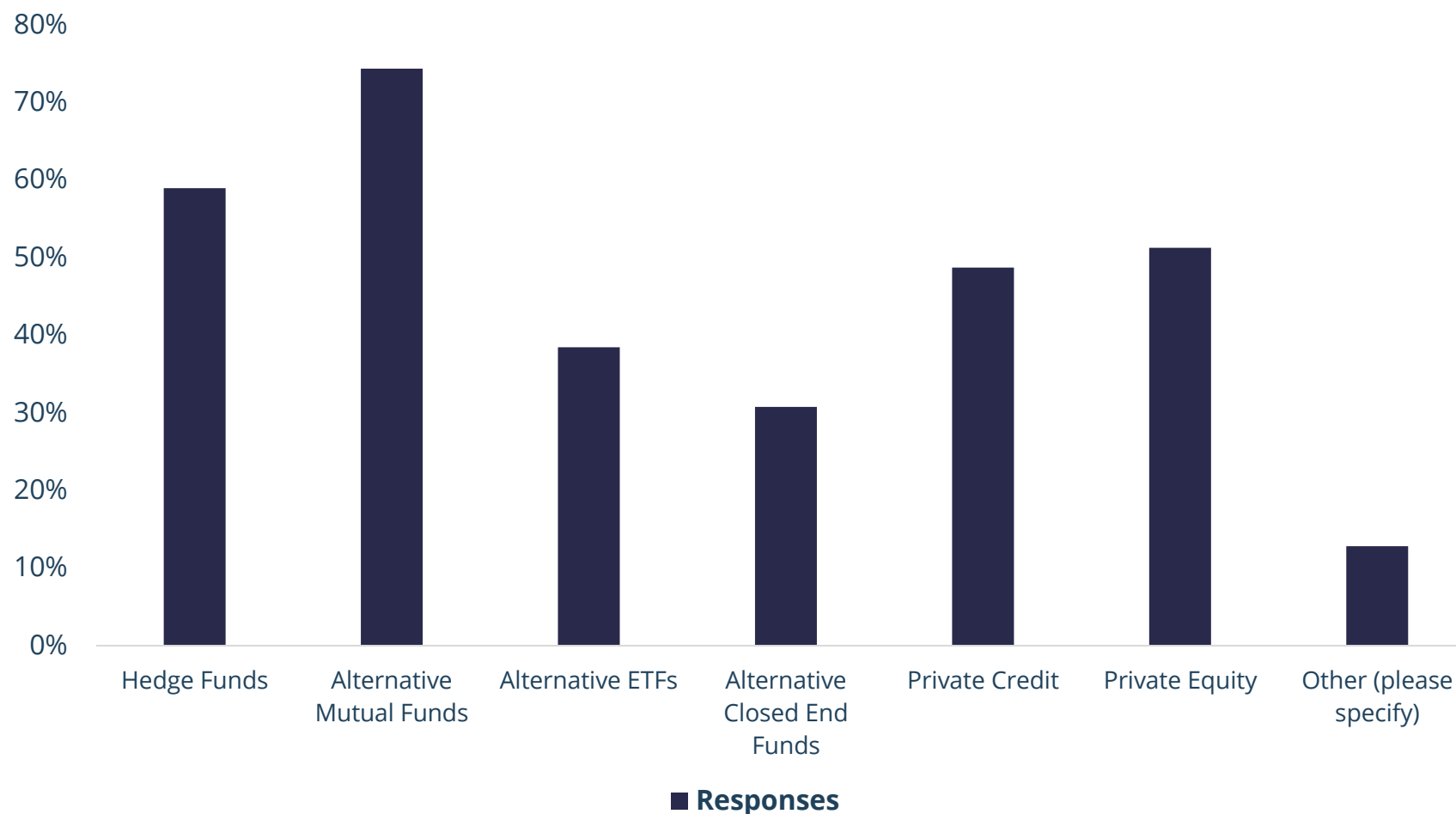
What is the average investor client portfolio size?



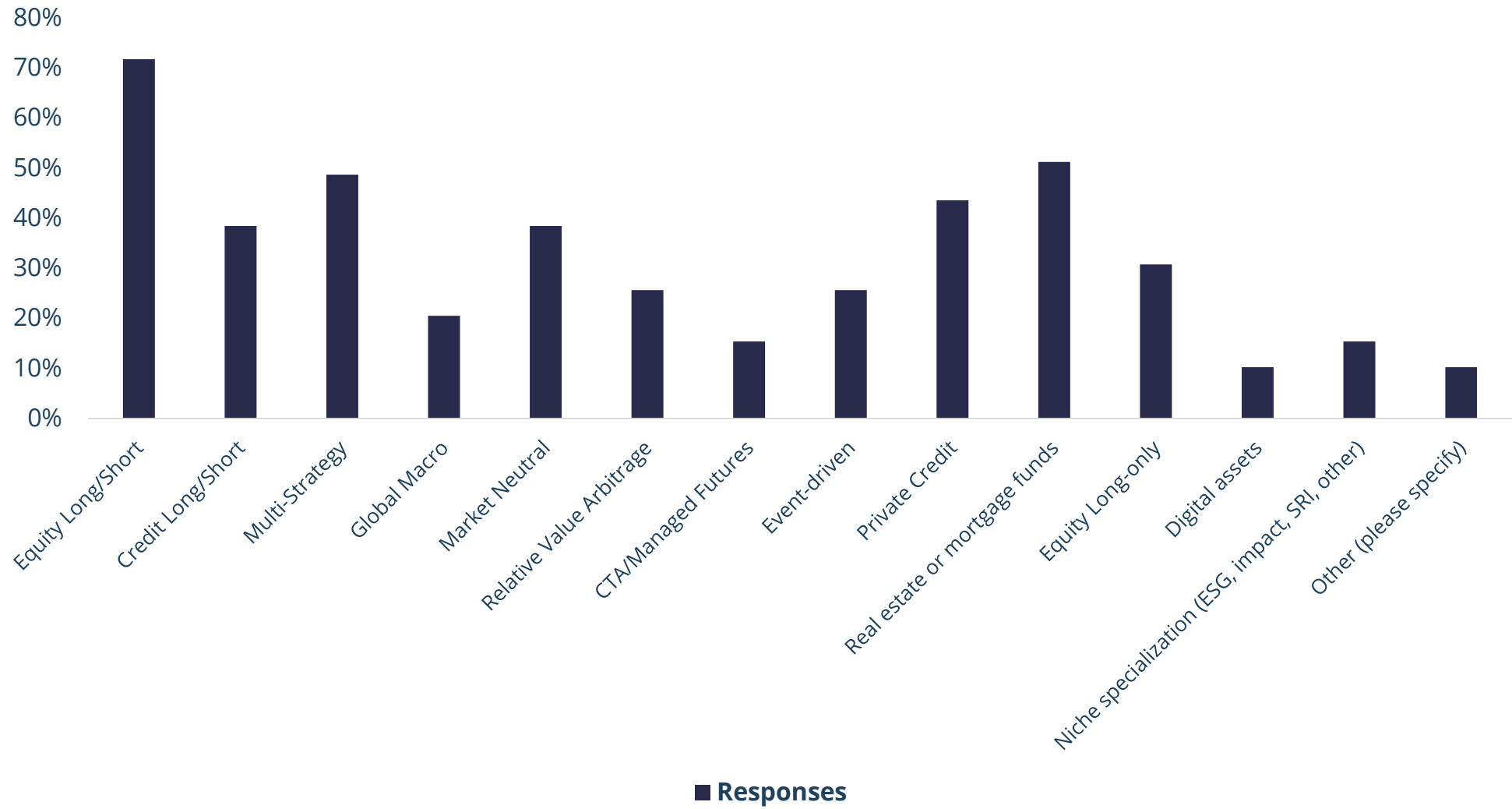
How long have you invested client assets in alternative funds?



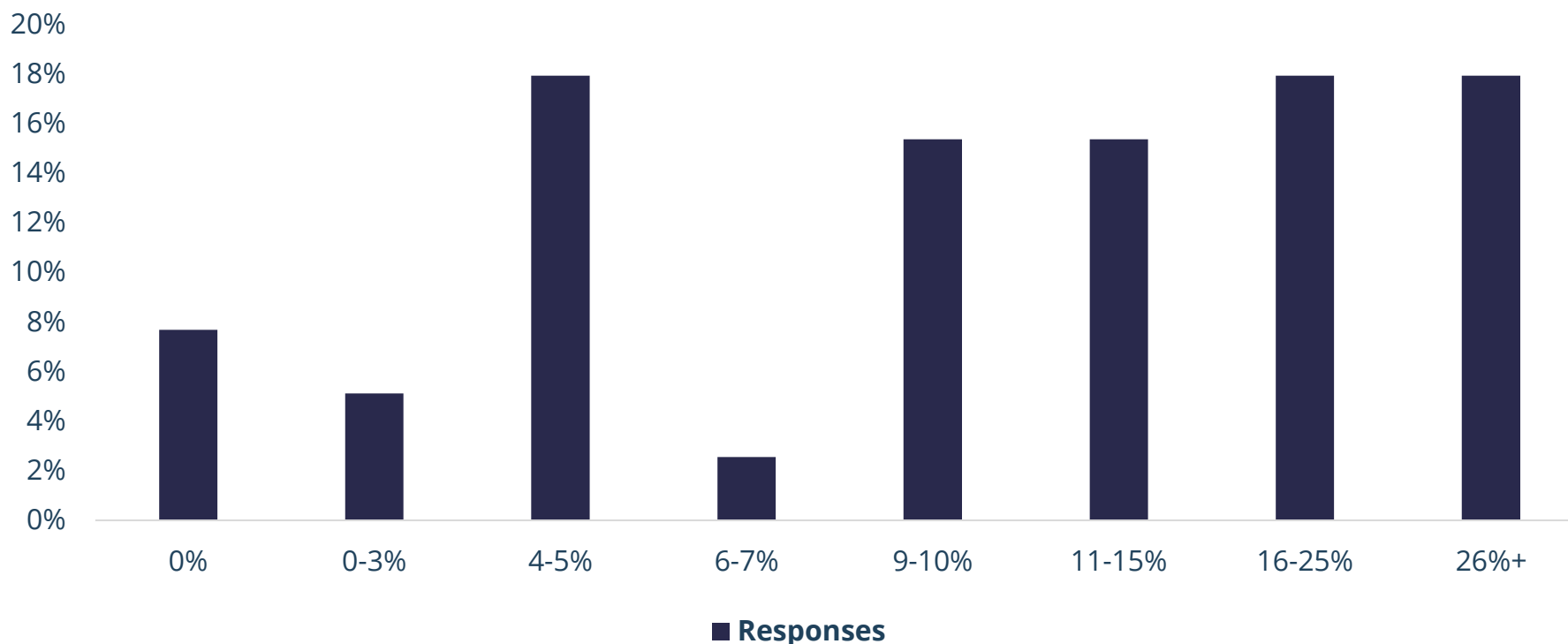
What types of alternative fund structures do you currently allocate to? (select all that apply)



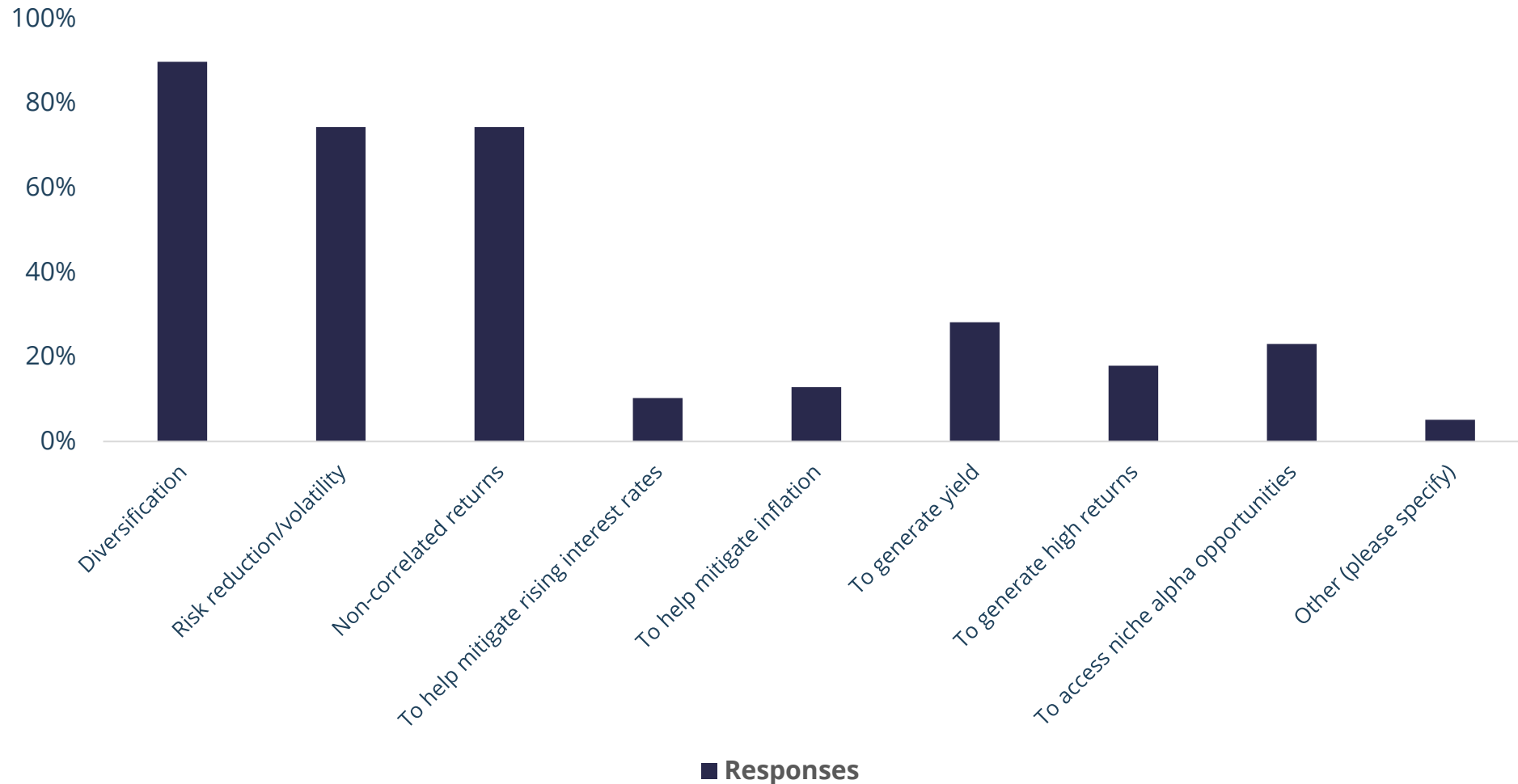
What types of alternative fund strategies are you currently allocating to? (select all that apply)



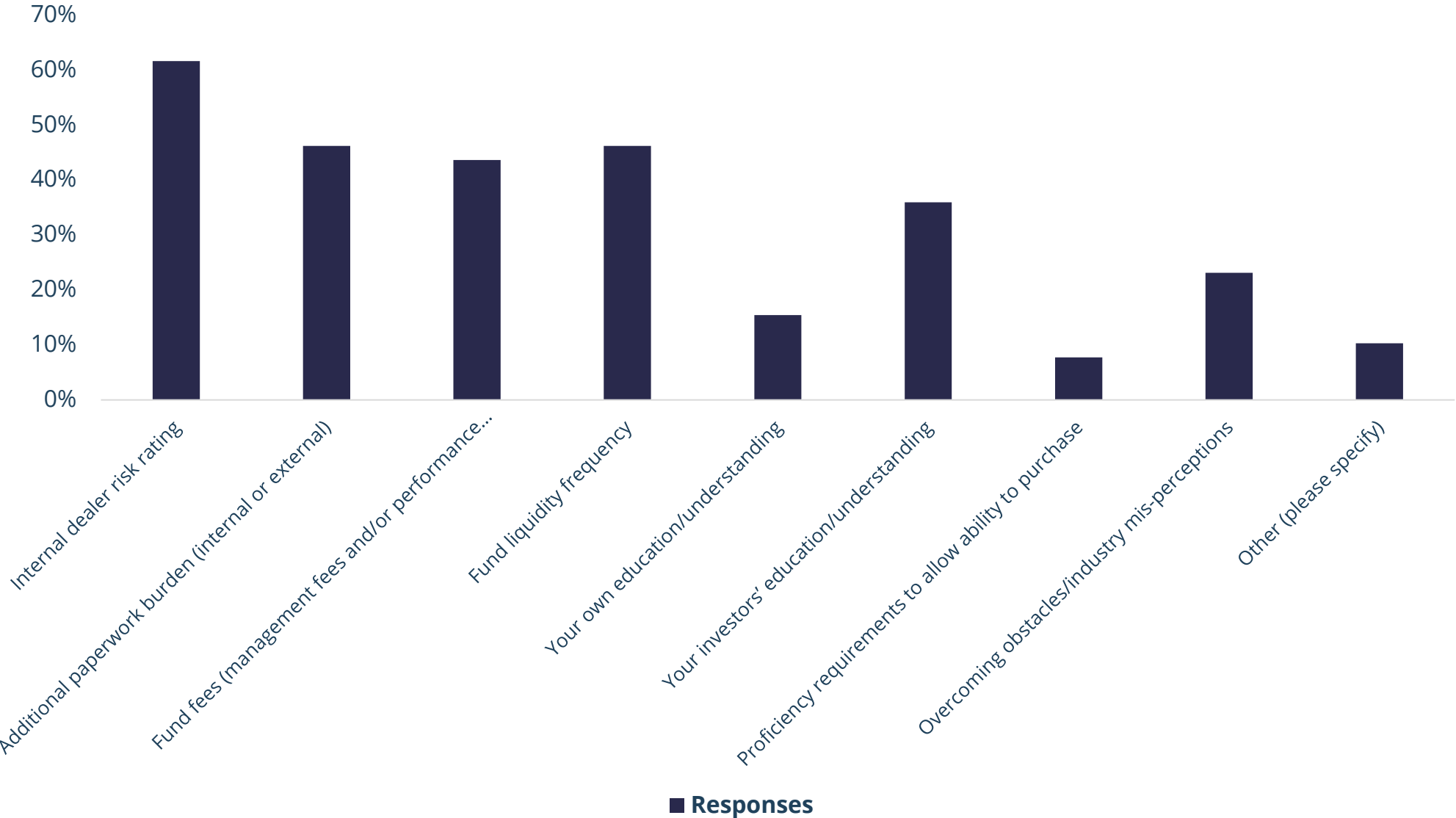
Currently in investor portfolios, what percentage of a client's portfolio do you generally allocate to alternative investment funds



