THE LEADING ALTERNATIVE INVESTMENT MANAGEMENT SUMMIT

AIM summit

‘The Shifting Paradigm of Alternative Investments’

2 & 3 May 2018 - Abu Dhabi, UAE

2 May 2018

THE CORE ALTERNATIVE INVESTMENTS PORTFOLIOS

08:15 - 09:00 **Registration & Welcome Breakfast**

09:05 - 09:10 **Opening Welcome - Zachary Cefaratti**

Founder & Senior Executive Officer - Dalma Capital Management Limited UAE

09:20 - 09:45 **Macro-Economic Over-View**

Speakers: Dr. Fahad M. Alturki
Monetary Policy Normalization as Secular Inflation Emerges; Is the Party Over?
Growing economic disparities between countries and classes
Populism and Nationalism on the rise; mounting political uncertainty
Threats to Globalization, Impact of shifting dynamics in global trade
How will the Macro Backdrop affect private capital?

09:55 - 10:20 **Institutional Investor Panel**

Speakers: Khaled Talhouni, David Drake, Jason Tan, Christopher Reeve
Challenges and trends in asset allocation and portfolio construction
Differing strategies for addressing low volatility and high cross market correlation
Key concerns of regional institutional investors

Moderator: FT FINANCIAL TIMES

10:30 - 10:55 **Active vs. Passive – The Ultimate Debate**

Speakers: Farouk Jivraj, Mohamed Hage, Stephen Oxley, Alex Gemici
Does the arithmetic of active management doom the average fund manager to underperform?
How do changes in market composition undermine the passive argument?
What flaws in tracking corporate bond indices bias passive allocations towards indebted companies?
Do active fixed income managers out perform on a risk adjusted basis?

Moderator: Bloomberg

THE CORE ALTERNATIVE INVESTMENTS PORTFOLIOS

11:05 – 11:30

Employee Benefit Funds – GCC

Speakers: Ebrahim K. Ebrahim, David Russell, Steve Barnett

Why are Hedge Funds investing in Private Debt Regional developments in Employee Benefit Funds – who are the current players? Who's Next? Will benefit funds replace the End of Service Benefit system?
Challenges Migrating from End of Service Benefits to Benefits Funds
How Investments will be managed – alternative vs traditional investment allocations and earmarking allocations regional investments
Defined contribution vs Defined Benefit – avoiding underfunding challenges faced by funds in the United States
Considering block chain based solutions for automating contribution collection, pensionpayouts, audit reporting etc. via smart contracts

Moderator: CNBC

11:40 - 12:05

Private Debt - Where are we in the Credit Cycle

Speakers: Marc De Kloe, Gary Dugan, Peter Gleysteen, Symon Drake Brockman, Dr. Michael Kianicka, Biswajit Kamal Dasgupta

Comparing risk and return across the private debt spectrum
Approaching the end of the credit cycle?
Regulatory and Macro Drivers of Speculative-Grade Credit
Central Banks, Capital Requirements and Funding Conditions
Current valuation cycle
Impact of US and European Leveraged Lending guidelines
The End of Quantitative Easing
Challenges in 2018:
Tightening credit markets
Re-entry of banks in middle market
Accepting more risk or lower returns in the private debt portfolio

Moderator: FT FINANCIAL TIMES

12:05 - 12:55

LUNCH AND NETWORKING

13:05 - 13:35 Break-Out Sessions

PRIVATE DEBT

Private Debt in Europe
Moderator: Adnan Haider

Speakers: Symon Drake Brockman, Oliver Fochler
Mid-Market, what's changed since 2007
Brexit Fallout: From Britain to the Continent
Increasing competition with small banks
Harmonization of direct-lending in the EU
What is the future of direct lending in Europe?
Which models are succeeding? Which are failing?

HEDGE FUNDS

Death Or Re-Birth Of Hedge Funds
Moderator:Bloomberg

Speaker: Manfred Schraepler, Zachary Cefaratti, Joseph Zeng, Farouk Jivraj
How hedge funds are re-inventing themselves
Which hedge funds Strategies will survive and thrive? Which are a dying breed?
Which Strategies are at risk of being replaced by low cost smart beta and factor investment products? Which cannot?

