

SESSIONS

2021 DAY 1 AGENDA - 28/09/2021

UCITS & AIFMD London

Returning 27 - 28 September 2022

Returning in person

Registration and refreshments

08:45 - 09:20

Chair's opening remarks

09:20 - 09:25

UCITS & AIFMD London

Participants

Chair: Andrew Kehoe - Executive Director & Head of Legal, KB Associates

Key European regulatory developments and their impact on asset managers

09:25 - 10:15

UCITS & AIFMD London

- AIFMD Review; Latest developments
- MIFID II/MiFIR review; update; FCA consultation on UK MiFID reforms
- PRIIPs KID implementation; challenges and impact on managers; changes compared to the first RTS
- Update on EU Strategy for Retail Investors paper from the European Commission; Value for money; attracting more retail money
- Performance fees; ESMA guidelines, implementation; impact, rewriting performance fees, impact on profitability

Participants

Olivier Fines - Head of Advocacy, EMEA, CFA Institute

Vitali Schetle, CFA - Executive Director, Head of Legal Asset Management, Vontobel Asset Management

Stéphane Janin - Head of Global Regulatory Developments and Public Affairs, AXA Investment Managers

Giles Swan - Director of Global Funds Policy, ICI Global

Evolving fund flows and sales trends in Europe

10:15 - 11:00

UCITS & AIFMD London

- Flows in Europe – what's trending; where, why?
 - UK OEICs, Irish AIFs, UCITS vs Cayman funds - what are clients buying?
 - Are UK investors looking to buy UK products? Or continuing to buy Irish / Luxembourg domiciled products?
 - Shift into more alternative assets; real asset, PE strategies, new structures, vehicles available e.g. new ILP structure in Ireland; challenges and opportunities
 - Will private markets ever become truly accessible to retail clients? Should they be?
- What's on the horizon?
 - What role will the asset management industry play on the road to economic recovery?

Participants

Cora Gibbons - Managing Director, International Product, Nuveen

Rachel Hill - Director, Dragon Capital Markets

Melissa Hill - Co-Founder, Blackheath-Eleos Enhanced ESG Fund

Miranda Seath - Head of Market Insight, The Investment Association

Networking coffee break

11:00 - 11:30

Cross-border distribution in Europe; Impact of the new Directive

11:30 - 12:20

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- Update on the European Commission's Cross-border distribution directive
 - August implementation; progress so far, impact for EU and non-EU managers
 - Remaining divergence in Member States; comparing and contrasting; practical impact for managers
- ESMA's guidelines on marketing communications; best practice
 - Marketing non-EU AIFs into the EU; new rules in 2021
- Reverse inquiries, tied agent models, appointing 3rd party distributors, 3rd party ManCos; What do sustainable long-term models look like?

Participants

Moderator: Brian Dunleavy - Associate Director, KB Associates

Serena McMullen - Senior Associate, aosphere LLP

Sven Lorenz - Head of Product, Nordea Asset Management

Vitali Schetle, CFA - Executive Director, Head of Legal Asset Management, Vontobel Asset Management

Jurisdictional spotlight: Opportunities in Cyprus

12:20 - 12:50

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- Recent AUM growth in Cyprus; growth through 2020; key drivers
- Setting up funds in Cyprus; strategic position, double tax treaties; direct investment in the EU and beyond
- What are the key benefits of a Cypriot fund? Exploring the tax & legal framework

Participants

George Campanellas - CEO, Invest Cyprus

George Theocharides - Chairman, Cyprus Securities and Exchange Commission

Andreas Yiasemides - Chairman of the Board of Directors, Cyprus Investment Funds Association (CIFA)

Networking lunch

12:50 - 13:50

Evolving challenges and opportunities in the UK

13:50 - 14:35

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- Updates on the UK as a fund domicile; regime, available fund structures
 - UK in the new environment; where does the UK go from here; divergence vs equivalence
- Accessing Europe; How are UK asset managers restructuring, changing business models?
 - Are UK-based managers more focused on setting up funds in Luxembourg and Ireland than before? Or are they focusing more on the UK market?
 - How are smaller managers accessing Europe, prospecting for new business?
 - Impact for cross-border funds sold into the UK, and UK funds sold into the EU
- Pricing pressure; firms having to make changes to adapt to Brexit, substance requirements; impact on funds; Are total expense ratios increasing?
 - Navigating increasing costs for products vs downwards pressure on pricing; How are managers adapting?

