

Katrina Rempel

**Managing Director, Equity Products, Prime Brokerage
& Capital Introduction**

BMO Nesbitt Burns



- **Percentage of emerging alternative managers supported: 65%**
- **Percentage of established alternative managers supported: 35%**

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

Emerging managers face a lot of challenges. BMO CM is well positioned to support emerging managers throughout their transition from new launch to established manager. BMO's capital introduction offers several ways to support new managers including sales strategy & support as well as participation in capital introduction initiatives.

Our client service team provides extensive support to new managers which is complemented by our state-of-the-art online client portal. BMO's securities lending desk gives emerging managers the opportunity to participate in "hot stocks" & deals.

2 What does it take to succeed in Canada as an emerging alternative manager and graduate to an established manager?

Despite having fewer resources at launch, funds that have an adequate infrastructure in place right from the beginning, will benefit all aspects of growing a business including capital raising efforts. It provides investors and regulators with comfort that the building blocks are in place for a long term, viable business.

3 What advice do you share with emerging alternative managers (before launch or through their growth journey)?

Spend the time to research and choose the right partners and service providers that can support your business as you grow. Have a sales plan that includes target the ideal investor type for your fund and achievable goals, supported by thoughtful fund materials.

4 How can Canada better support emerging alternative managers?

The Canada investment industry made great strides forward with the implementation of the 81-102 ruling that allows alternative products to be in a prospectus format. Additional product innovation accompanied by further investor education would have a great benefit to the Canadian alternative investment landscape – for investors, managers and service providers.

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

BMO CM has been an AIMA member since it launched in 2003 and it's been wonderful to see how it has evolved over the years. In addition to the excellent conference and events, AIMA has provided real value to the Canadian alternative investment industry via their regulatory work advocating for service providers and funds.