PRIVATE EQUITY

'2018' Shifting Paradigm of Private Equity Investment
Moderator: Saber Farooqi

Speakers: Marko Maschek, Jason Tan, Erich Sieber, Alex Gemici
Navigating the prolonged business cycle
The Dry Powder Problem – the Elephant in the Room
Mounting assets, with dry powder at all-time highs
Where are the opportunities to generate returns?
The New Normal - managing risk/return expectations
Maintaining financial discipline in a high priced environment
Finding opportunities in markets, sectors and niches

13:45 - 14:15 Break-Out Sessions

PRIVATE DEBT

Private Debt Performance

Speaker: Amy Bensted
Preqins latest facts and figures in private debt performance
Investor flows and allocation objectives for 2018

HEDGE FUNDS

The Rise of the Quants
ModeratorBloomberg

Speaker: Noel El Khoury, Arta Babaee, Farouk Jivraj
The role of systematic funds in portfolio construction – Hedge? Or Edge? Trend Following and Diversification of Return Drivers -The future of investing in managed futures strategies
Volatility Funds: understanding the opportunity

PRIVATE EQUITY

LP Perspective and Changing LP/GP Dynamics
Moderator: Saber Farooqi

Speakers: Bernhard K. Engelien, Erwin Roex, Dr. Christian Diller
Negotiating terms with GPs
Co-investment vs blind pool – Risks of new structures and transactions
LP competition in direct, co-investments and secondaries and the affect on market dynamics
Striking a balance between direct, secondary and fund commitments
Trend towards customization: LP Rights, flexible terms, innovating to meet LP needs

14:25 - 14:55 Break-Out Sessions

PRIVATE DEBT

Investing in Private Debt

Speaker: Gary Dugan, Bobby Rakhit, Yaser AbuShaban, Amin El Kholy, Theodore Qi Shou
The dynamics of private debt and where it fits on the investment spectrum.
How to source and access private debt deals
What attributes in a private debt investment program to ensure sustainable returns and minimise risks

"Change is constant and we must conform to change to survive."

What is Private Debt and why is it catching on like wildfire with investors?
Why is sizing the market so difficult and the risk/return spectrum so diverse?
The labyrinth of opportunities make finding needles in a haystack a 'walk in the park'.
How to mine, harvest and sustain alpha in a dynamic portfolio of opportunities.
Spotting 'Pot Holes' and making 'Pit Stops'.

HEDGE FUNDS

Liquid Alternatives, Alternative Indexation, Factor Investing and Smart Beta

Speaker: Ashish Marwah, Jamil Ismail, Sean Keegan, Farouk Jivraj
Portfolio Construction with passive Strategies and factor based Strategies
Reducing your fee basis without sacrificing alpha
Timing risk Premia Investments
Limitations of indexation and factor investing
Customization and overlays

PRIVATE EQUITY

Emerging Markets
Moderator: Saber Farooqi

Speakers: Juan Antonio Pungiluppi, Jason Tan, Dr. Gordian Gaeta, Joseph Zeng
Can better returns be found in emerging markets?
What sectors and opportunities are interesting in emerging markets?
Differing exit strategies in emerging markets: trade sales, secondary and IPO options -Where are LPs most interested, and why?

15:05 - 15:35 Break-Out Sessions

HEDGE FUNDS

The Transformational Power of Technology, Machine Learning and Blockchain in Hedge Funds
Moderator: FT

Speaker: George Danner, Andrew Palmer
Why AI is anything but artificial
Applying AI to the investment process and securities selection
Can AI replace the human discretionary trader? What are the limitations?

PRIVATE EQUITY

Secondary Markets
Moderator: Saber Farooqi

Speakers: Dr. Christian Diller, Erwin Roex, Bernhard K. Engelien
Sourcing deals
Identifying quality deals from toxic deals
Direct Secondaries vs Funds
Differentiating secondaries funds
Increased competition with LPs in Secondaries
Niche strategies (small-cap, sector focus, tail ends)

15:45- 16:15 Break-Out Sessions

HEDGE FUNDS

New Kids on the Block: The Emergence of Crypto Hedge Funds
Moderator: FT

Speaker: Susanne Tarkowski Tempelhof, Igor Erker, Dr. Carlos Domingo
Over 120 registered hedge funds are now designated as 'Cryptocurrency funds' –
Who are these new kids on the block?
Implementing a long-short strategy in cryptocurrencies
Systematic and arbitrage opportunities in crypto markets
Investing in ICOs