Participants

Jaspal Sagger - Head of Global Product Strategy and Development, Franklin Templeton

Kyra Brown - Regulatory Development Manager, Aviva Investors

Salima Fajal - Chief Legal & Compliance Officer, Kin Group

John Ricciardi - Head of Global Asset Allocation, Deuterium Capital Management, LLC

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Successfully launching in Europe; Evolving challenges and opportunities

14:35 - 15:25

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- The practical challenges of launching in Europe
- Regulatory considerations; the differences between launching UCITs and AIFs; requirements
- Successfully launching; main variables that impact success; strategy, credibility, infrastructure, differentiating your offering

Participants

Andrew Marks - Head of EMEA Distribution, Managing Director, Artisan Partners UK LLP

Martin Neason - Head of Global Funds Registration, FE fundinfo

Hazel O'Flynn - Independent Director, Independent Director

Navigating practical challenges of SFDR

15:25 - 16:15

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- Practically implementing SFDR; Impact on fund buyers, managers, businesses
 - Moving from Article 6 to 8; practical experience
 - What do the definitions mean for clients, product development, index design
- What are non-EU countries doing along these lines? Creating similar standards?
 - Examples from the US, UK
 - Are emerging markets (without TCFD and without sufficient disclosure of data from corporates) being left behind? How can this be addressed?
- Will SFDR and equivalent frameworks help to eliminate greenwashing?

Participants

Sonali Siriwardena - Executive Director, Head of Sustainability Regulation and Policy, Morgan Stanley Investment Management

Shika Soni - Regional Head of Legal, Europe & Middle East, Principal Global Investors

Elisa Forletta-Fehrenberg - Director, Head of ESG, Zeidler Group

Stuart Ballard - Head of Product, Federated Hermes

Chair's closing remarks

16:15 - 16:20

UCITS & AIFMD London

Participants

Chair: Andrew Kehoe - Executive Director & Head of Legal, KB Associates

Networking drinks reception

16:20 - 17:20

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11:00	11:00 - Networking coffee break 11:30 - Cross-border distribution in Europe; Impact of the new Directive
12:00	12:20 - Jurisdictional spotlight: Opportunities in Cyprus 12:50 - Networking lunch
13:00	13:50 - Evolving challenges and opportunities in the UK
14:00	14:35 - Successfully launching in Europe; Evolving challenges and opportunities
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2021 DAY 2 AGENDA - 29/09/2021

UCITS & AIFMD London

Returning 27 - 28 September 2022

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Registration and refreshments

08:45 - 09:10

Chair's opening remarks

09:10 - 09:15

UCITS & AIFMD London

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ESG in APAC; The road to net zero

09:15 - 10:00

UCITS & AIFMD London

- Climate risk and net zero progress in APAC; Key developments in China, Hong Kong, Singapore and Malaysia
 - ESG standards in Hong Kong; regulatory changes, reporting requirements, impact on distribution in Asia
- UN SDG alignment; What managers should be doing
- ESG- and net zero-related launching activities, product trends
 - Challenges and opportunities

Participants

Moderator: Li (Shelley) Yu - Executive Director, ESG Client Coverage, MSCI Inc.

Jianan Liu - Head of Factor Investing, Shanghai Mingshi Investment Management

Apiramy Jeyarajah - Head of UK Wholesale, Aviva Investors

Shelley Yang, CFA - CEO and Founder, InvesTAO

Esther Law - Senior Investment Manager, Emerging Markets Debt, Amundi Asset Management

Global ETFs – Major themes in 2021 and outlook for 2022

10:00 - 10:45

UCITS & AIFMD London

- How have European ETFs fared against the backdrop of ongoing COVID-19 recovery?
 - ETF launches, investor interest
 - Demand for ESG ETFs; challenges for ETF providers
- How prepared is the industry for the next liquidity crisis? How are asset managers making changes to prevent Black Swan events?
- Outlook for 2022
 - ETF market outlook

Participants

Jürgen Blumberg - Head of ETF Capital Markets, Goldman Sachs Asset Management

Keshava Shastry - Managing Director and Head of Capital Markets, DWS

Mandy Chiu, CFA - Managing Director, Head of EMEA/APAC ETF Product, State Street Global Advisors