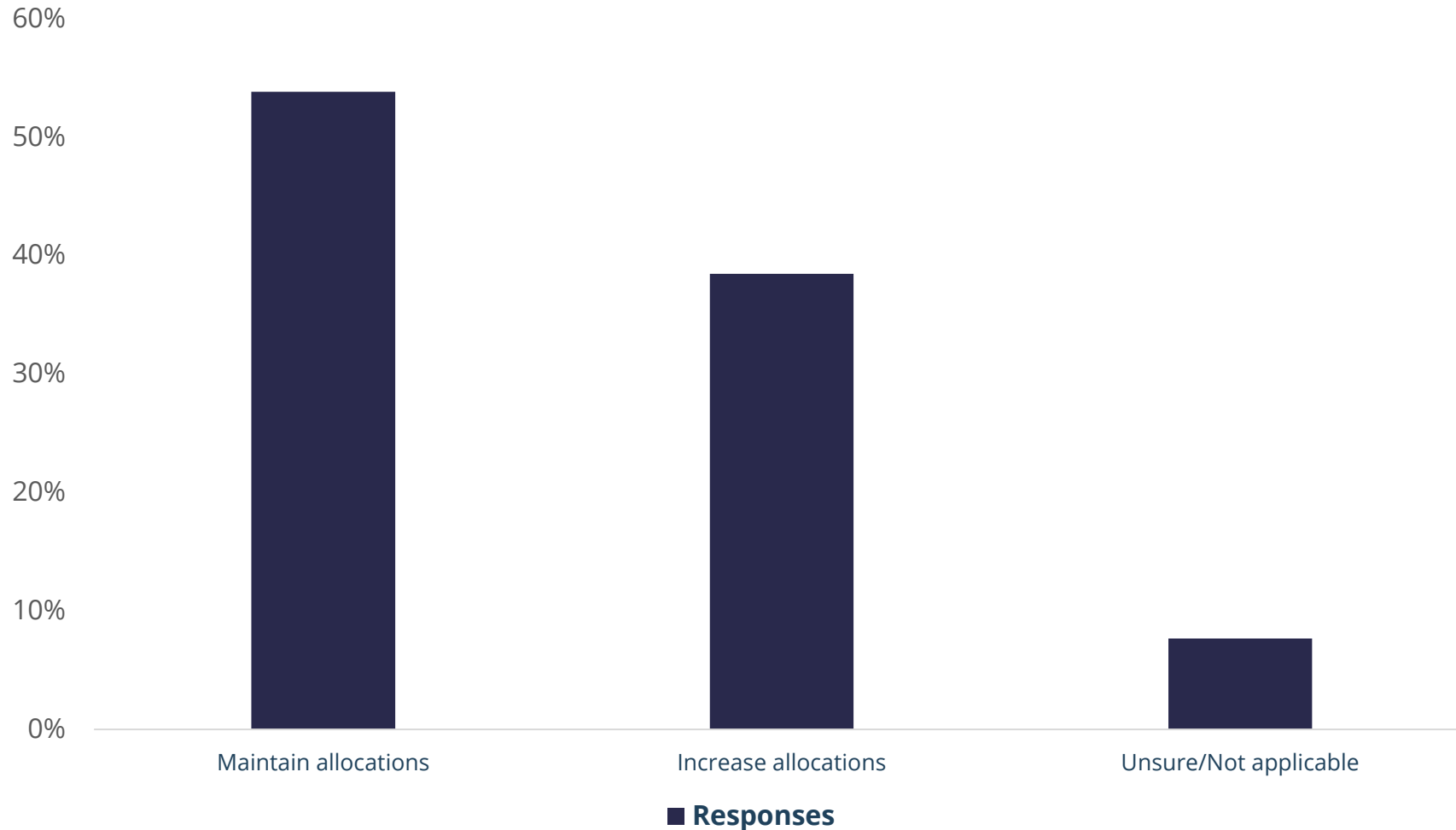
What are the main reasons you (may) allocate to alternative investment funds? (select all that apply)



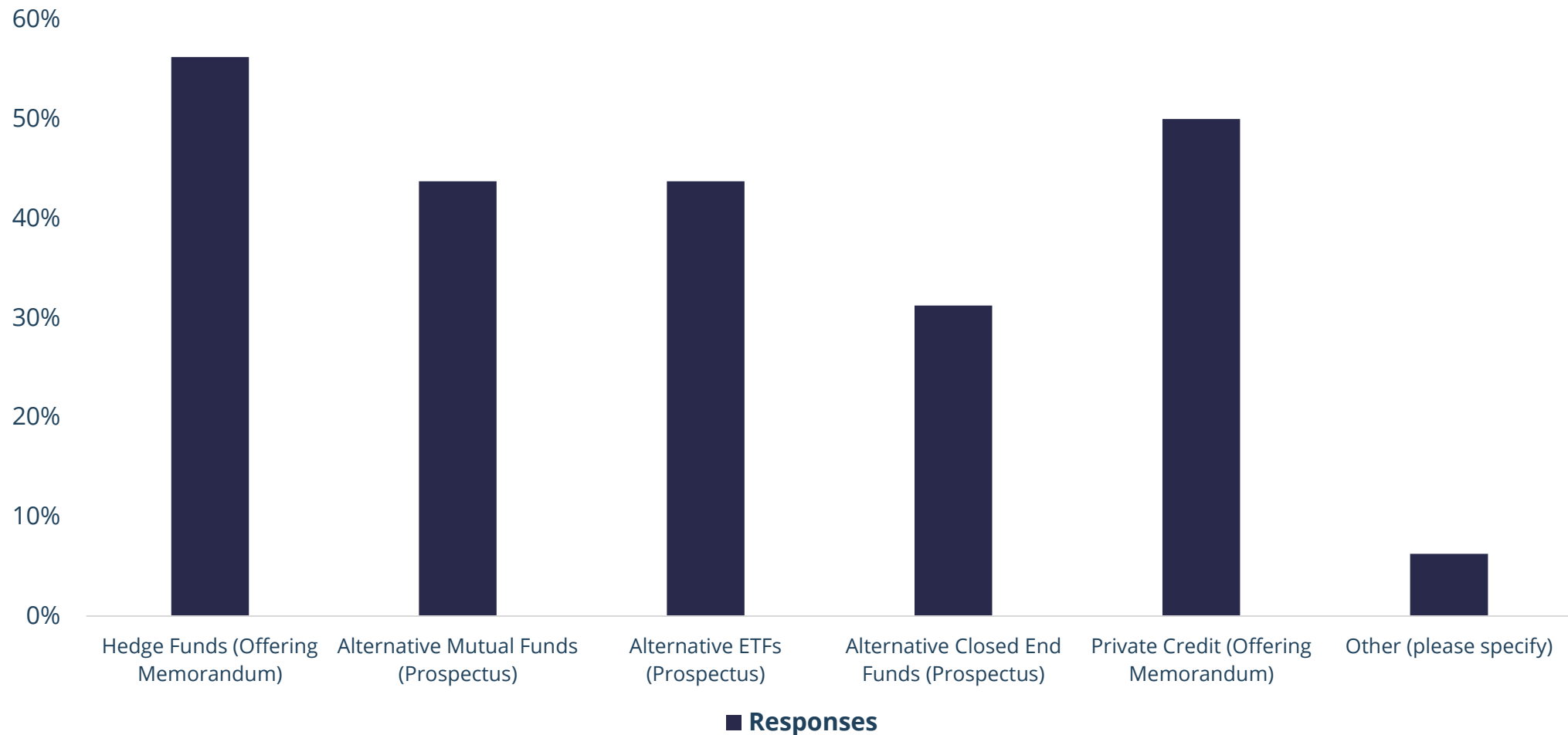
What are the greatest challenges you currently face when allocating to alternative investment funds?



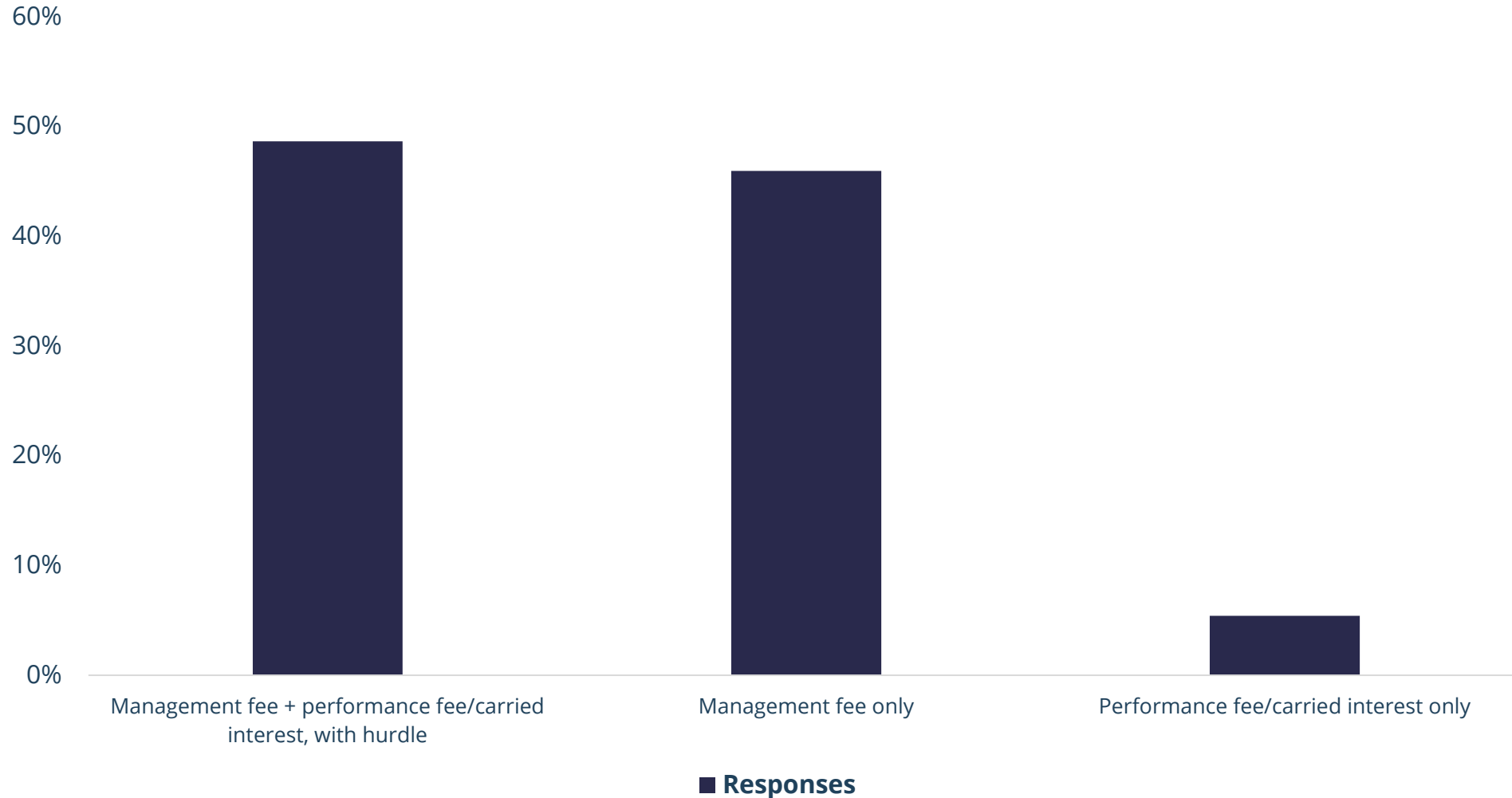
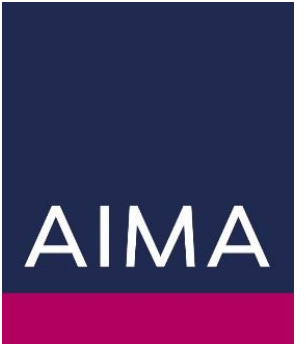
Over the next 12 months, what do you plan to do with your alternative fund allocations (hedge funds, liquid alternatives, private credit only)?



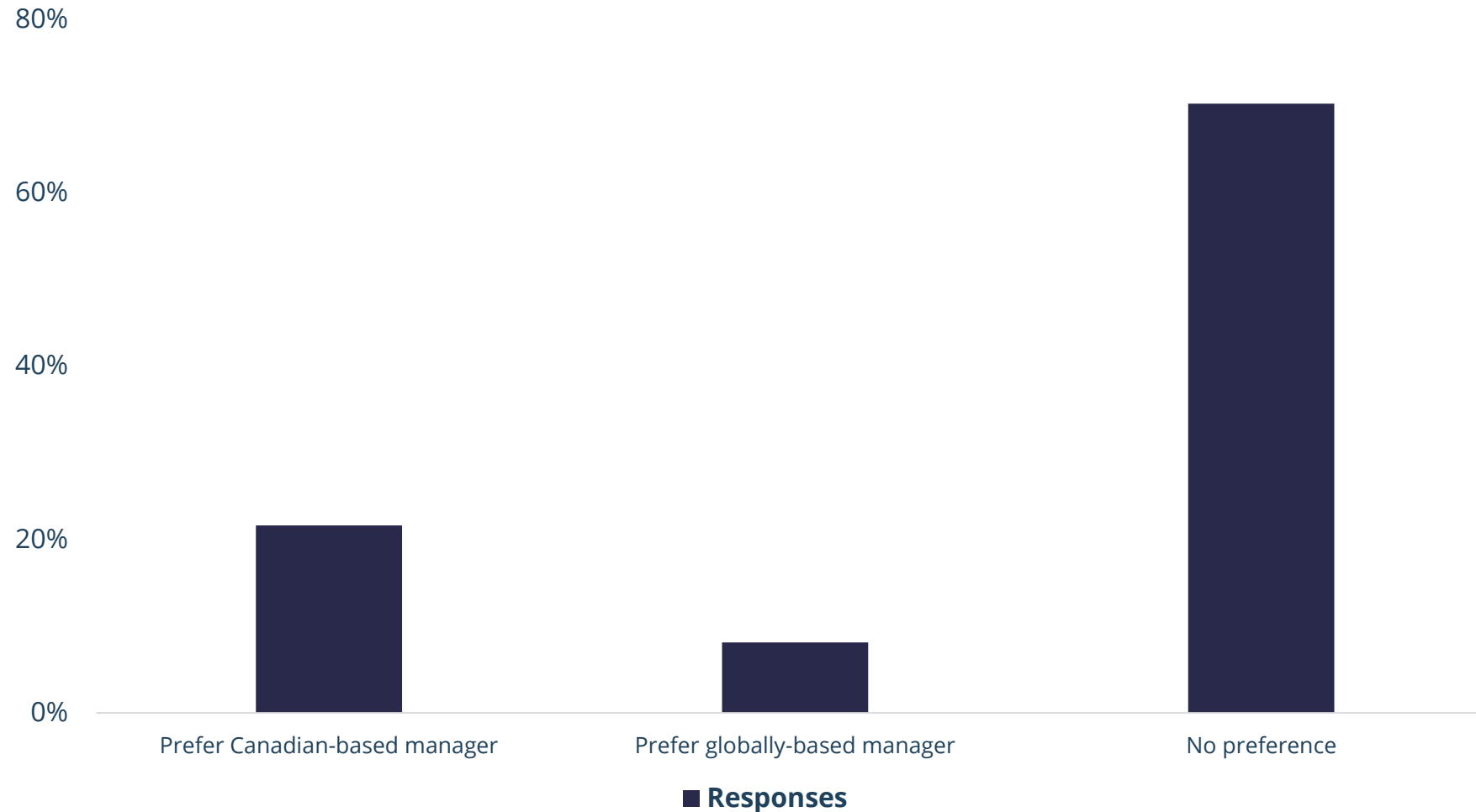
Only answer this question if you selected Increase Allocations as your previous answer}If you are planning to allocate, what alternative fund structures do you anticipate allocating to?



What compensation structure do you prefer for alternative investment funds?

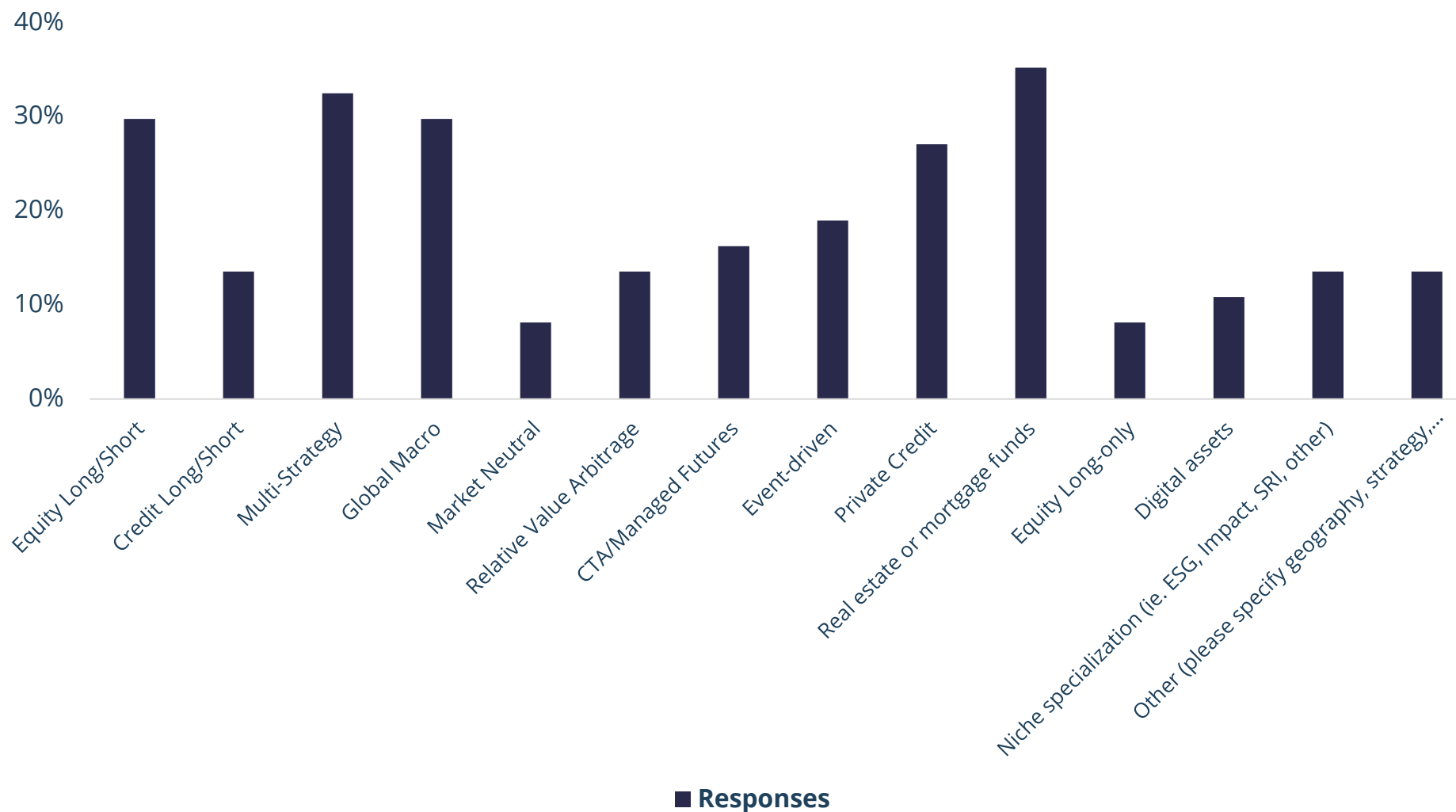


Do you have a preference between Canadian or globally-domiciled alternative fund managers?