PRIVATE EQUITY

ESG and Impact Investing. Private Equity Role
Moderator: Saber Farooqi

Speakers: Jessica Robinson
Current Initiatives for ESG
Fundraising environment for ESG portfolios
Opportunities created by engaging with UN SDGs
Implications of Climate issues
the S in ESG – Creative value through social impact

ROUND TABLE FOCUSED DISCUSSION

Return Expectations in Private Debt
Discussion Leader: Peter Gleysteen - Founder, Minerva Credit & Senior Advisor, Thomas H Lee Capital

Systematic Strategies
Discussion Leader: Dr. Ryan Lemand - Managing Director, Head of Wealth Management
ADS Securities

VC - Agritech/Foodtech
Discussion Leader: Erich Sieber - Founder, Managing Partner, Peakbridge Partners, Malta

Private Equity /Real Estate: "Outsourcing to achieve transparency and operational efficiency"
Discussion Leader: Ramesh Ketti, FCA - Head of Private Equity Operations – Middle East, Apex Fund Services (Dubai) Ltd.

Hybrid Fundraising Combining ICOs and Equity
Discussion Leader: Richard Ettl - CEO, Smart Containers

3 May 2018

VENTURE CAPITAL & DIGITAL ASSETS/CRYPTO-CURRENCY AS ALTERNATIVE INVESTMENTS

08:00 - 08:40 **Registration & Welcome Breakfast**

08:45 - 09:15 **Primer on Crypto Currency, Distributed Ledger Technology and ICO's**

Speakers: Sean Keegan, E.J. Yerzak, Matthew Gardiner

09:20 - 09:30 **Opening Welcome - Zachary Cefaratti**

Founder & Senior Executive Officer - Dalma Capital Management Limited UAE

09:35 - 10:00 **New Alternatives: Investing in Disruption Cryptocurrencies, Digital Assets and ICOs for Professional Investors and Institutions**

Keynote: Samson Williams
Speakers: Tobias Ebel, Patrick Vosgimorukian, Olga Petrunina, Dr. Carlos Domingo, Matthew Van Niekerk, Marijan Jurenec
When is the time for Institutional Investors to start investing in Digital Assets and Embracing Digital Ledger Technology?
New Asset Class? Currency? Commodity? Fraud?
Filtering out the Noise: Is there Real Value to be Found in ICOs?

Moderator: Bloomberg

10:05 - 10:45 **Venture Capital: Finding Value in an Expensive Market**

Keynote: Noor Sweid
Speakers: Noor Sweid, Samson Williams, Vijay Tirathrai
Investing in the next wave of disruptors
VC – Transparency /Actual Performance
The MENA VC Landscape – major players and landmark deals
Walking the Walk – With much noise about VC in UAE, what has happened? What's next?

Moderator: FT FINANCIAL TIMES

10:55 – 11:30 Crypto Currency, ICOs - Institutionalizing Digital Assets

Keynote Speaker: Navin Gupta
Speakers: George Danner, Andrew Palmer, Igor Erker, James Farrugia, Samson Williams, Rafal Paluszkiewicz
How should financial institutions and investors approach digital assets? Invest or Avoid? Service or Reject?
Bubble, Paradigm Shift or both?
Bridging Traditional Investment Banking and ICOs
Merging Digital Assets and Traditional products: Futures, ETFs, Options, Securities and Debt Instruments
Intermediation of financial Services in digital Assets– Crypto Evangelists foresaw the End of Finance as we know it, who will actually be disintermediated by this technology? What models will survive?
Regulatory and Mandate Limitations on Institutional investment into digital Assets – Changes on the horizon?
Tokenized VC, Securitization and investment Banking
How do you see through the noise to understand the real potential of the ICO space? What does the rapid rise of ICOs means for LPs, GPs and the venture model?

Moderator: FT FINANCIAL TIMES

11:40 - 12:20 Investing in ICOs and Altcoins Tokenization/ICOs - Session One

Speakers: Yagub Rahimov, Daniel Schwartzkopff, Joseph Yoo, JD, MBA, Gary Sheynkman, Olga Petrunina
Ethereum vs NEO vs Cardano vs EOS vs TON - 2nd and 3rd Generation Blockchain. Investor Protection in Smart Contracts. How Investments will be managed – alternative vs traditional investment allocations and earmarking allocations regional investments. Creating tokens with Genuine Utility, Token Economy and Networks. Investing in Tokenized real Assets (Energy Assets, real estate, etc) – Pros and Cons
The rise of the security Token, and its secondary market
Tokenizing venture Capital, a solution to the exit problem?

