

## AIMA Canada Investor Engagement Committee (Active Institutional) Meeting Minutes

May 4, 2022

1.00 pm – 2.00 pm ET

**Attendees:** *Claire Van Wyk-Allan, Maryam Idroos, Janice Cheng, Romulad Beneche, Lloyd Perruzza, Alana Johnston Gould, Kripa Kapadia, Jessica Clark-Barrow, Kseniya Lenarciak*

### Welcome to new committee members

- Kseniya Lenarciak, Blackrock

### Recap of GAIM Ops Cayman

- There were around 300 participants, mostly were service providers from ODD perspective.
- Content around cryptocurrency and regulatory as well especially with SEC. AIMA is a big participant in that, so we had a couple of members share their views on that, great networking, it was an important conference for the industry
- Some people were a little conservative in the ODD space, so it was a great opportunity for them to come out and network and grab the content.
- Positive feedbacks were received from participants that joined, stating it was very beneficial and a good conference overall.
- Allocators are around 20% of the audience. Mostly ODD professional rather than allocators to traditional hedge fund events usually see.
- Challenges on virtual ODD that has been going on. Since being virtual is something that's happening right now, there were several panels about this topic of discussion.
- Mostly are investors from New York, Cayman, cities from the west coast, Miami and Florida. Lighter attendance compared to prior years, due to travel restrictions and pandemic situation.

### AIMA Americas Next Gen Manager Peer Group

- On a monthly basis, Rom meets with our emerging managers, which currently is about 30 group members. We are trying to provide some insight into what's happening in the allocation world. Bringing an institutional allocator once a month is currently the goal.
- Do's and don'ts will be talked about in the ODD meeting, what is happening in the allocation space, popular strategies, operational efficiencies and learn about each other's platform.
- It's a month to a month membership, which is very helpful for our emerging managers.
- Service providers will also be brought in, because it is important to understand that your operations to be intact and there's certain of things you should be aware of,

whether it is a tax update or an auditor or cyber security professional or compliance professional, to help them understand what's happening in that landscape.

- First two meetings, we had two allocators come in our group, it was very well attended. The allocators and lawyers found interest in it.
- More recently, Rom had a meeting with the Prime broker Capital Introduction, Brett Yarkon, he runs the Capital Introduction group over at one of our sponsored members. It was a great opportunity to get an insight not what Brett seen from a Capital Introduction perspective.
- Energy, healthcare, private equity, venture capital and crypto currencies continues to be popular strategies.
- We also talked about allocation in the virtual world versus in person. It's a new world and more allocators are looking forward to doing it virtually.
- Talent gap in industry was also discussed, CPA firms and funded administrators are having a very hard time retaining talents and that's very important because there's a level of consistency that needs to occur at your service providers to make sure that your books and records are accurate.
- Seed Capital was also a discussion topic, Brett suggested to get your seed capital, get somebody to come in there are start your emerging manager process and then build on from there.
- We also mentioned red flags in ODD, please be transparent when it comes to your ODD process. If there's something that you feel may not look good, you can mention it and have an action plan against it.

### **Recap of Medici/Milken CIO dinner**

- A day and a half network event, crypto focused.
- There was some time for candid conversation with the dinner party beside you, and then opened it up for moderated discussion, some of the highlights that were shared where their perspectives about the Russia and Ukraine conflict.
- Europe is looking to diversify their energy solutions, there was somebody from the US consulate for Germany being present and they were almost apologetic about how poorly that they had handled energy diversification over the last 40 years and now they're taking very seriously to diversity.
- Inflation and rising interest rates weren't talked about lot in the dinner.
- Technology was discussed a lot in the dinner, it was very interesting that they also brought in some of the younger entertainment media sports speakers from Milken to join this dinner with CIO. They were thinking about Tik Tok, NFTs, culture and community. There was a reverse mentorship opportunity for the younger Gen Z to educate an older demographic on both business opportunities and technology opportunities going forward, as the world is moving at such a quick pace.