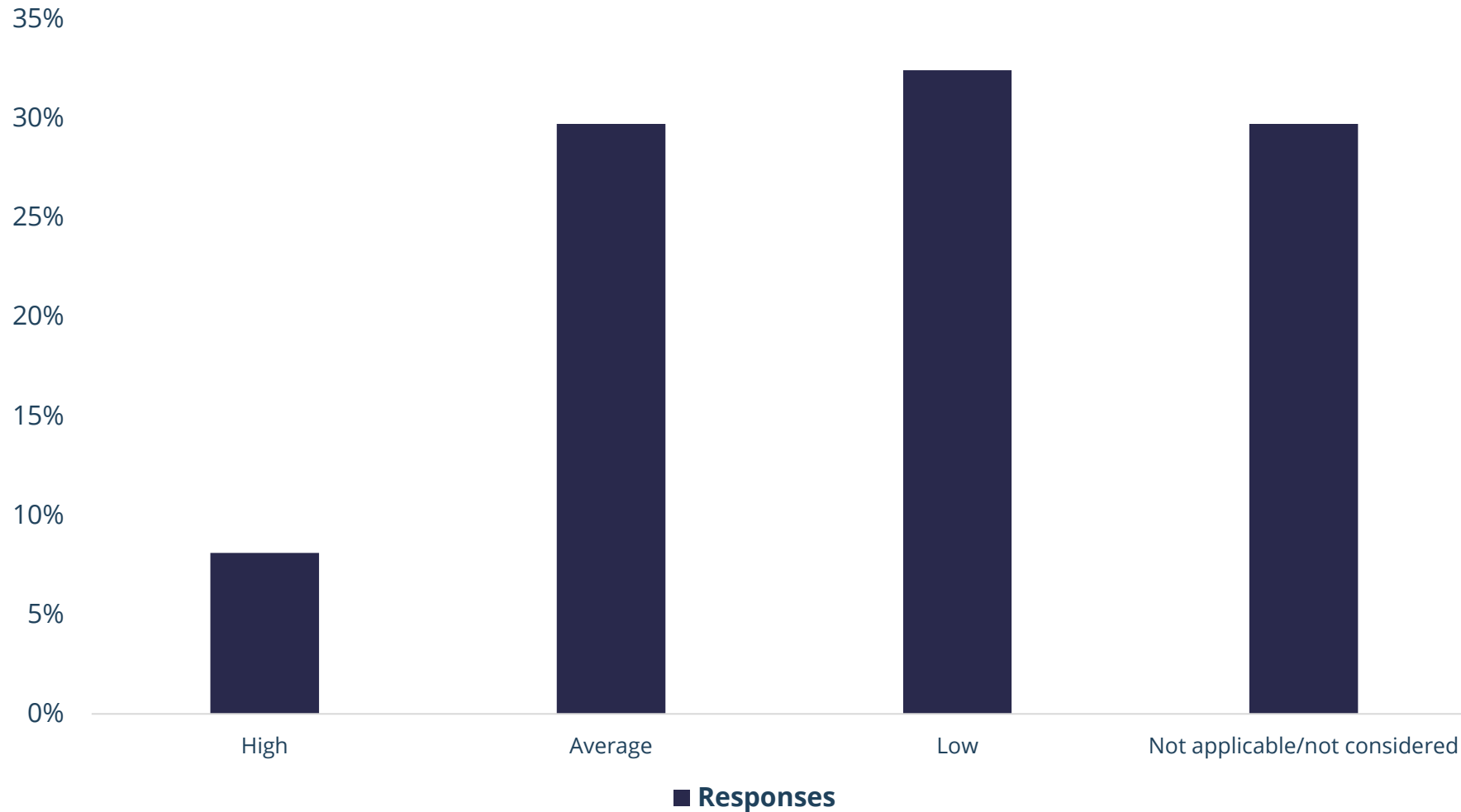


What alternative investment fund product would you like to see launched or available in Canada? (select all that apply)

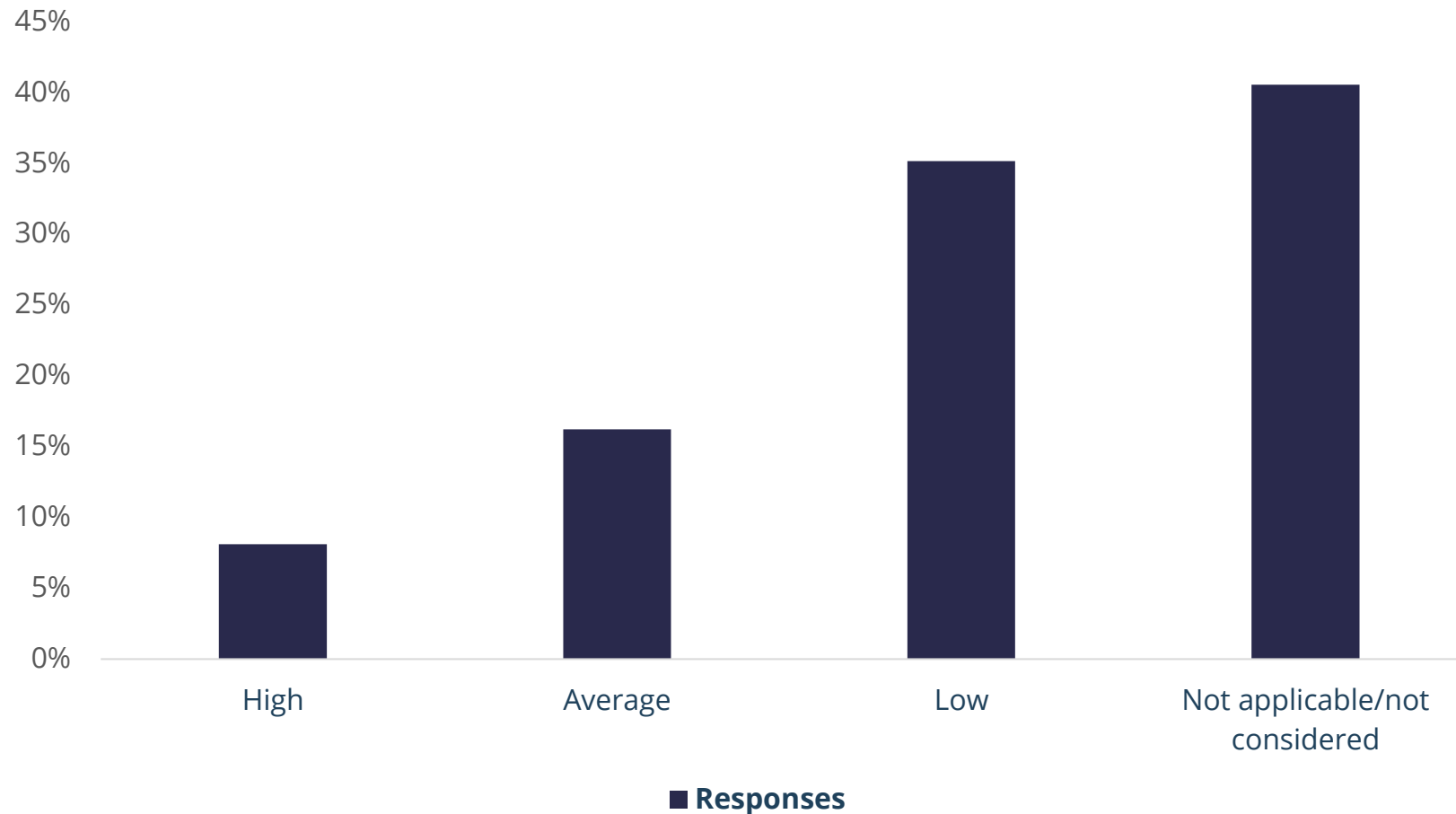
AIMA



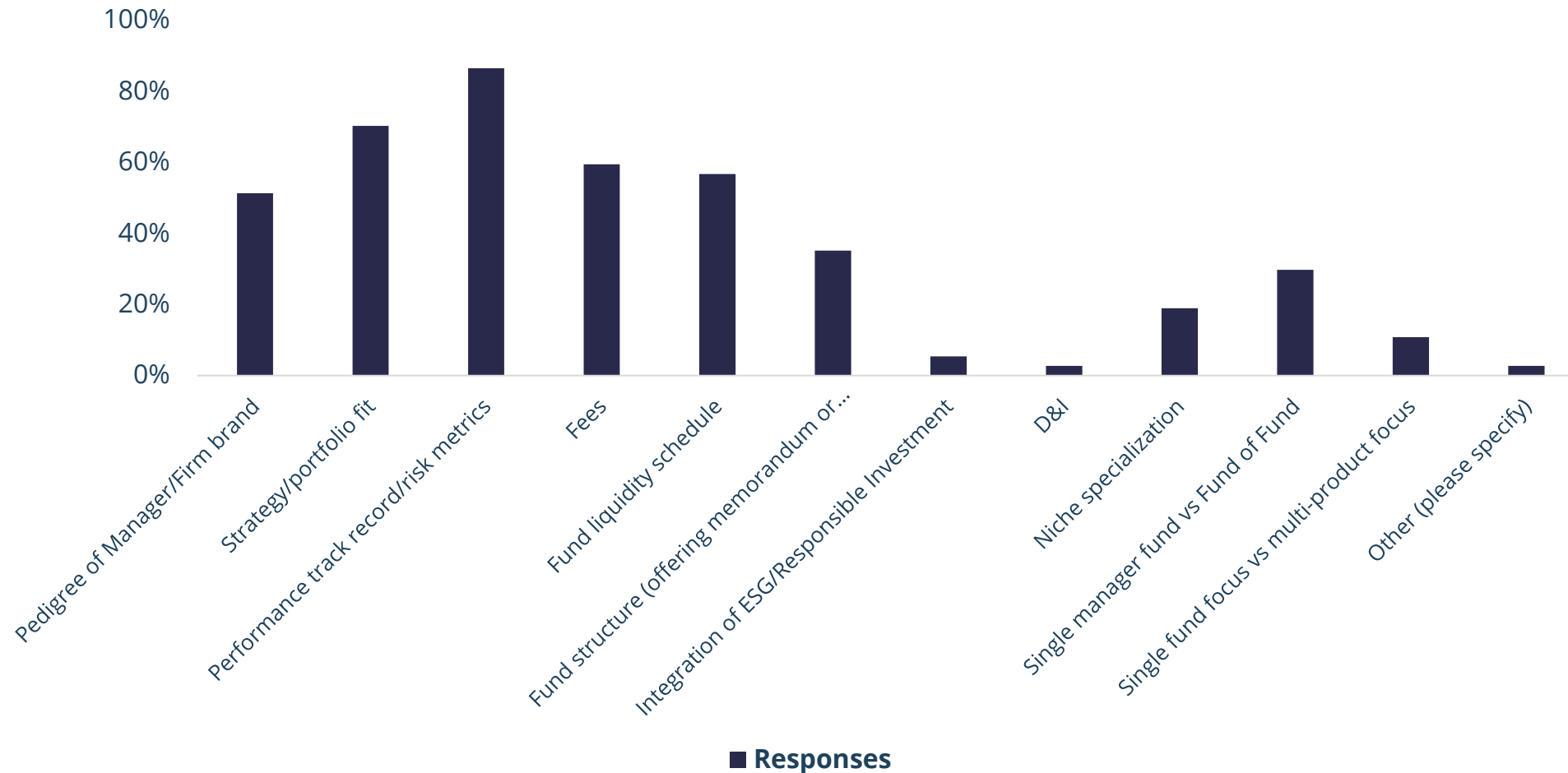
How important is ESG-integration or Responsible Investment framework in an alternative fund when considering allocations?



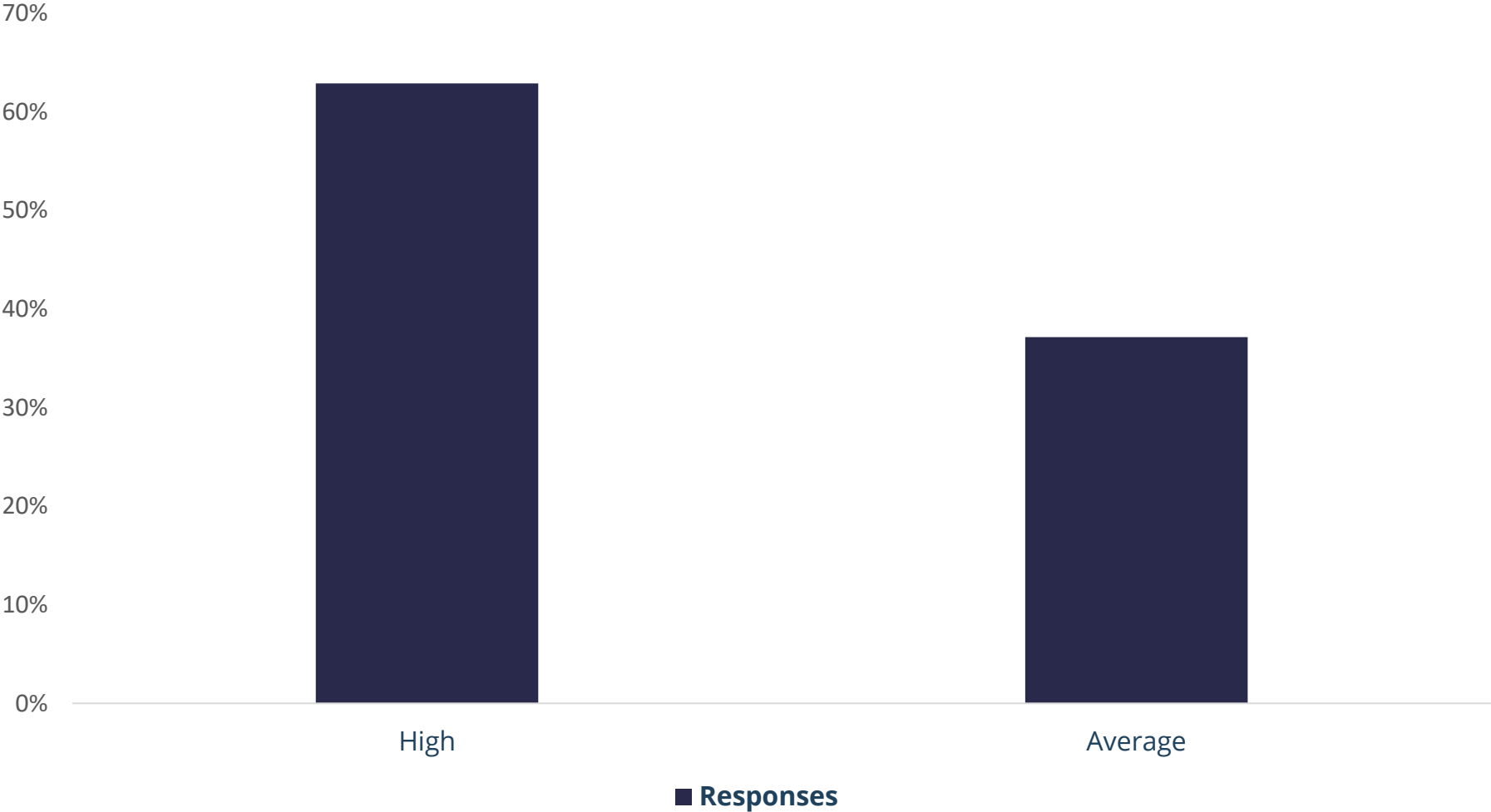
How important is diversity and inclusion in an alternative fund management team or investment policy when considering allocations?



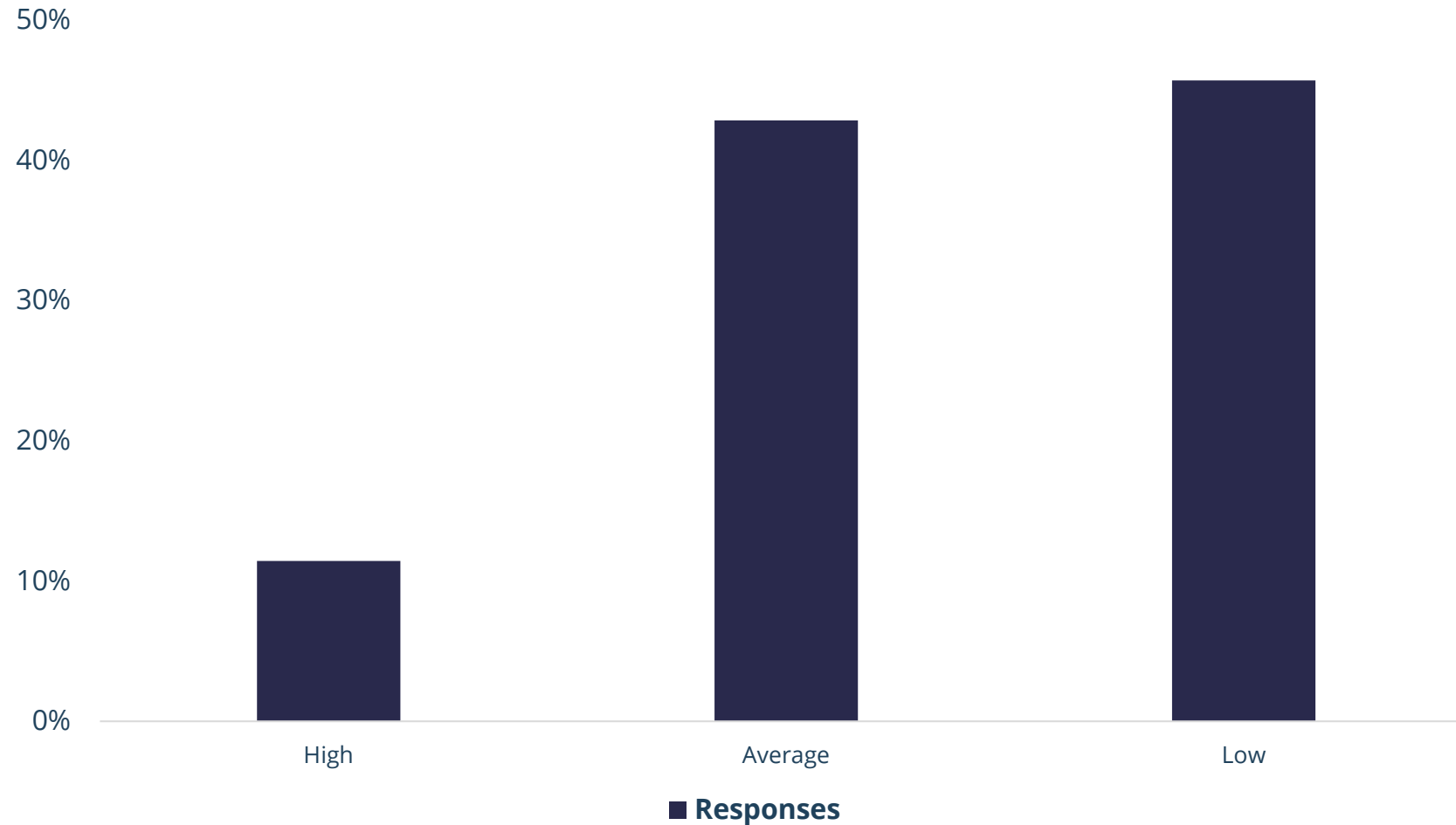
What are the most important factors when considering an allocation to an alternative fund? (select all that apply)