Moderator: CNBC عربية

12:30 - 13:15 LUNCH AND NETWORKING

13:20 - 13:35 Fireside Chat with Navin Gupta

Moderator: FT FINANCIAL TIMES

13:45 - 14:15 **Legal & Regulatory Insights/ AML – Blockchain - Session One**

Jurisdictional Review: The differing approaches of regulators
Speakers: E.J. Yerzak, James Farrugia, Joseph Yoo, Sean Keegan, Maureen L. Murat
What are the legal risks of ICOs?
How has recent action by the SEC and CFTC affected the market
Which jurisdictions are embracing digital assets? Which are rejecting? Why?
Money Laundering AML with Blockchain– Blessing or a Curse
Is Distributed Ledger Technology a curse for regulators? or a Blessing? How can Money Laundering and
Terrorist Financing be done better with blockchain?

Moderator: Bloomberg

14:25 - 14:55 **Understanding Smart Contract/ICO platforms & the Future of DLT**

Speakers: Eva Škorničková, Genevieve Leveille, Matthew Gardiner, Jack Liao
Key concerns in ICO analysis; Identifying the primary risks
Which digital currencies are more likely to form part of the long run ecosystem and why? Identifying the Amazon's and Google's from the Pets.com's. Are ICOs valid long term investments or simply an easy sort term "flip"?
ICOs 101: How to avoid getting scammed and investing in frivolous vaporware
Will low cost of capital equity ICOs be the death of Venture Capital?
Blockchain 3.0, dealing with scalability issues Sharding, Masterchain Plasma and other technological solutions For Scaling.

Moderator: EY Building a better working world

15:05 - 15:35 **Investing in ICOs and Altcoins Tokenization/ICOs - Session Two**

Speakers: Patrick Vosgimorukian, Mathew Gardiner, Dr. Carlos Domingo, Adnan Haider, Pascal Lauria
Ethereum vs NEO vs Cardano vs EOS vs TON - 2nd and 3rd Generation Blockchain. Investor Protection in Smart Contracts. How Investments will be managed – alternative vs traditional investment allocations and earmarking allocations regional investments. Creating tokens with Genuine Utility, Token Economy and Netwotrks. Investing in Tokenized real Assets (Energy Assets, real estate, etc) – Pros and Cons
The rise of the security Token, and its secondary market
Tokenizing venture Capital, a solution to the exit problem?

Moderator: CNBC

15:45 - 16:15 **Legal & Regulatory Insights/ AML – Blockchain - Session Two**

Speakers: Eva Škorničková, William Reichert, Saber Farooqi, Emmanuel Givanakis

ROUND TABLE FOCUSED DISCUSSION

Preparing for Crypto Winter (big correction)
Discussion Leader: Igor Erker - Director, Columbus Capital, UK

AI & Financial Services
Discussion Leader: Matthew Gardiner - Founder, Catch London

Tokenizing a VC Fund
Discussion Leader: Dr. Carlos Domingo - Founder & Managing Partner, SPiCE VC

AI & Paradigm Shift on Business and Human Capability
Discussion Leader: Andrew Palmer - CEO, Idarat Resilience DMCC, UAE

Legal & Regulatory Issues on Crypto Funds
Discussion leader Saber Farooqi - General Counsel, Dalma Capital Management Limited, UAE

The future of Utility based Tokens
Discussion leader: Pascal Lauria - CEO, Coin Analyst, Germany

Which Alternative Investments will give Funds Access to Personal Data
Discussion Leader: Marijan Jurenec - Co-Founder & CEO, BehaviourExchange, Malta

How to keep FIAT currencies safe
Discussion Leader: Rafal Paluszkiewicz - CEO, Future Gateway Bank, Poland

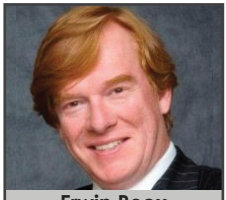
THE CORE ALTERNATIVE INVESTMENTS PORTFOLIOS