Networking coffee break

10:45 - 11:15

Evolving ManCo models; Challenges and opportunities in Europe

11:15 - 12:00

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- Evolving ManCo trends and requirements in Europe; impact for asset managers
 - Use of host AIFMs
 - Building AIFMs in Ireland, Luxembourg, beyond
 - Tackling key challenges for ManCos, Asset managers
 - Industry consolidation
 - Evolving ManCo models; different value propositions, service propositions; impact for asset managers; getting the right partner
 - Increasing regulatory scrutiny; compliance obligations, substance requirements
 - Liquidity risk management, performing oversight
 - Fee compression; cost pressures; value for money

Participants

Peadar De Barra - Director & Chief Operating Officer, KB Associates

Gerald Brady FCA, CFA - Independent Non-Executive Director, Independent

Deirdre O'Reilly, FCA - Independent Non-Executive Director, Independent

Rachel Hill - Director, Dragon Capital Markets

Challenges and opportunities in Crypto, DLT/Blockchain

12:00 - 12:45

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- The rise of Crypto; ETP launches, gaining popularity; to what extent are crypto currencies being accepted into the mainstream?
 - Growth and trends in different jurisdictions; Where is demand?
- Latest regulatory developments and challenges
 - What you can and can't do under UCITS & AIF
 - How asset managers are being creative in the way they provide UCITS solutions, providing different exposure e.g. investing in proxies
 - EU Digital Finance Action Plan; obligations for cyber security providers; user protection
- Future outlook and impact on traditional markets

Participants

Jules Becci-Morin de la Rivière - Founder & CEO, Insula Investment Management

Townsend Lansing - Head of Product, CoinShares

Adam Haems - CEO, Alphachain Capital

Jeff Hancock - Co-Founder & CEO, coinpass.com

Charlie Morris - Founder & Chief Investment Officer, ByteTree Asset Management

Networking lunch

12:45 - 13:45

The rise of Impact investing

13:45 - 14:30

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- Key distinctions between ESG & Impact Investing
- Impact examples; how is it working in practice?
 - Opportunities; Community investing, social impact bonds, green bonds
 - Are we seeing enough positive real-world impact? Are enough companies walking the walk?
- Measuring impact; comparing different criteria; challenges and opportunities
- Impact as a source of value; impact driving value, reducing risk
- Future outlook

Participants

George Latham - Managing Partner, WHEB Asset Management

Alex Struc - Founder & CEO, GOALSFIRST

Robin Butler CFA - Investment Director & Head of Impact, Sturgeon Capital

Arleta Majoch - Partner, Impact Cubed

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Spotlight on the 'S' and 'G' in ESG

14:30 - 15:15

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- Significance of 'S' and 'G' key for long-term performance; operational risks; resilience
 - Lessons learned from governance failures, operational failures
 - ESG risks in supply chains; Valuing and assessing the treatment of human capital in supply chains
- 'S' and 'G' in practice; opportunities, key considerations
 - Defining investment principles for strategy selection, decision-making
- Future-proofing; optimizing and safeguarding human capital
 - Mitigating operational, regulatory and reputational risks

Participants

Toby Belsom - Director, Investment Practices, Principles for Responsible Investment

Kroum Sourov - Lead ESG Analyst, Sovereign Sustainability, Candriam

Louise Dudley - Portfolio Manager, Global Equities, Federated Hermes

Adam Robbins - Senior Investor Relationship Manager, Triodos Investment Management

Alex Tselentis - Partner, Finex LLP

Diversity on Boards; Optimising decision-making and performance

15:15 - 16:00

UCITS & AIFMD London

- The evolving role and accountability of Boards; Regulators putting more onus on Boards
- Regulators' increasing focus on diversity on fund Boards, Board tenure; e.g. CBI, UK FRC
- Impact of diverse competencies and perspectives; decision-making, performance, organisational sustainability, and competitive advantage.
- Strategies for improving diversity on Boards
 - Getting the right talent on the Board; the right mix of expertise, perspectives
- Attracting diverse talent to the industry in general; What progress should be made over the next few years? How should it be achieved?

Participants

Bev Shah - CEO & Founder, City Hive

Jeremy Leadsom - NED and Board Advisor, Independent

Laura Bampfylde - Director, Global Assets, Redington

Sarah Maynard - Global Head, External Inclusion & Diversity Strategies, CFA Institute

Chair's closing remarks and end of conference

16:00 - 16:05

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Networking coffee break

16:05 - 17:05

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