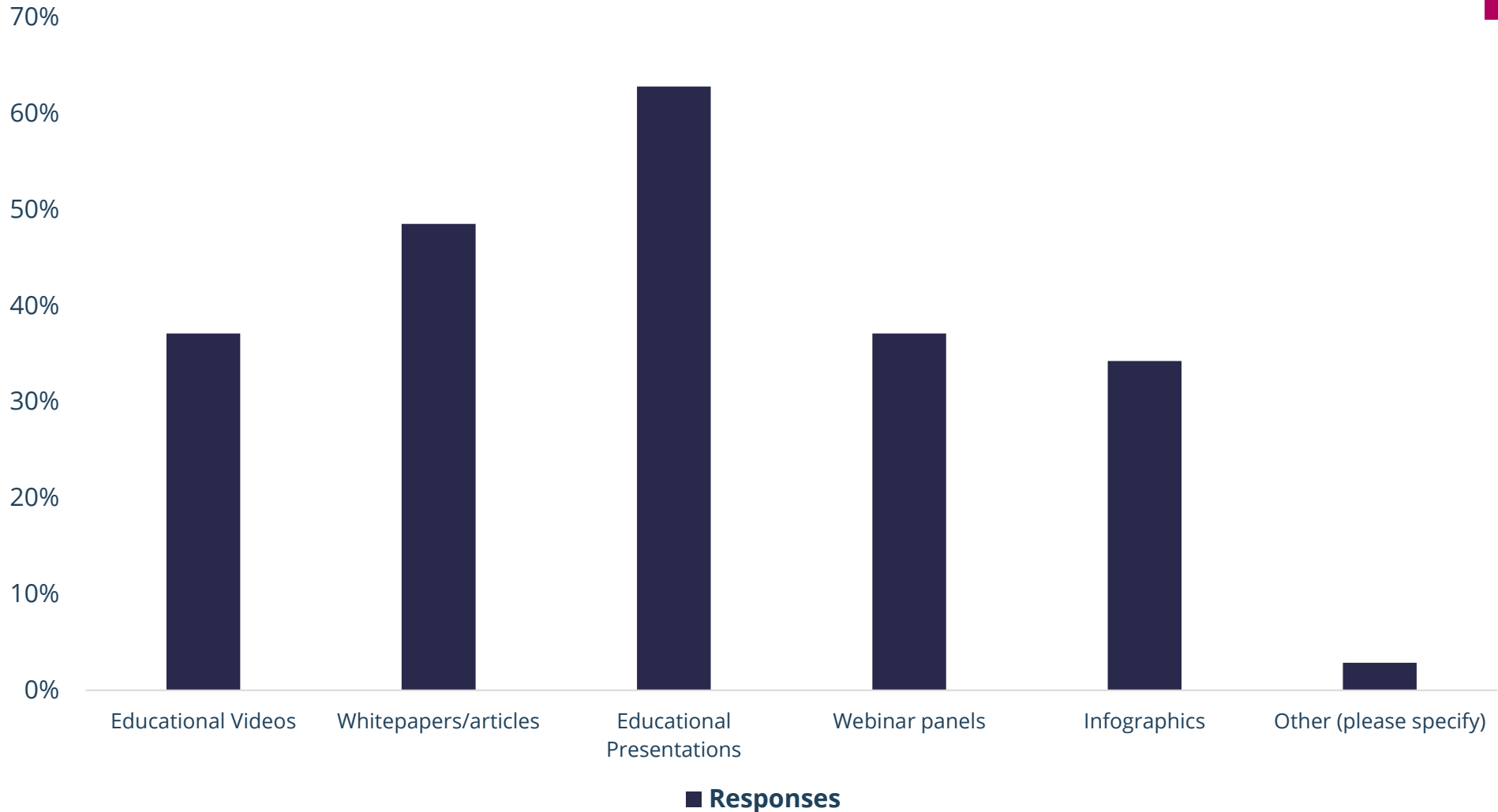
What is your level of understanding regarding alternative investment funds?



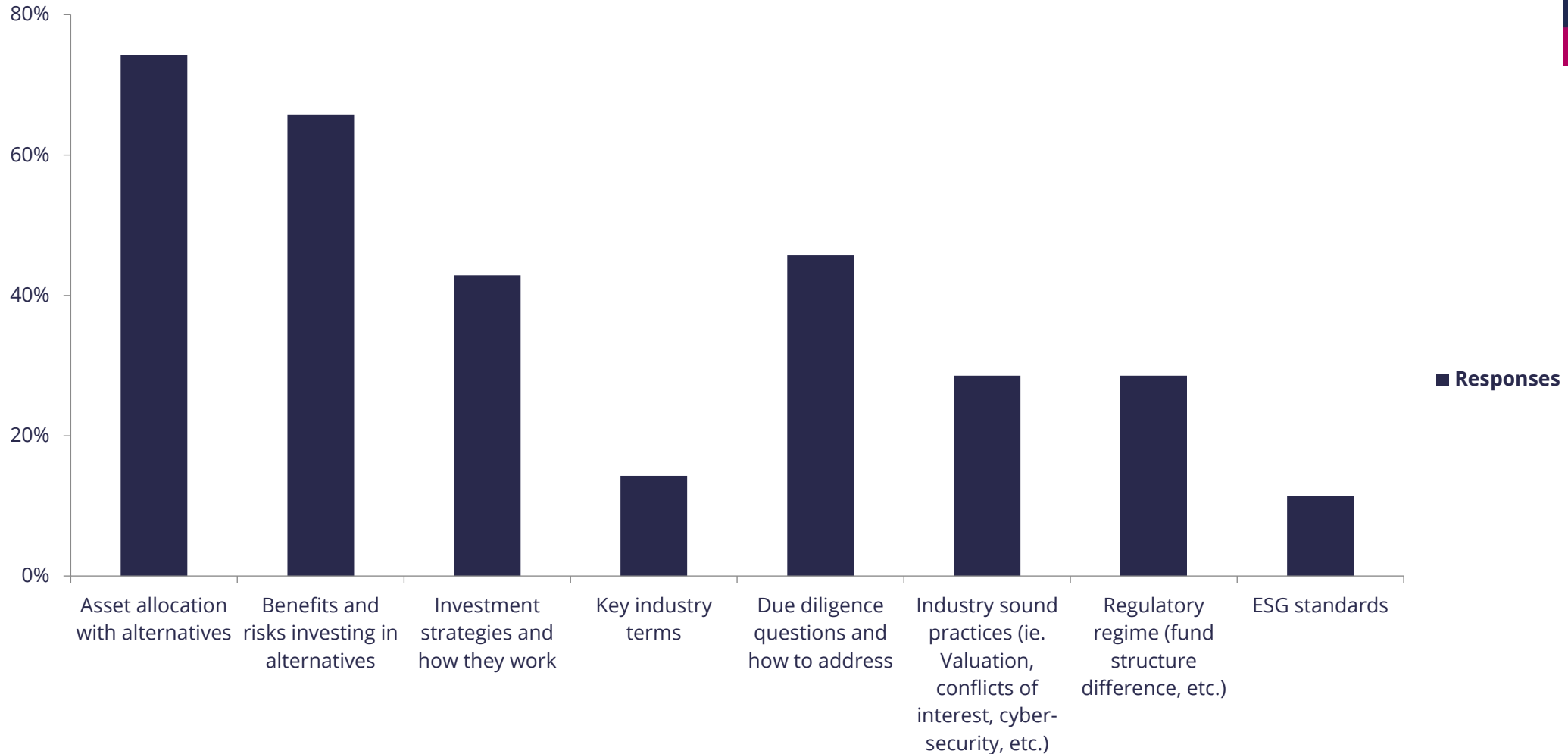
What is your investor clients' level of understanding regarding alternative funds?



What resources would best satisfy the educational needs for yourself and your investor clients on alternative investment funds? (select all that apply)



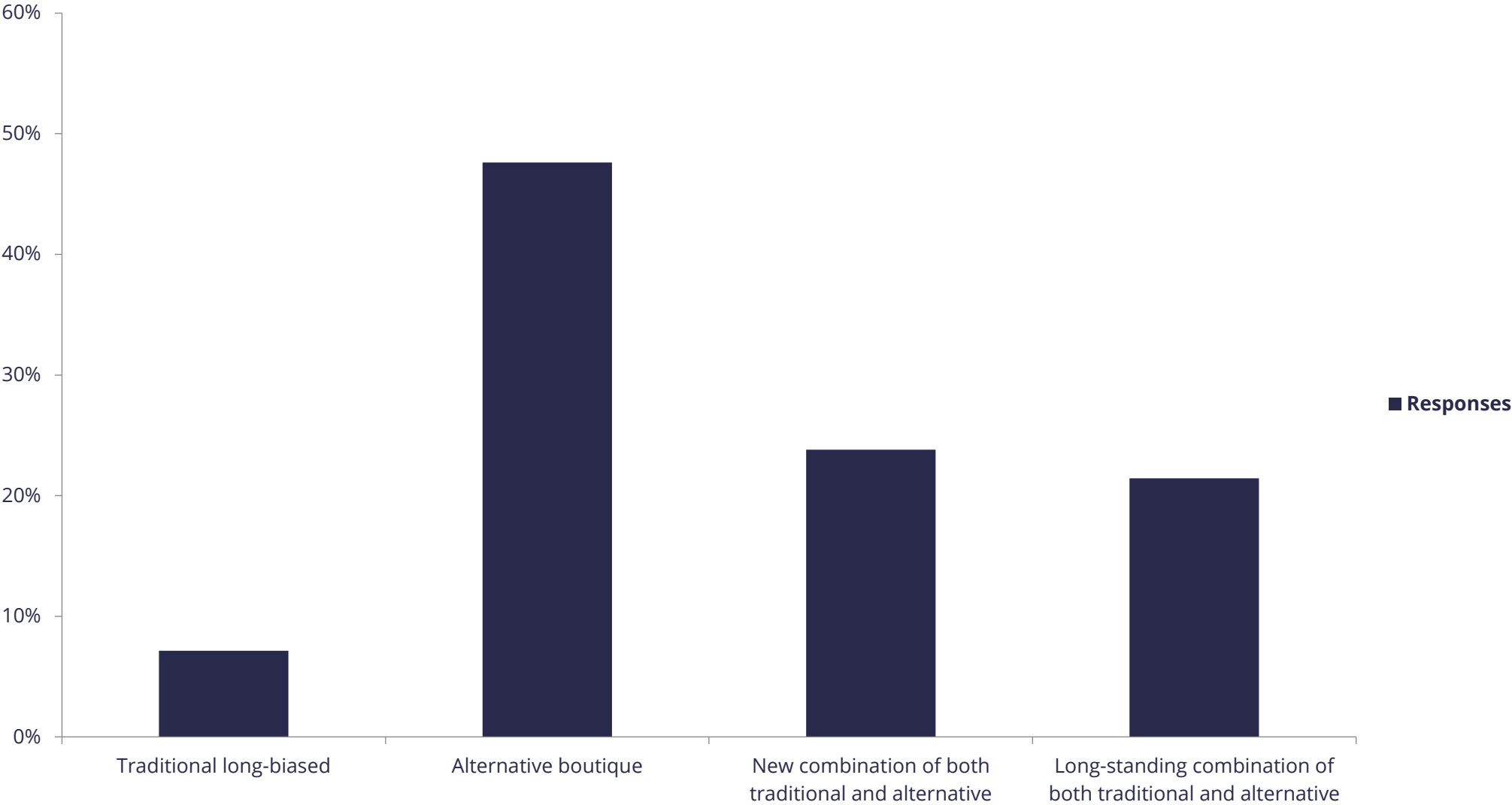
What educational topics would be useful regarding alternatives? (select all that apply)



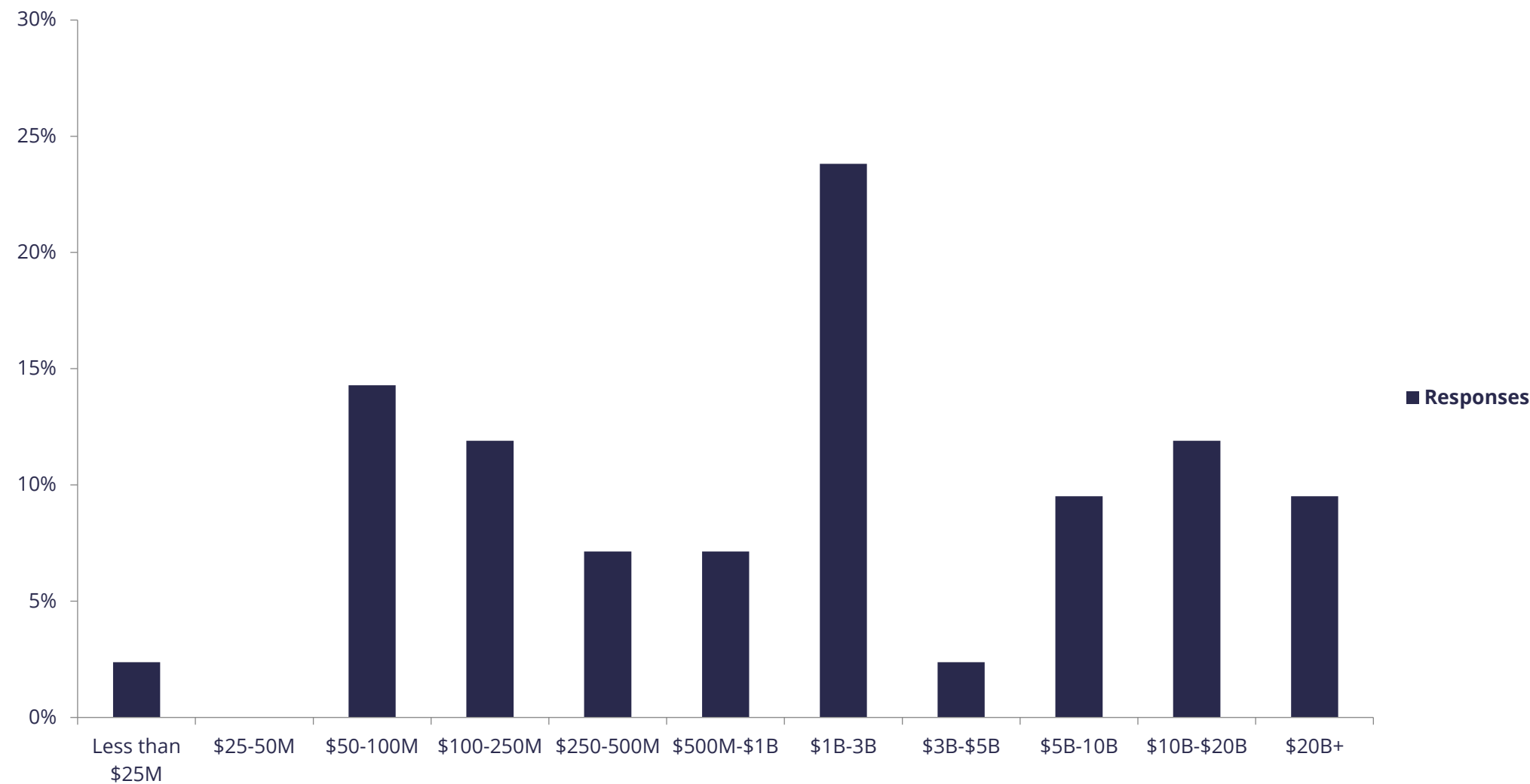


**FUND
MANUFACTURER /
INVESTMENT
FUND MANAGER**

What type of fund manager/manufacturer do you typically consider your firm to be?

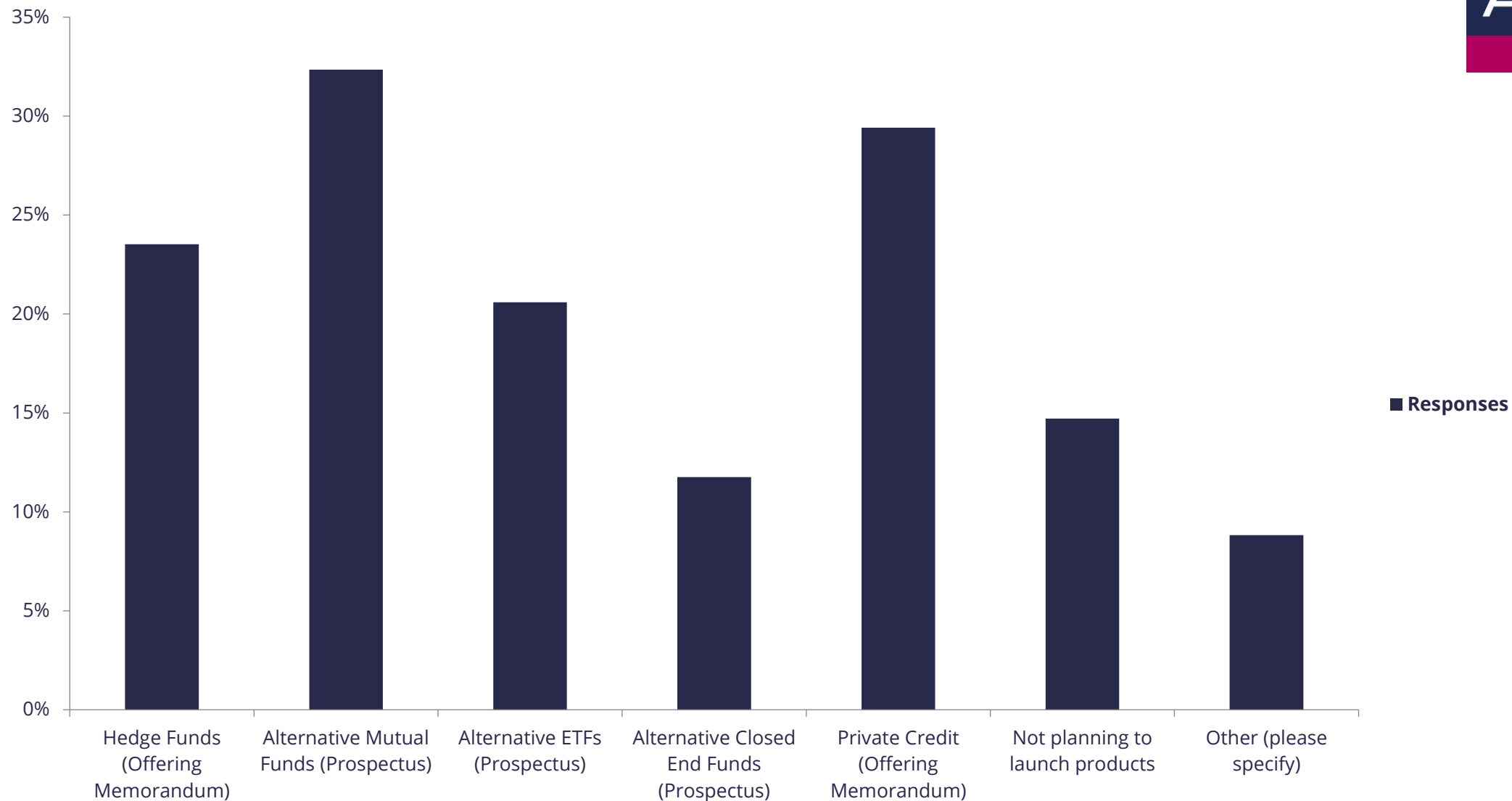


What is the size of your firm's total AUM?