Dr.Ryan Lemand
Managing Director
Wealth Management
ADS Securities UAE

Biswajit Kamal Dasgupta
CIO
Emirates Investment Bank
UAE

Jason Tan
Partner and Chief Investment Officer, Jeneration Capital
Hong Kong

Khaled Talhouni
Managing Partner
Wamda Capital
UAE



Erwin Roex
Managing Partner
BEX Capital
France

Bernhard Engelien
Managing Director
Greenhill & Co
UK

Dr. Christian Diller
Partner
Montana Capital Partners
Switzerland

George E. Danner
President
Business Laboratory
USA

Juan Antonio Pungiluppi
Managing Director
Teka Capital
Columbia

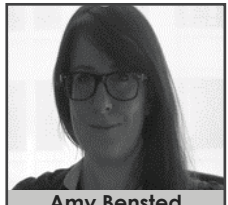
Marko Maschek
Partner
Marondo Capital GMBH
Germany

Igor Erker
Director
Columbus Capital
UK

Manfred Schraepler
Head-Financial Assets & Liquid Private Markets Managing Director Aquila Capital, UK

Theodore Qi Shou
Group Chief Investment Officer
Skybound Capital
UK

Zachary Cefaratti
Founder and Senior Executive Officer - Dalma Capital Management Limited UAE



Amy Bensted
Head of Hedge Fund Products, Preqin
UK

Erich Sieber
Founder, Managing Partner
Peakbridge Partners
Malta

THE CORE ALTERNATIVE INVESTMENTS PORTFOLIOS

Sean Keegan
CEO
Digital Asset Strategies (DAS Funds), USA

Arta Babaee
Senior Quantitative Analyst
Thayer Brook Partners
UK

Noel El Khoury
Portfolio Manager
ADS Investment Solutions
UAE

Ashish Marwah
CIO
ADS Investment Solutions
UAE

Jessica Robinson
Founder & Managing Director
Moxie Future (Senior Advisor, United Nations supported Principles for Responsible Investment), UAE

Mohamed Hage
Head of Research
CPG Advisory
UK

Gary Dugan
CIO
Namara Wealth Advisors
UAE

Rafal Paluszkiewicz
CEO
Future Gateway Bank
Poland

Ebrahim K. Ebrahim
Chief Government Business & Communications Officer
Takaud Bahrain

Marc de Kloe
COO & Head of Business Development - Adamas Asset Management, Hong Kong

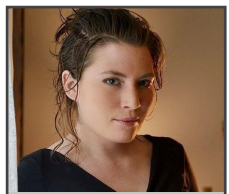
Symon Drake-Brockman
CEO
Pemberton Capital Advisors
UK

David Drake
Founder and Chairman
LDJ Capital
USA

Farouk Jivraj
Director, Head of Investment Strategies Research, Barclays Investment Bank, UK

Oliver Fochler
CEO & Managing Partner
Stone Mountain Capital
UK

Yaser AbuShaban
CFA, Principal
Mercer
UAE

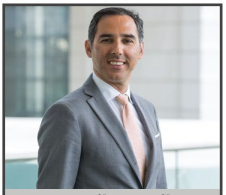


Susanne Tarkowski Tempelhof
Founder & CEO, Bitnation
Sweden

THE CORE ALTERNATIVE INVESTMENTS PORTFOLIOS

Bobby Rakhit
Founder
Inside Consulting Partners
UAE

Dr. Gordian Gaeta
Member of Board of Directors
Mondial Dubai, UAE



Jamil Ismail
Deputy CEO
Thayer Brook Partners
UK

Dr. Fahad M. Alturki
Chief Economist and Head of Research, Jadwa Investment
Saudi Arabia

Joseph Zeng
CFA Partner & CEO
Greenwoods Asset Management
Hong Kong

David Russell AM QC
Lawyer
Outer Temple Chambers
UAE

Stephen Oxley
Vice Chairman
PAAMCO
UK

Peter Gleysteen
Founder, Minerva Credit & Senior Advisor, Thomas H Lee Capital, USA

Alex Gemici
Chairman & CEO
Greenstone Equity Partners
UAE

Amin El-Kholy
Founder and CEO
Life Skills Oasis
UAE

Steve Barnett
Financial Centre Development Director, ADGM
UAE

Dr. Carlos Domingo
Founder & Managing Partner
SPiCE VC
UK

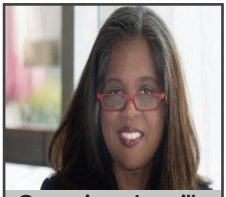
Christopher Reeve
Director of Investment Solutions Aspect Capital
UK