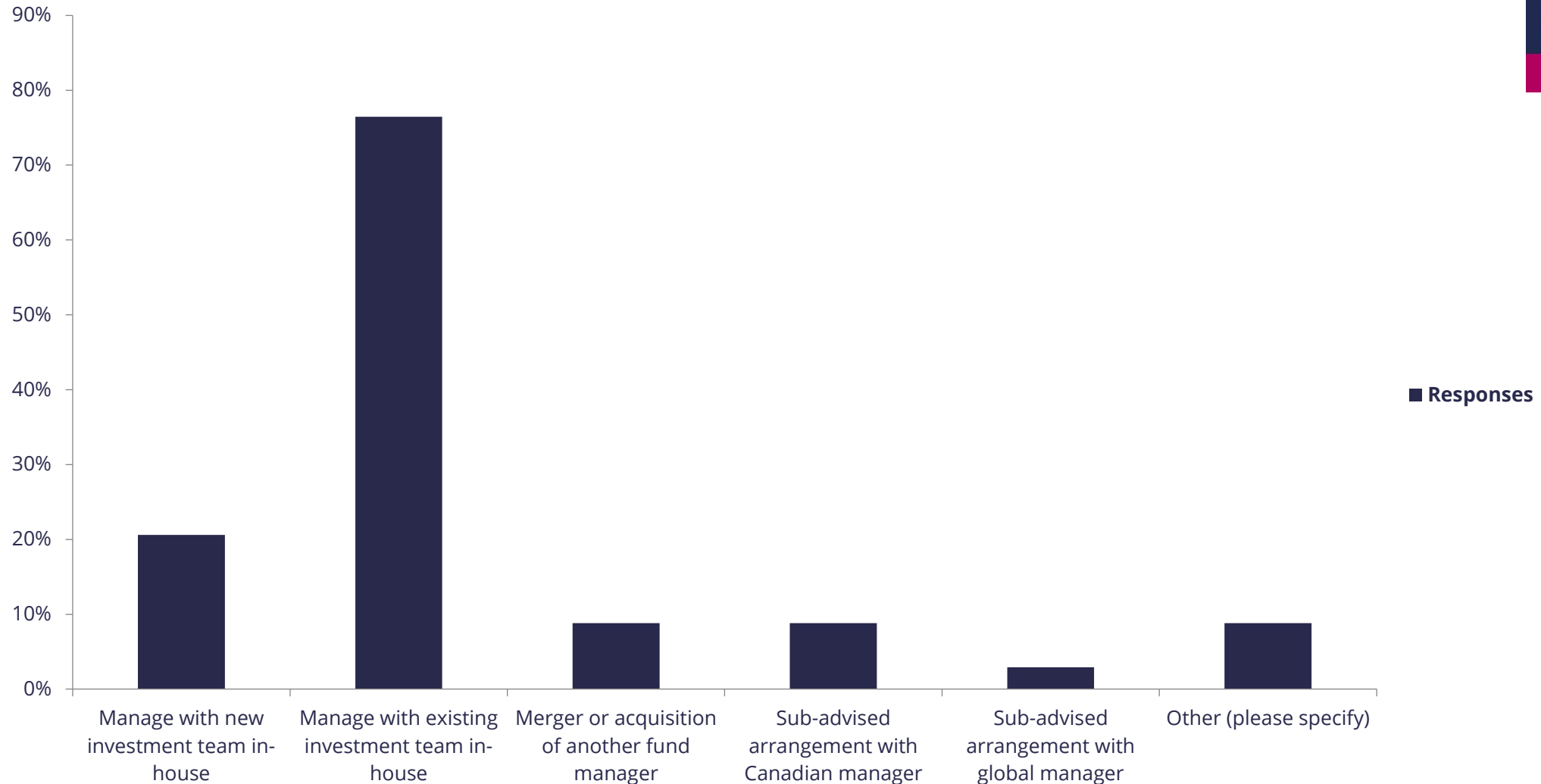


What alternative investment funds structures do you plan on launching in the next 12 months?

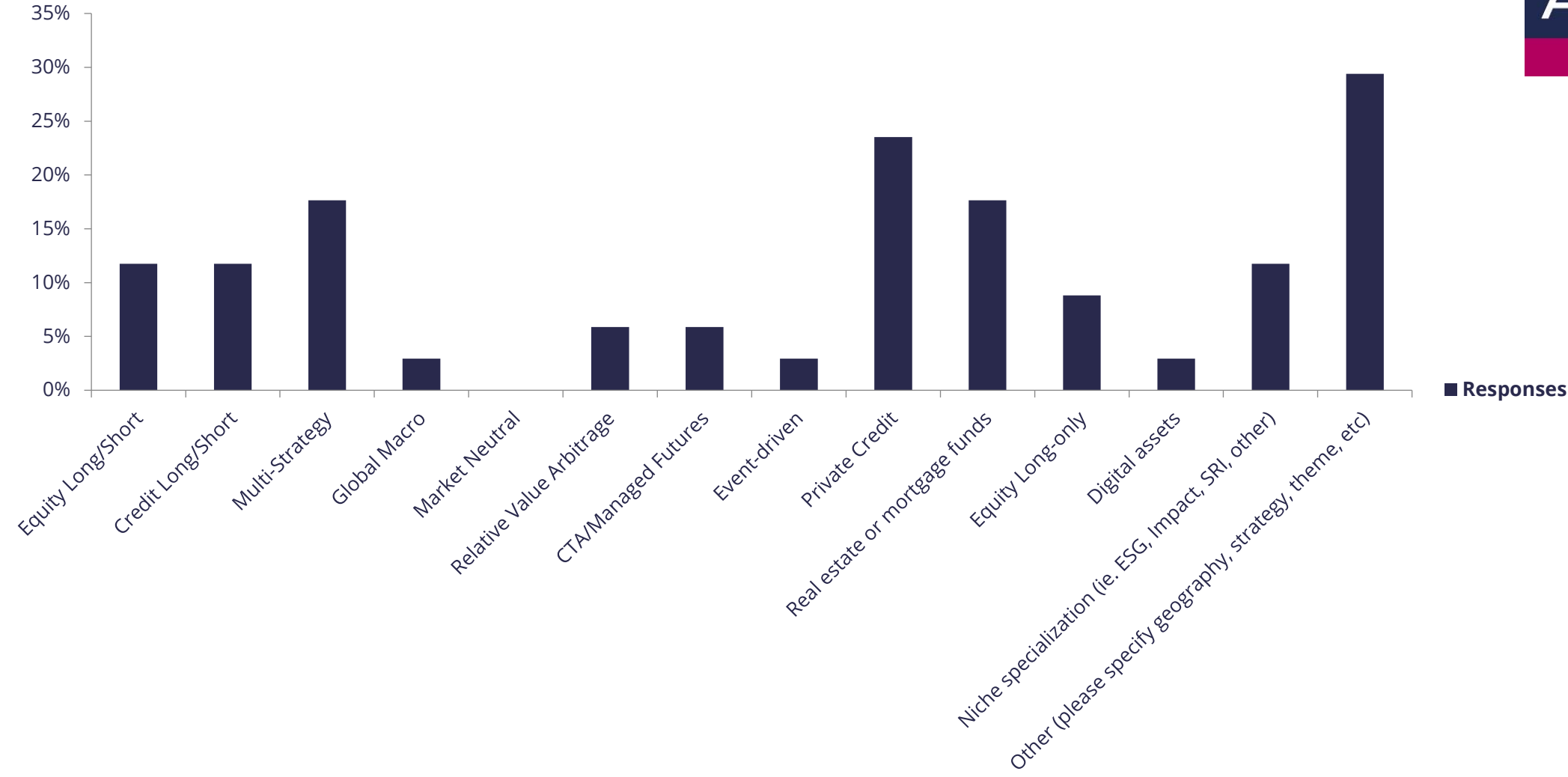
AIMA



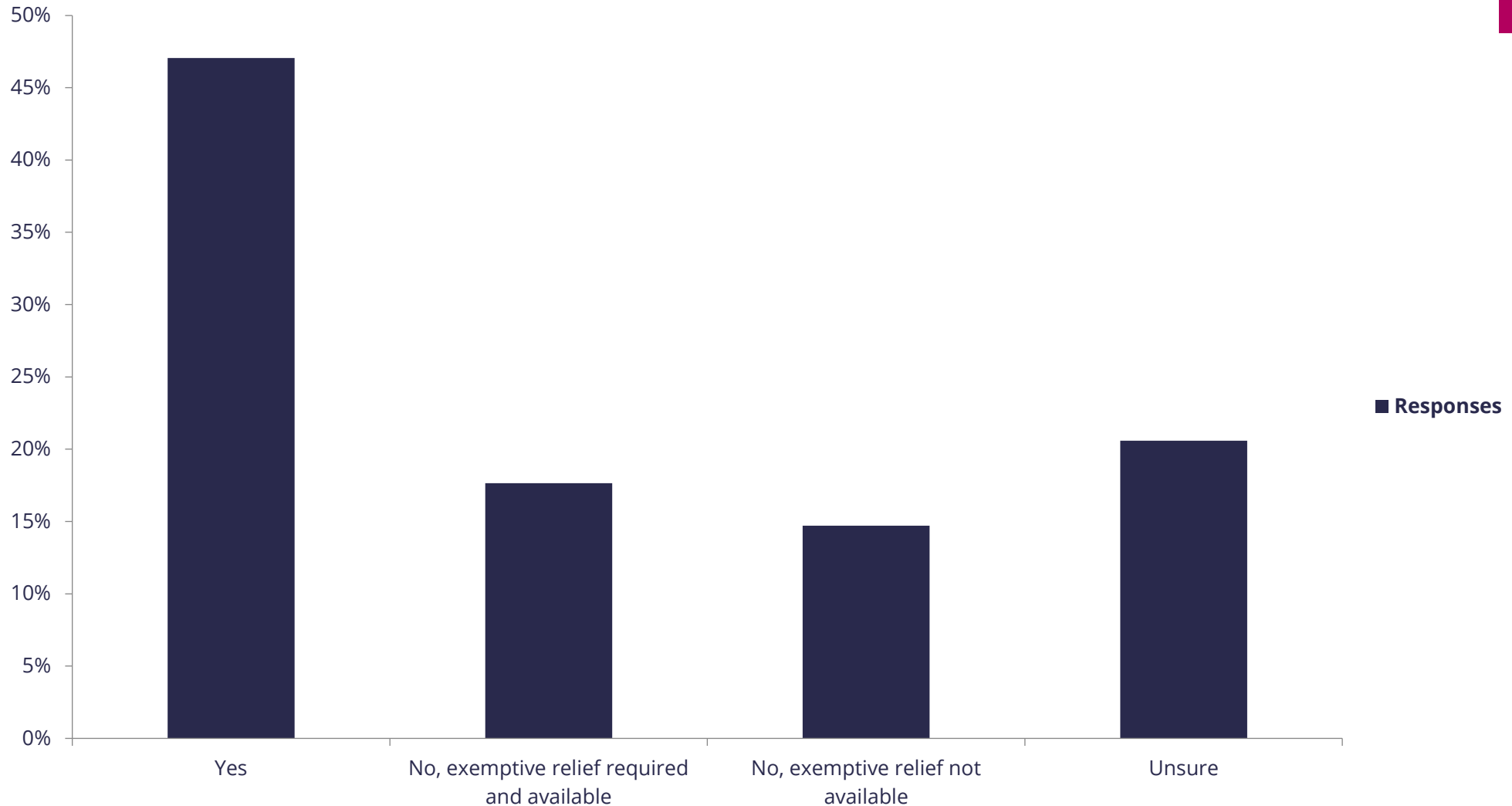
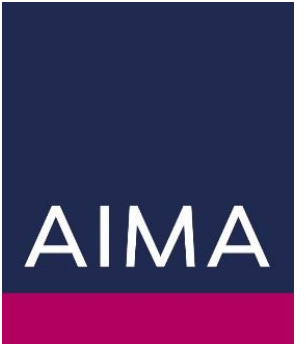
With new alternative product launches, how do you anticipate managing them? (select all that apply)



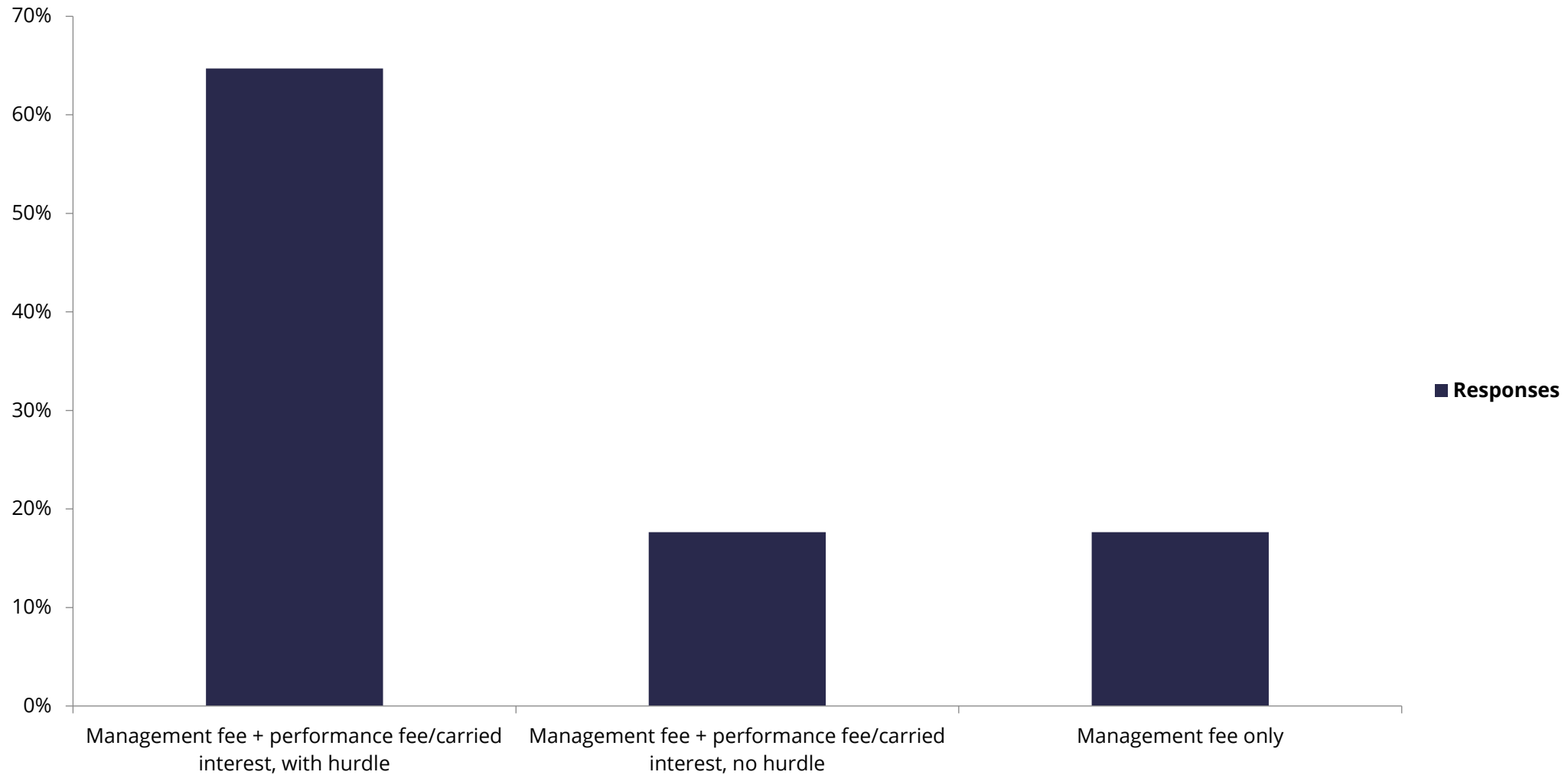
What types of alternative strategies do you anticipate launching? (select all that apply)



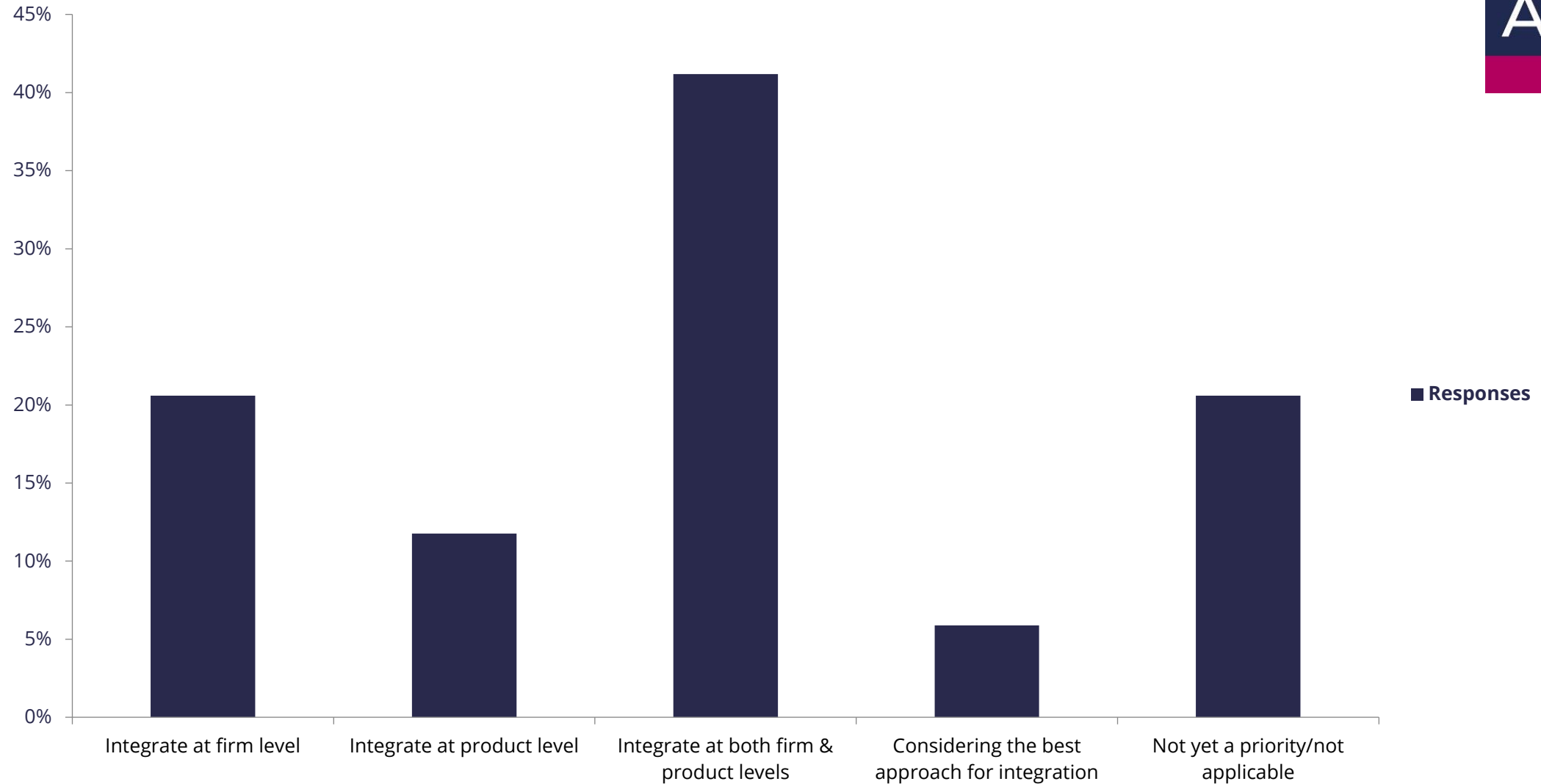
Do the NI 81-102 investment restrictions and practices applicable to alternative mutual funds/ETFs generally fit your investment strategies?



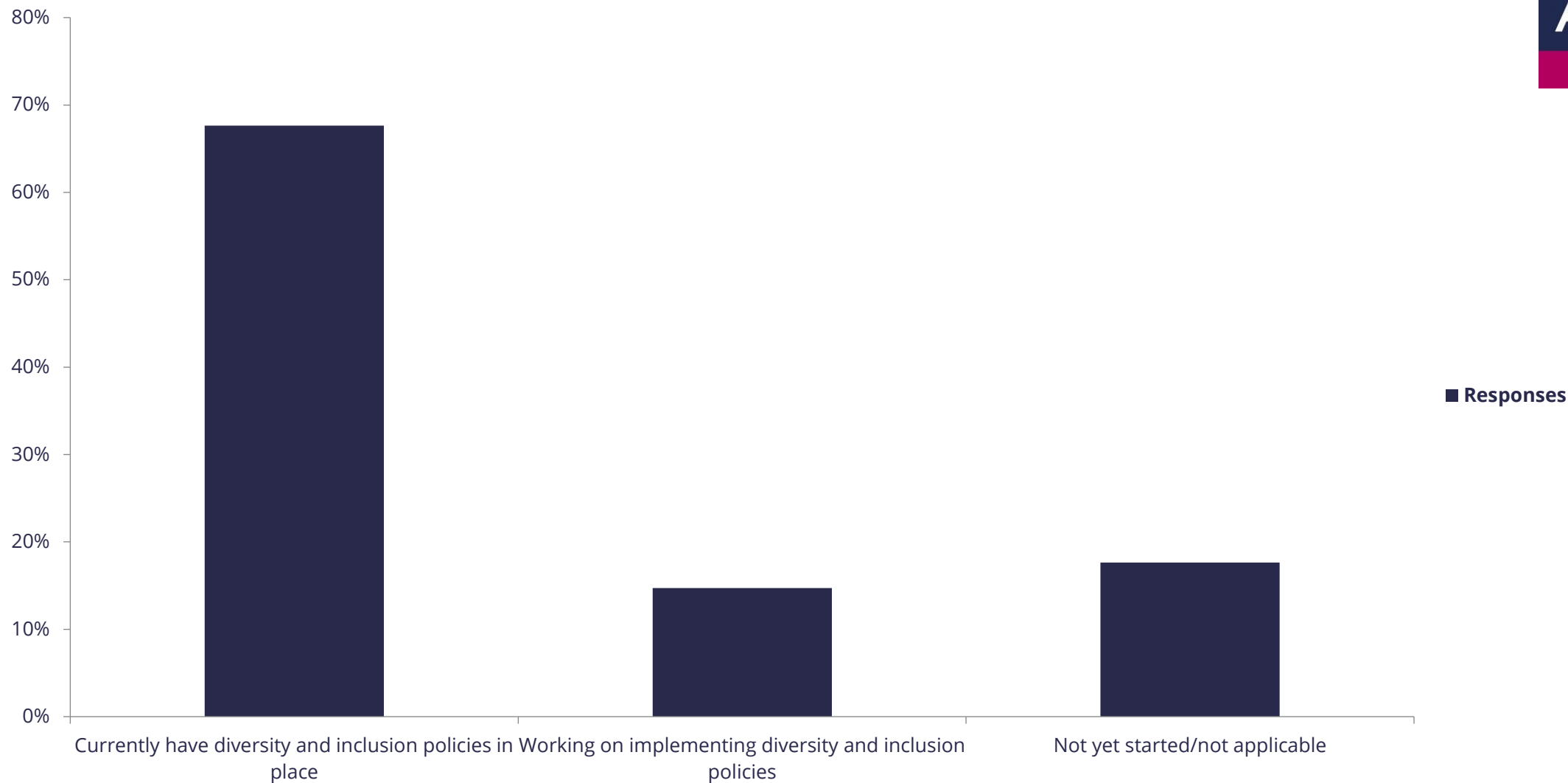
What compensation structure do you prefer for alternative funds?



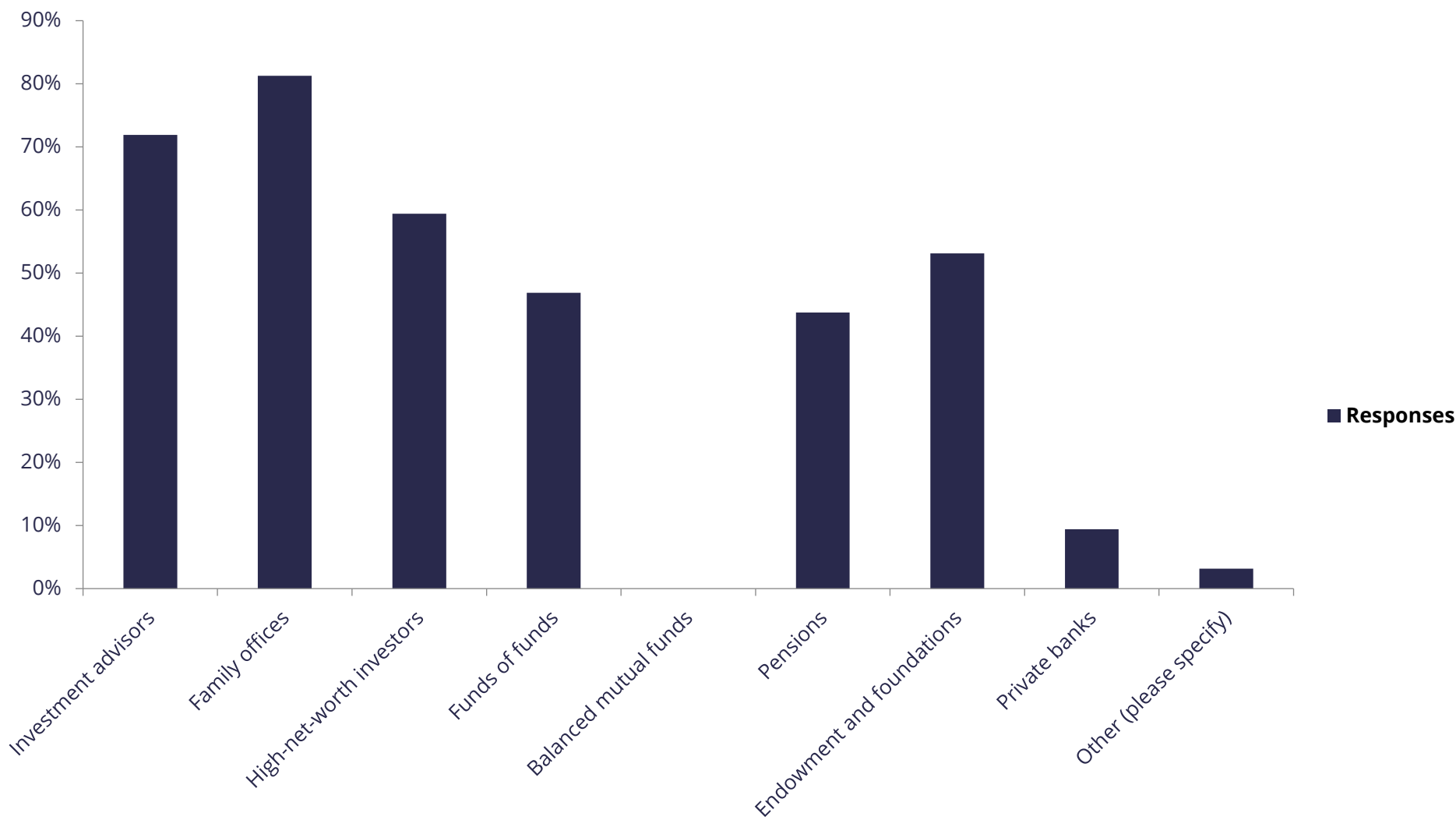
What is your firm's approach to ESG & Responsible Investment policies & practices?



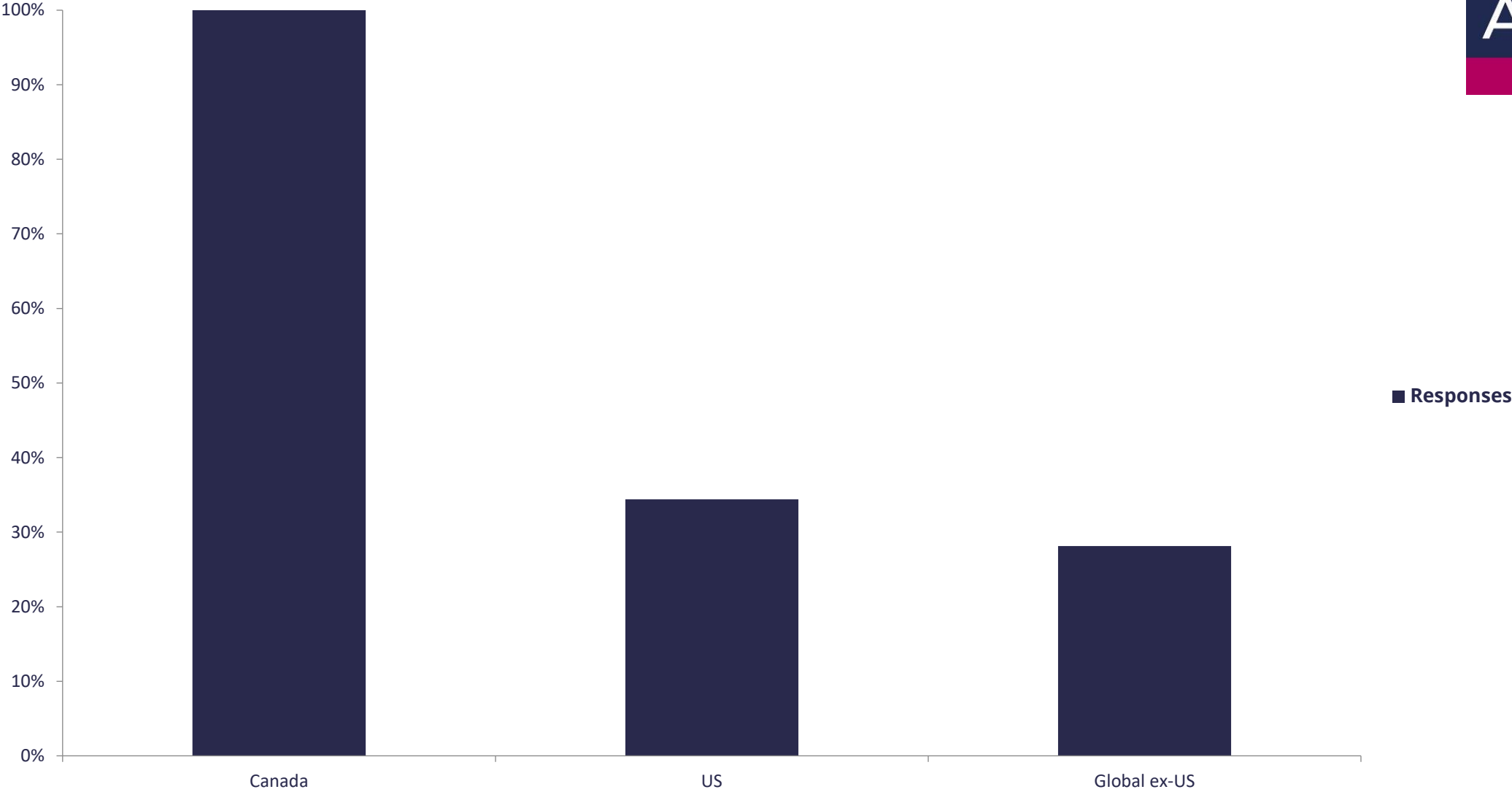
What is your firm's approach to diversity and inclusion policies and practices?



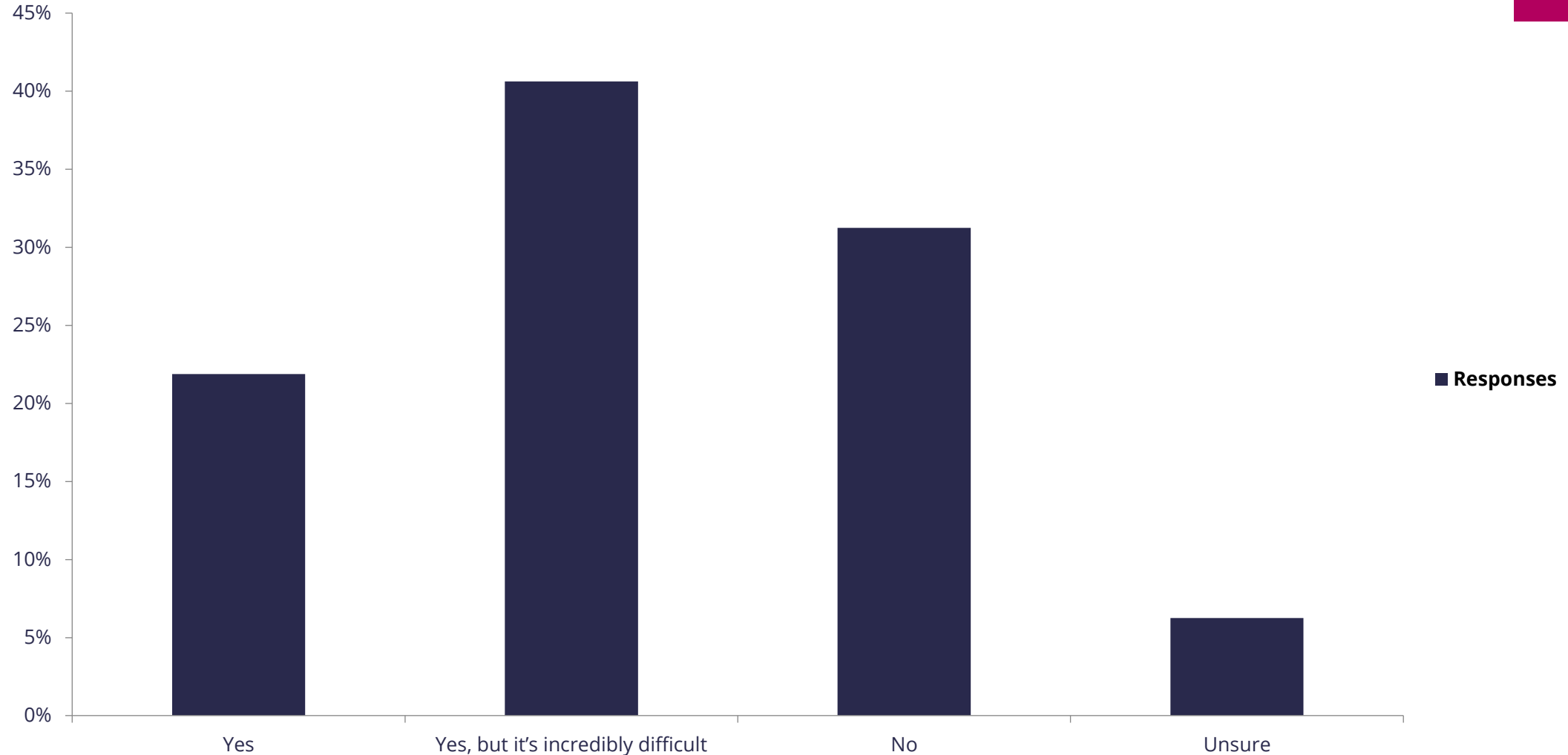
What is your primary target investor demographic for your alternative offerings? (select up to 4)



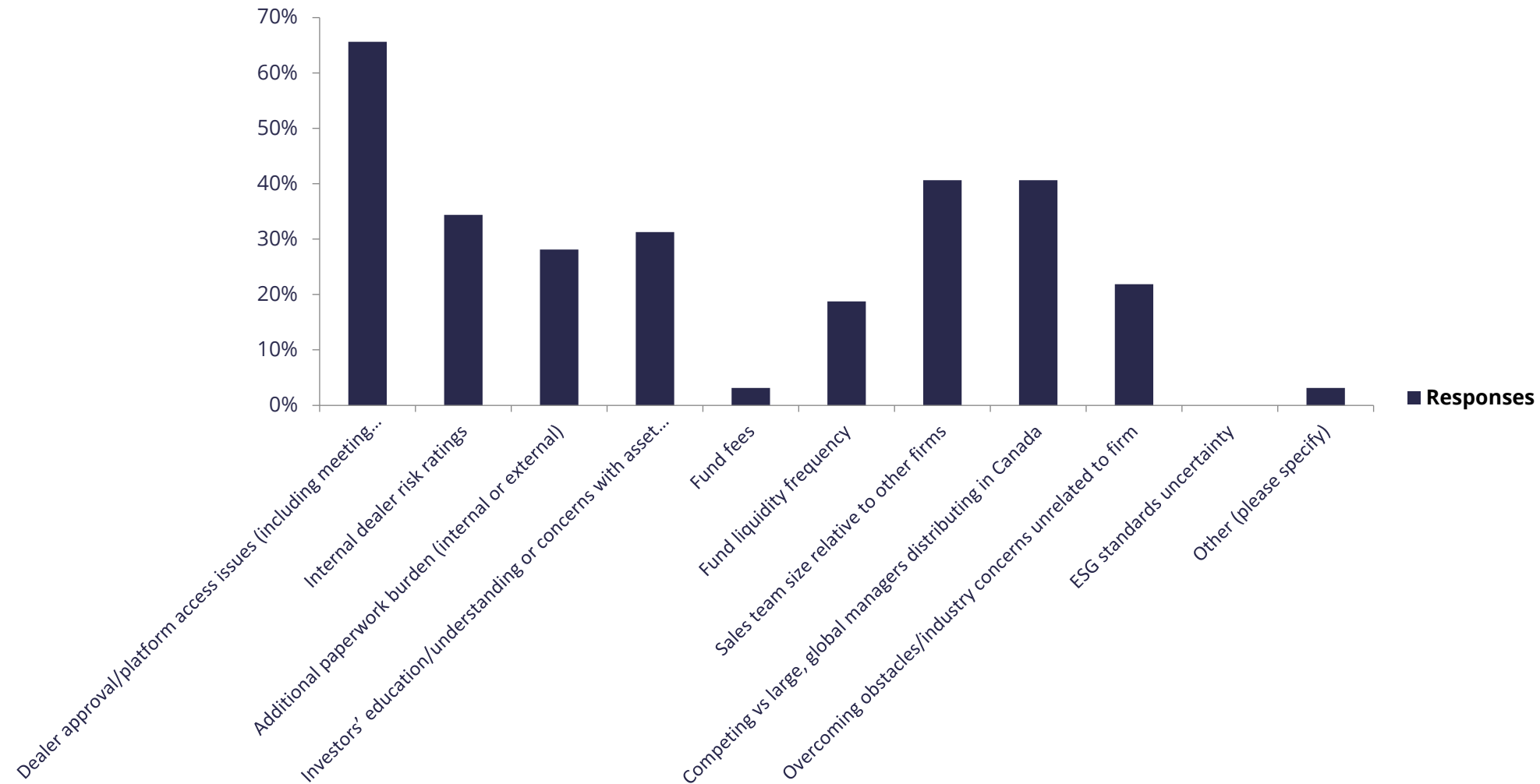
Where do you focus your distribution efforts for your alternative offerings? (select all that apply)