Dr. Michael Kianicka
Partner
Kimura Capital
UK

VENTURE CAPITAL & DIGITAL ASSETS/CRYPTO-CURRENCY AS ALTERNATIVE INVESTMENTS

Igor Erker
Director
Columbus Capital
UK

Joseph Yoo, Esq., MBA
Head of Global Operations and Relationships - Altcoin Advisors Group USA



Genevieve Leveille
Founder of 0TenTic8 - a FinTech venture
UK

Yagub Rahimov
Co-Founder & CEO
7Marketz INC Group,
Lithuania

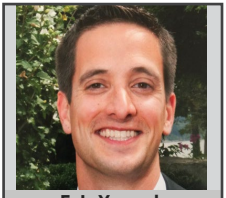
Eva Škorničková
Data Privacy & IT Security Advisor
Czech Republic

Matthew Gardiner
Founder
Catch London
UK

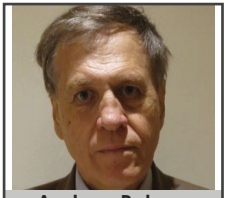
Daniel Schwartzkopff
CEO
Invictus Capital
Cayman Islands

James Farrugia
Partner
Ganado Advocates
Malta

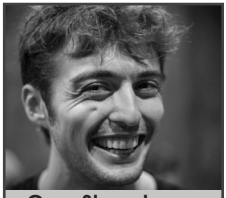
Tobias Ebel
Managing Partner
Logos Fund
Germany



E.J. Yerzak
Director of Cyber IT Services Ascendant Compliance Management, USA



Andrew Palmer
CEO
Idarat Resilience DMCC
UAE



Gary Sheynkman
Managing Partner
Leyden Ventures
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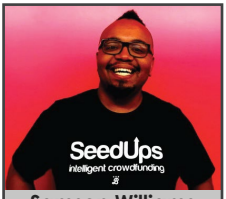
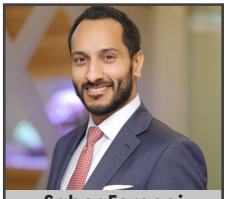
Patrick Vosgimorukian
Managing Director
Digital Spring Ventures
UAE



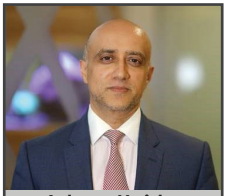
Samson Williams
Partner
Axes and Eggs
USA

Maureen L. Murat
Attorny & Owner
Crowdie Advisors
USA

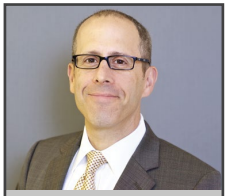


Saber Farooqi
General Counsel
Dalma Capital Management Limited UAE

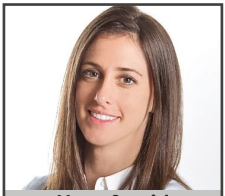
VENTURE CAPITAL & DIGITAL ASSETS/CRYPTO-CURRENCY AS ALTERNATIVE INVESTMENTS



Adnan Haider
Head of Investment Banking, Dalma Capital Management Limited UAE



William Reichert
Partner
K&L Gates
UAE



Noor Sweid
General Partner
Global Ventures
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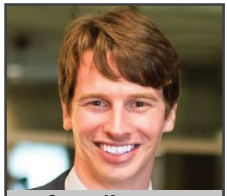
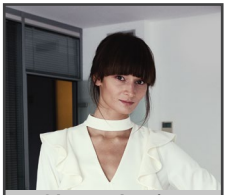


Sean Keegan
CEO
Digital Asset Strategies (DAS Funds), USA



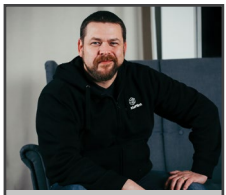
Olga Petrunina
Co-founder and CEO
Adara.io
Russia

Dr. Carlos Domingo
Founder & Managing Partner
SPiCE VC
UK

Pascal Lauria
CEO
Coin Analyst
Germany

Navin Gupta
Managing Director, South Asia & MENA, Ripple
USA

Vijay Tirathrai
Managing Director
Techstars Dubai Accelerator
UAE



Matthew Van Niekerk
Co-Founder
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Jack Liao
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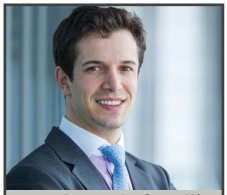
LightningASIC
China

Marijan Jurenec
Co-Founder & CEO
BehaviourExchange
Malta



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