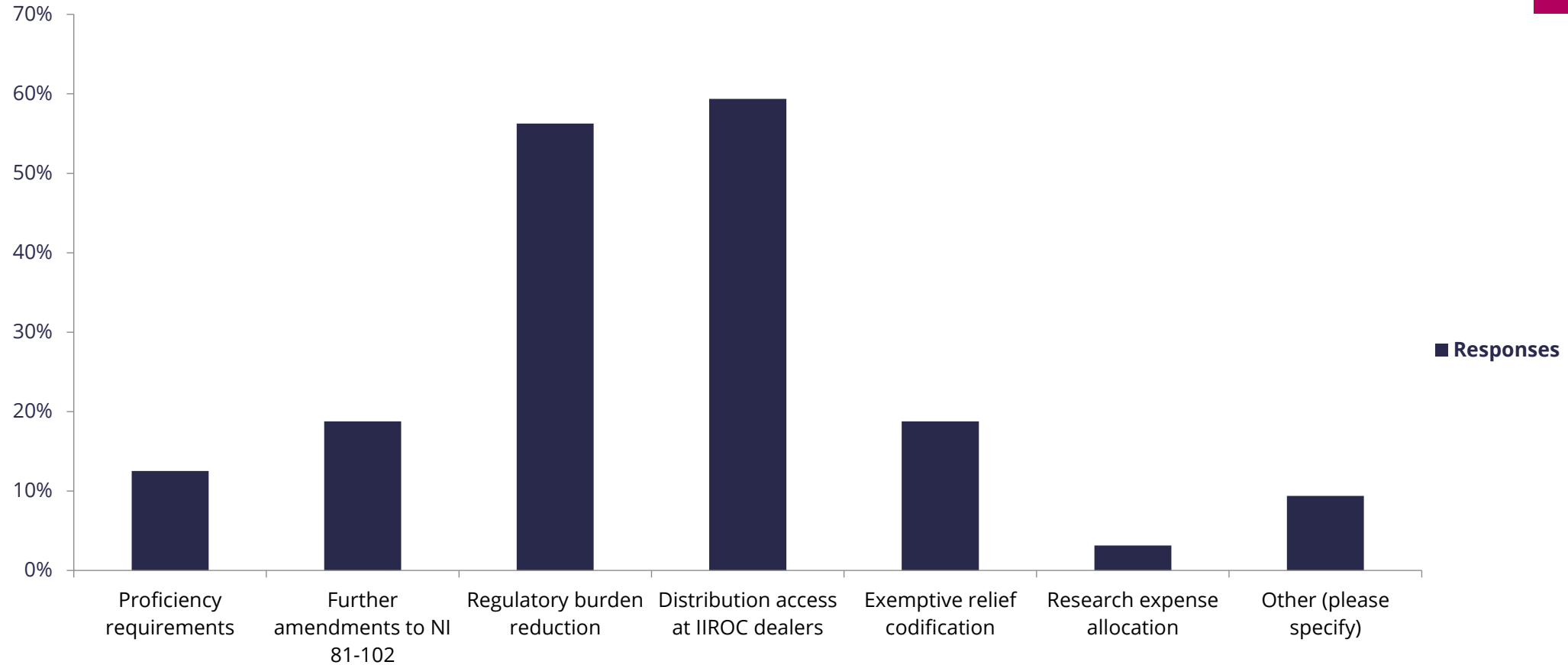
Do you feel you have an adequate distribution access to advisors and family offices to competitively sell alternative investment funds in Canada?



What are the greatest challenges you currently face when distributing to alternative funds?



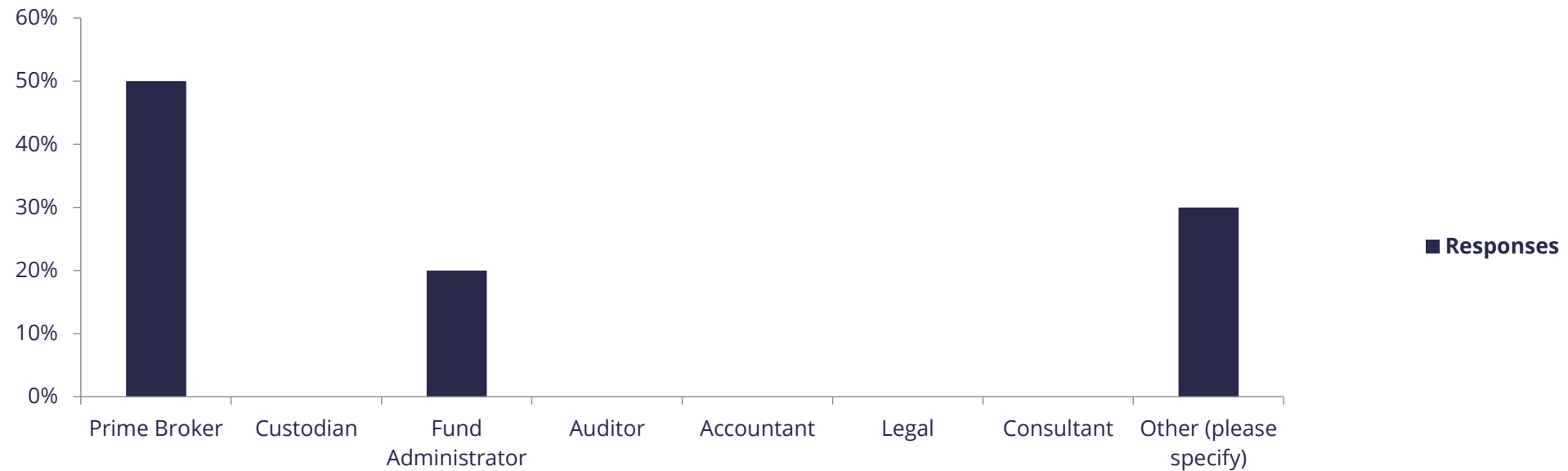
What would you like the regulators to focus on with regards to liquid and other alternative funds?



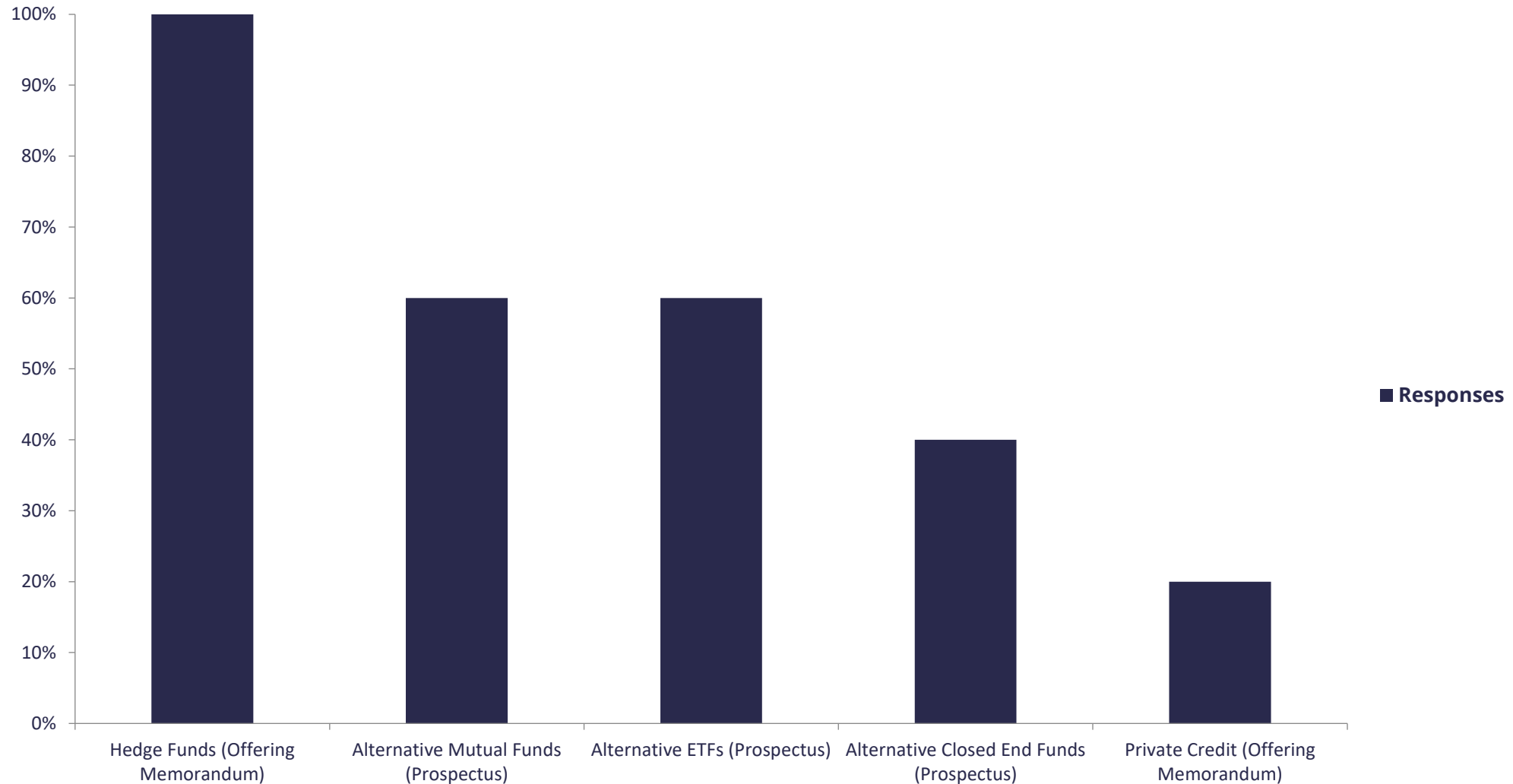


SERVICE PROVIDERS

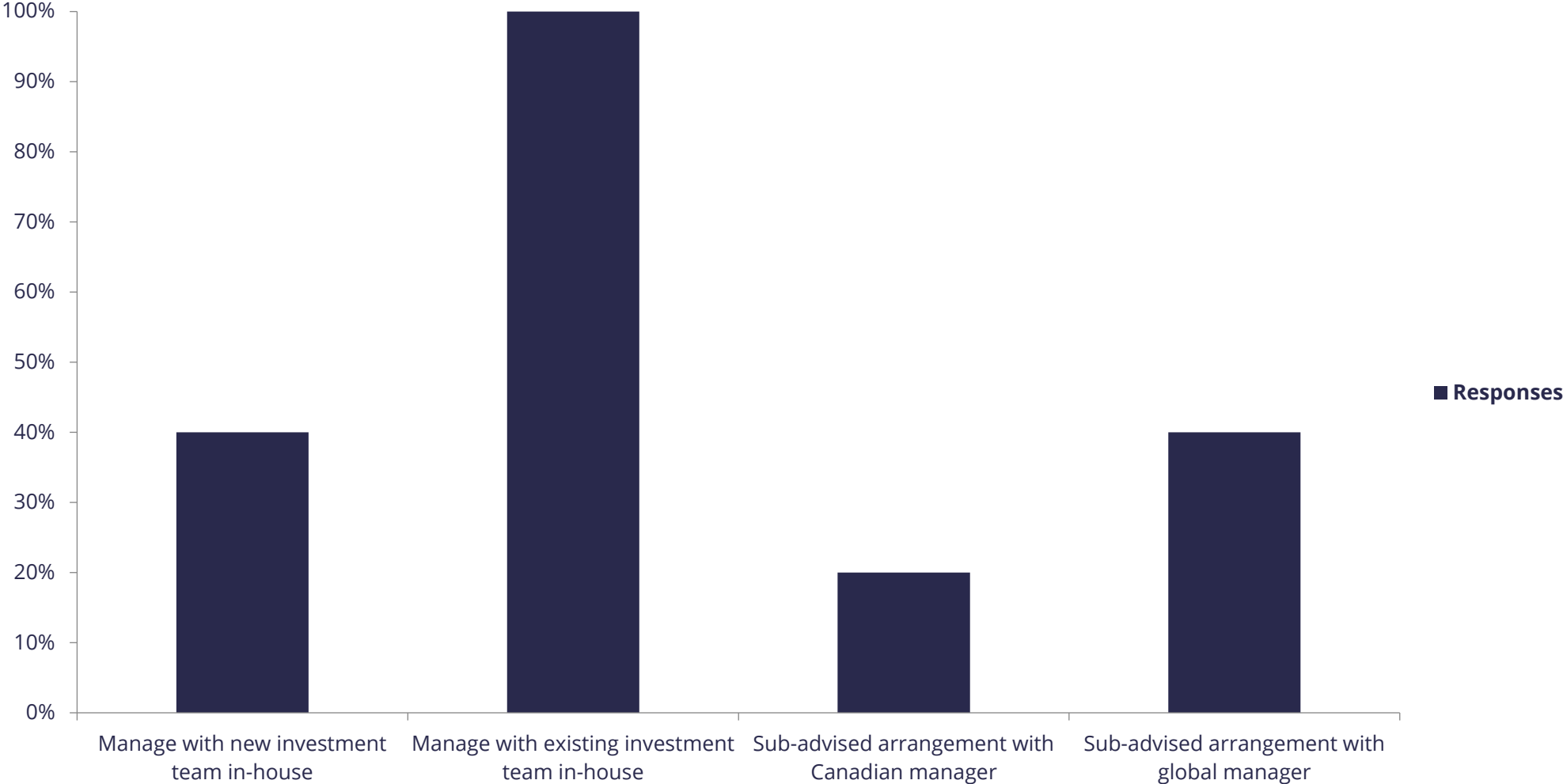
What service do you primarily provide to fund managers?



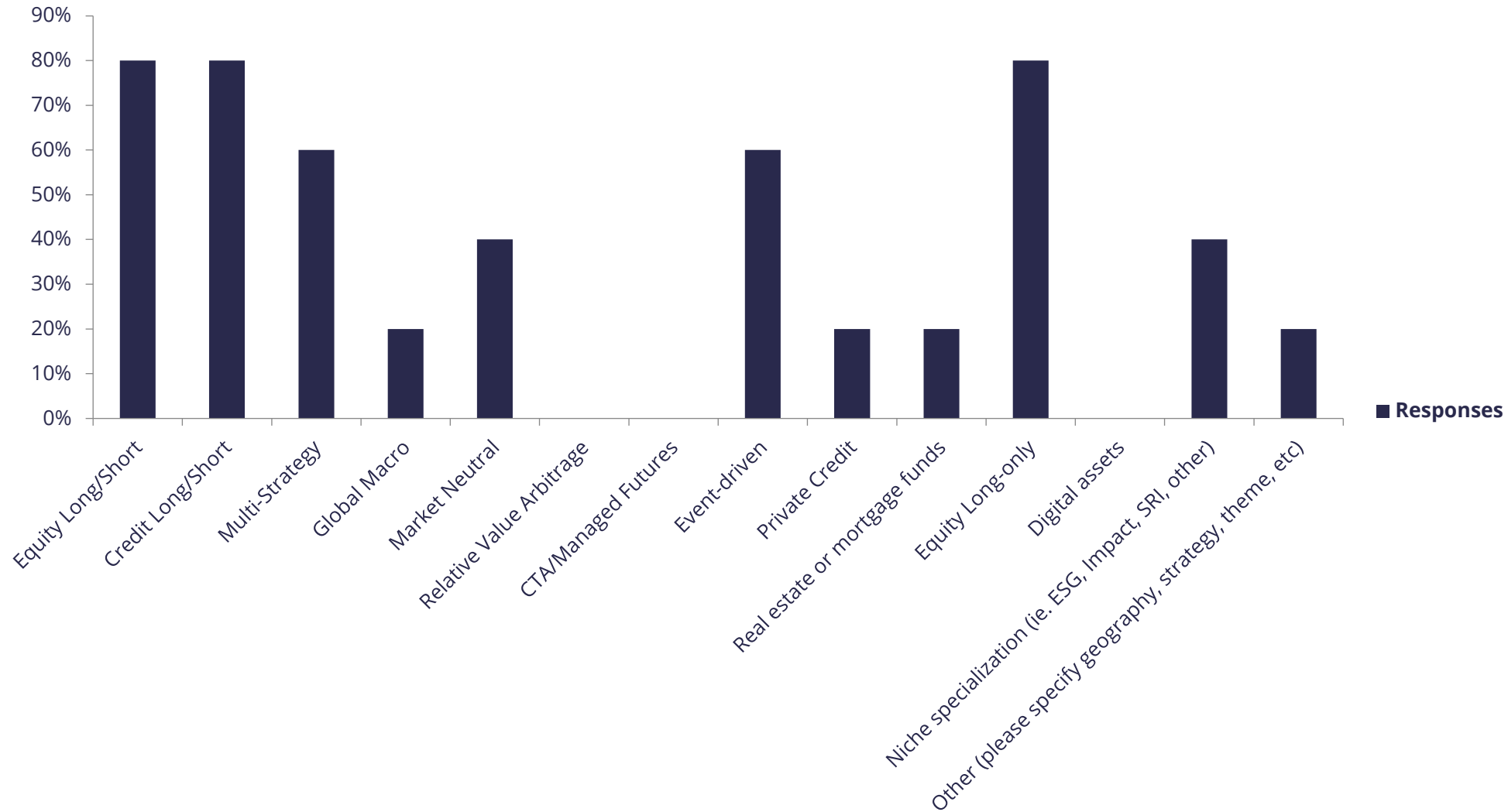
What alternative funds structures do your clients in your practice plan on launching in the next 12 months?



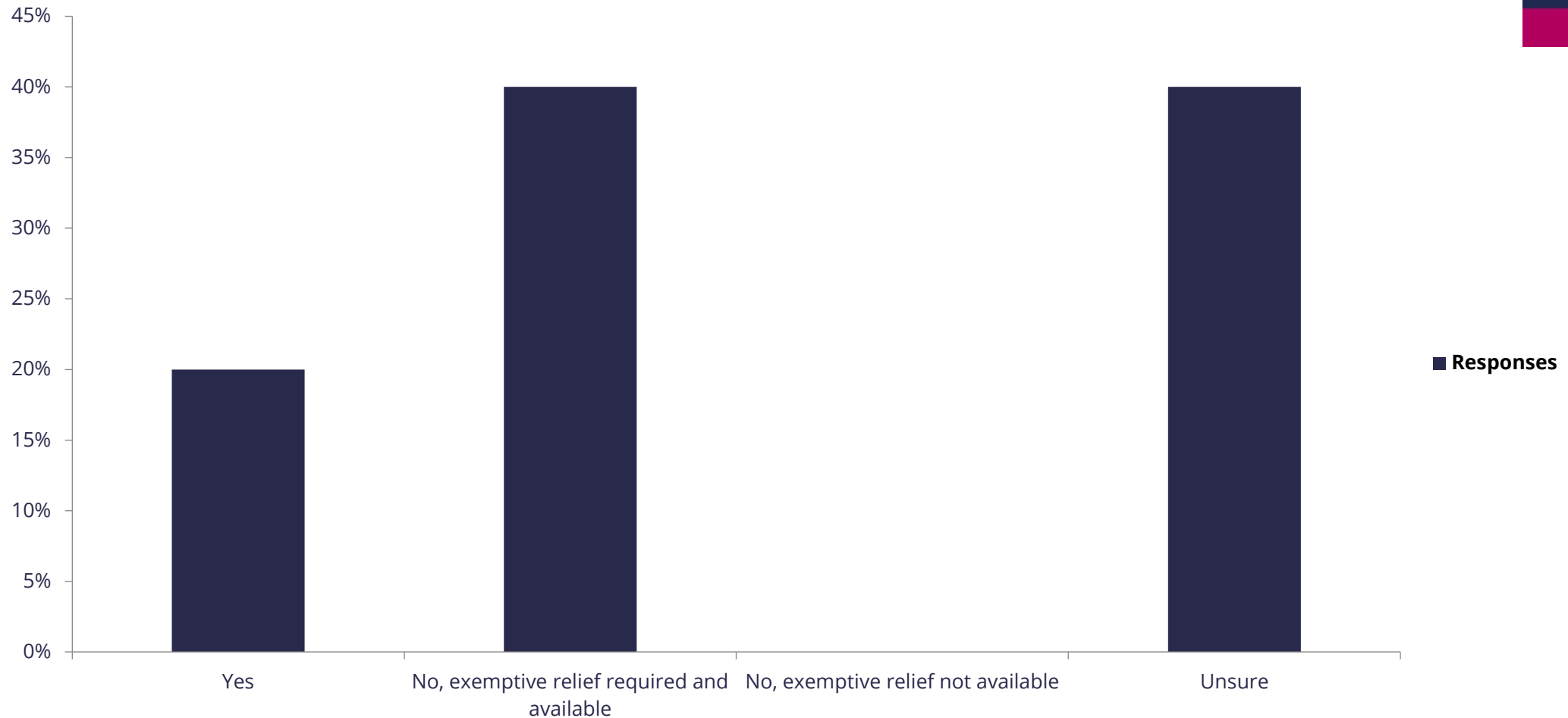
With new product launches, how do your clients in your practice anticipate managing them?



What types of strategies do your clients in your practice anticipate launching? (select all that apply)



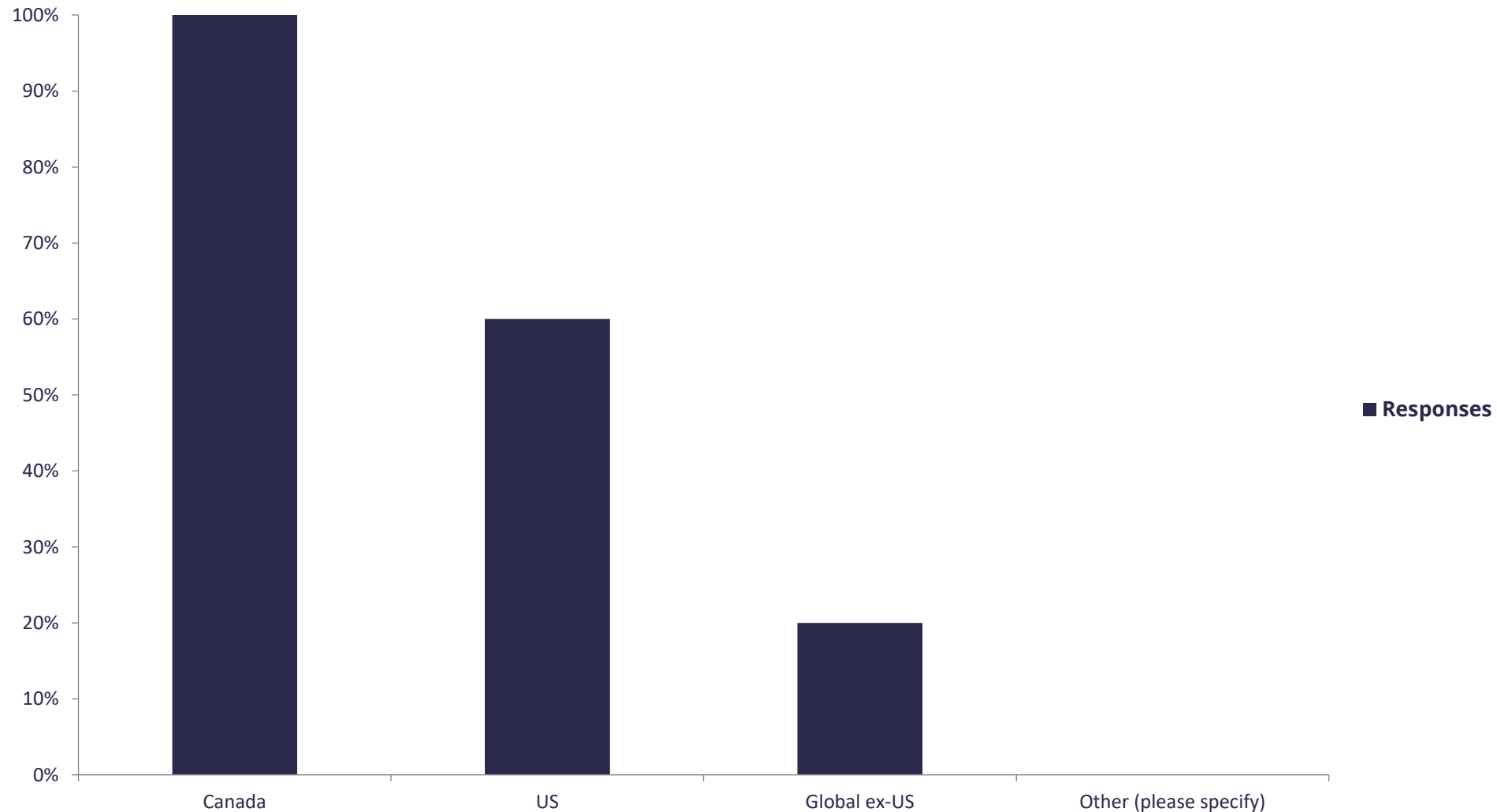
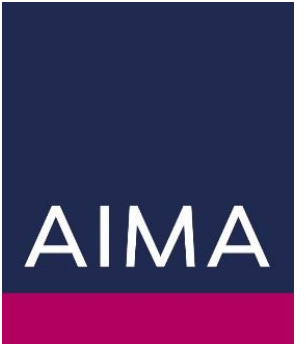
Do the NI 81-102 amendments for alternative mutual funds/ETFs generally fit your clients' investment strategies?



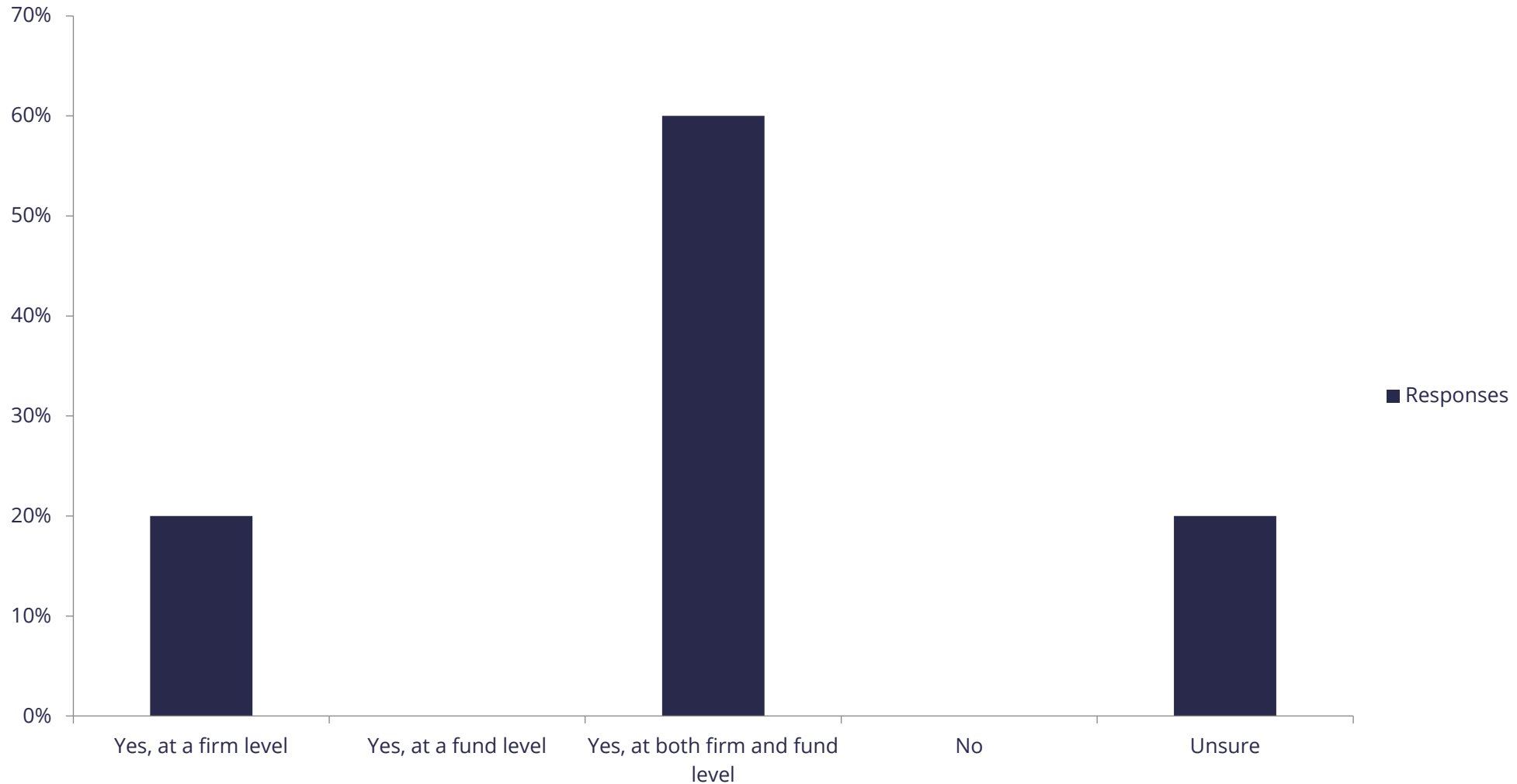
What compensation structure do your clients in your practice prefer for alternative investment funds?



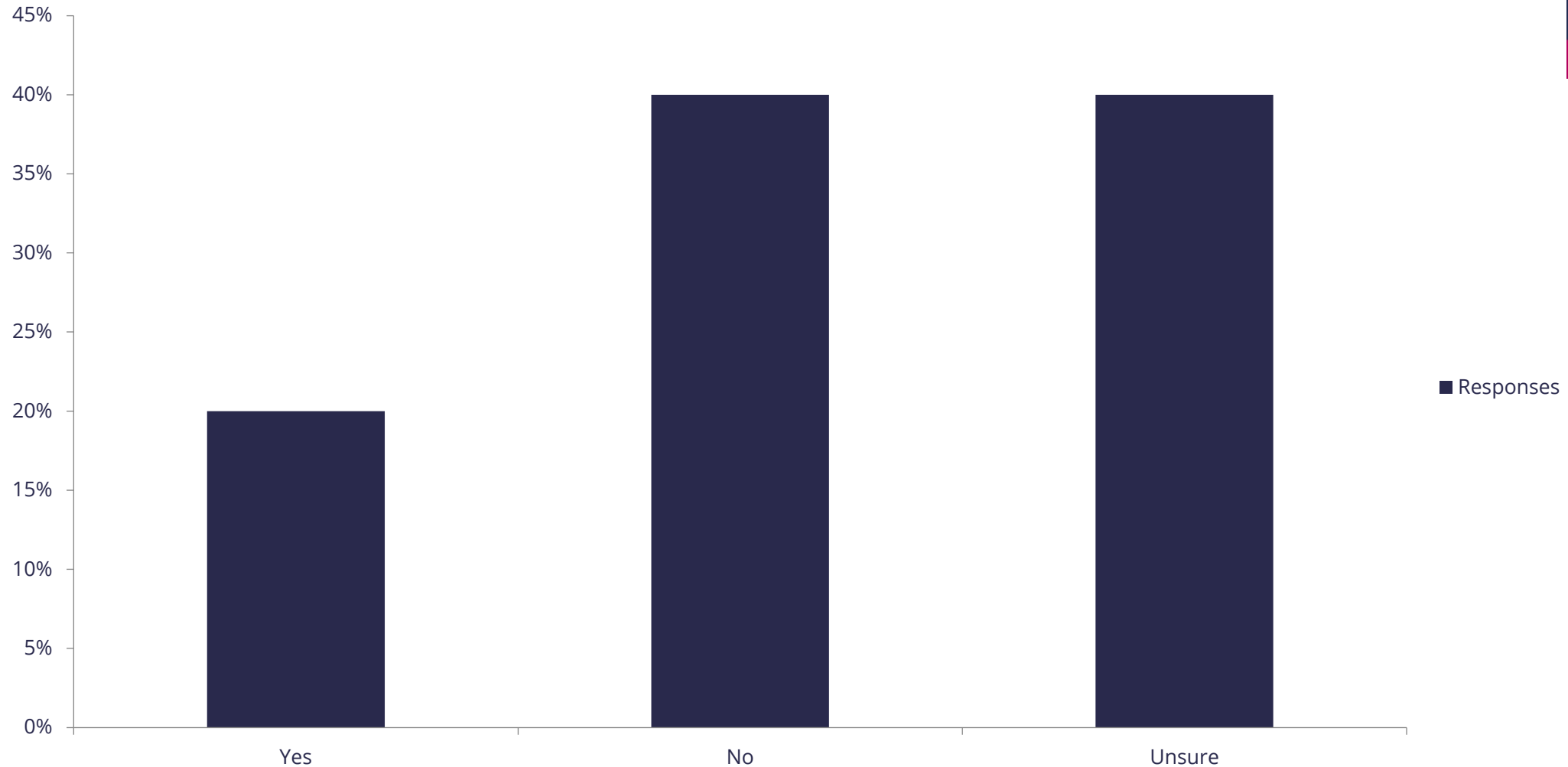
Where do your clients in your practice focus distribution efforts for their alternative investment fund offerings? (select all that apply)



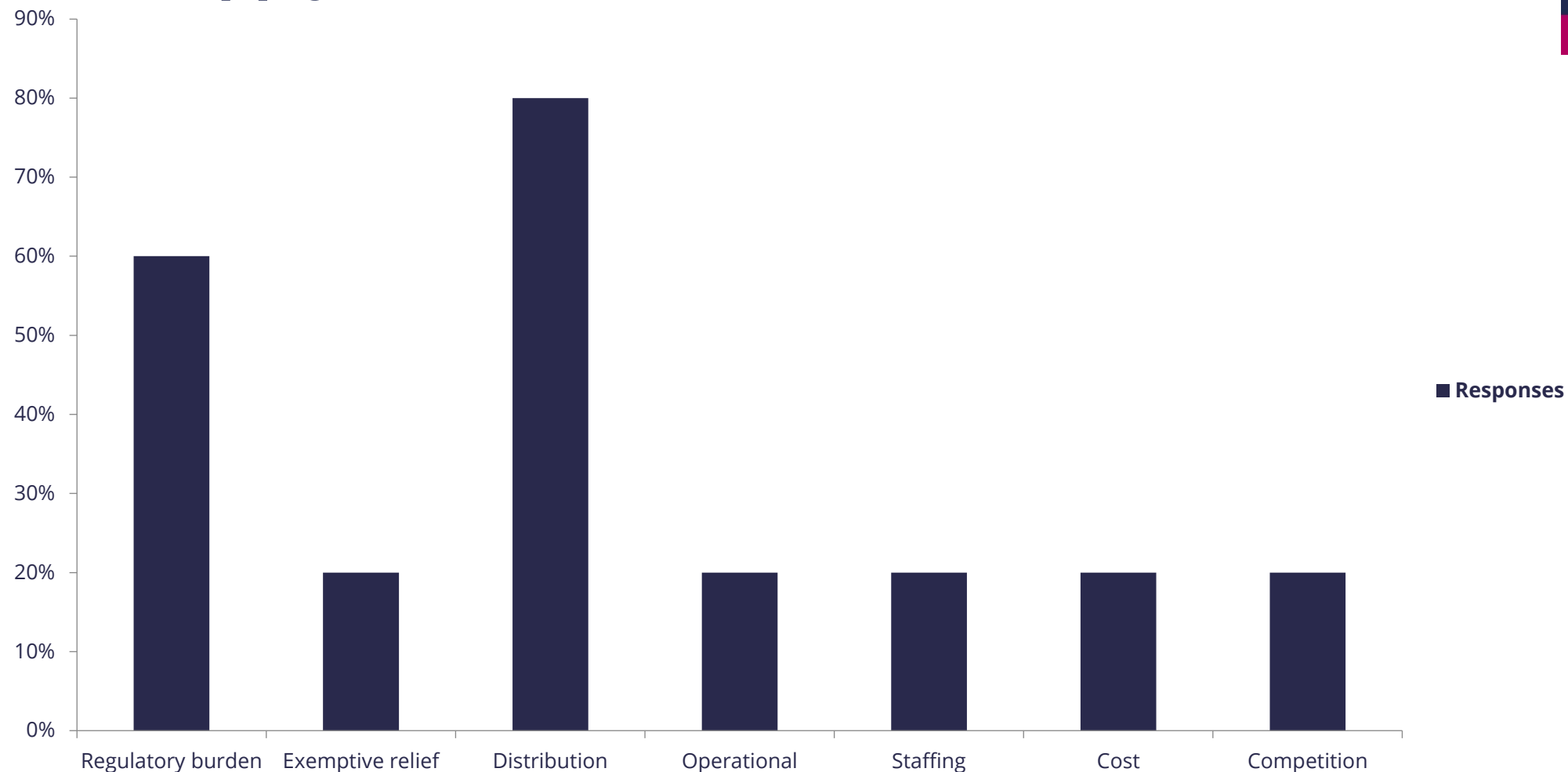
Do the clients in your practice implement ESG/Responsible Investment policies & practices?



Do the clients in your practice focus on Diversity & Inclusion as part of their policies and practices?



What are the challenges most cited by your clients with regards to alternative investment funds? (select all that apply)



What would you like the Canadian regulators to focus on with regards to liquid or other alternative investment funds? (select all that apply)

