



AIR Summit: Overview

Connectivity / Content / Capital / Collaboration

AIR Summit Introduction

Alpha Innovation Required



The AIR Summit was created in 2013 to facilitate the discussion of innovative trends and challenges facing the institutional investment management industry, particularly active investors. Leaders in investment management are searching for new sources of alpha and leveraging emerging ideas before becoming mainstream. This includes investment, operational and organizational alpha.

AIR Summit is the only FinTech community focused exclusively on the challenges faced by the institutional capital markets industry, and specifically the alpha generation process. AIR surfaces emerging ideas and FinTech companies whose offerings support the front office make more innovative portfolio construction and implementation decisions.

*We call it **AlphaTech**.*

Mission Statement

Alpha Innovation Required



BUILDING COMMUNITY

The AIR Summit's mission is to grow and engage a community that helps investment managers and service providers discover **new ideas, technology** and **talent** to drive increased investment performance.



CAPITALIZING TRENDS

AIR helps our community capitalize on current trends in the asset management industry through the application of emerging technologies and data sets aimed at tackling investment and operational challenges in a rapidly evolving environment. **AIR members collaborate on lessons learned from applying emerging technology to specific use cases in the investment process.**



IDENTIFY OPPORTUNITIES

AIR integrates thought leadership and innovation across a strategic ecosystem through a combination of content, connectivity and direct development opportunities. **Participation in AIR provides a platform approach to collaborate with peers and identify commercial and investment opportunities.**



AIR Summit Platform

Key Offering Components

Community

Events: AIR Summit events are unique. AIR produces the only events solely focused on capital markets technology with an invitation only attendee list consisting of senior people from the industry's leading firms including investment companies with more than \$36 trillion in AUM.

Expert Network: AIR brings together subject matter experts and industry leading practitioners from the buy-side, sell-side and emerging fintechs. Our members include leading minds across Artificial Intelligence, Natural Language Processing, Machine Learning, Automation, Behavioral Science and Human Capital management.

Content

AIR Summit content such as presentations, videos, podcasts etc are available perpetually for members.

AlphatechDB: AIR is developing the first database of capital markets focused fintech firms based on a proprietary taxonomy, allowing AIR Members to easily find, research and connect with potential solutions providers and collaborators.

Discovery

Vendors: AIR reviews hundreds of companies per year, providing a valuable resource in the vendor discovery process. Additionally, AIR will continue to capture community feedback on these companies, adding crowd sourced diligence and curation to the process.

Investment: To date, AIR cohort companies have raised close to \$1.7 billion with acquisitions above \$6 billion, representing a rich source of strategic principal investment deal flow opportunities.

Execution

POCaaS & Incubation: Through partnerships AIR is able to offer a unique Proof Of Concept As A Service [POCaaS] platform, enabling members to find collaboration partners across the network and provide physical space and technology resources to develop solutions to discrete problems.



AIR Summit Platform

Benefits of Partnering With AIR Summit

Understand industry challenges: AIR Summit provides direct access to leading figures from the investment management industry with a focus on the evolving challenges of delivering investment and operational alpha, it provides a unique opportunity to hear firsthand what their needs and concerns are.

Engage with emerging FinTech leadership: The pace of change in the industry is swift, AIR Summit provides access to a wide range of emerging solution providers and an opportunity to learn about current trends shaping the future of the industry – and how to benefit from them.

Thought leadership: Be viewed as a firm that is actively engaged in providing solutions to the industry by demonstrating a commitment to partnership.

Valuable networking: Through its unique “commercial free” format and curated attendee list, AIR Summit events present an innovative networking platform with an esteemed demographic. Representative asset management firms collectively manage more than \$30 trillion in AUM and we seek to maintain a buy-side to sell-side ratio of 3:1.

Talent management: AIR recognizes that innovation and talent are inextricably linked and remains committed to assisting its members understand the challenges associated with “cultural alpha”. AIR Members represent an expert network of practitioners across a multi-node community, and the platform facilitates talent discovery as well as access to technology providers deploying a quantitative approach to HCM.

Assistance with implementation: Through various partnerships deploying a combination of traditional incubator style models and POC-as-a-Service, AIR is uniquely positioned to assist Members rapidly test and deploy ideas focused on discrete use cases or problems.

Community

Highly Curated, Invitation Only



450

Senior level decision makers from leading capital markets organizations



70

Global Investment Management firms



36
Trillion

Assets Under Management



100

Emerging FinTechs delivering Alpha Innovation

AIR leverages more than 40 years of combined operating experience and relationships to convene senior thought leaders from the world's largest asset management and capital markets firms.

A highly curated and non-commercial format allows for an informal and highly interactive exchange of ideas on trends and ideas impacting the industry.

Select emerging FinTech companies gain unparalleled access to this exclusive community.



Timeline

History of the AIR Summit Community Events

AIR Summit 1.0
February 25-26
Ft. Lauderdale, FL

The first AIR Summit was held, which included 190 industry leaders. **Jeff Jonas, an IBM Fellow, kicked off the inaugural event.** The concept of 'alternative data' was new to most attendees.

AIR Summit 3.0
December 5-6
Ft. Lauderdale, FL

The third AIR Summit included 215 industry leaders. With Bitcoin at just \$775 the audience was introduced to ICOs and other crypto currencies.

AIR Summit London 1.0 - May 2
AIR Summit 5.0 NY -September 18-19

AIR Membership is launched.
Continued focus on leading AlphaTech companies and Talent Management.
AIR hits an AUM milestone at \$36 trillion.



“Innovation Forum”

While at Franklin Templeton, Bill Stephenson was looking for an easier way to collaborate with peers around innovative trading and investment management technology. He founded the AIR Summit in the Summer of 2013.

AIR Summit 2.0
March 3-4
Ft. Lauderdale, FL

The second AIR Summit included 210 industry leaders and featured keynote addresses by **Dan Kaufman at DARPA and Dr. Charles DeLisi from the Human Genome Project.**

AIR Summit 4.0
September 5-6
New York, NY

The AIR Summit was spun-out of Franklin Templeton. Bill Stephenson and Morgan Dunbar partnered on the 4th event, which included 290 industry leaders. AIR moved to NYC for the first time. The phrase **‘AlphaTech’** was introduced.

AIR Summit 6.0 - NYC
AIR Summit London 2.0
Launch of AIR Member Site
Launch of AIR Labs

2020 is slated for continued expansion of the community globally.





FinTech Investment Landscape

Current Trends

YOY increases of 15% in deals and 120% in notional value

Global FinTech investment activity topped \$39 billion across 1700+ deals

US deals and funding levels at 5 year high – \$11.89 billion across 659 deals

Corporate Venture Capital [CVC] participation is at an all time high, roughly 1/3 of all activity

Incredibly Diverse Universe

At least 7 “sub sectors”:



Lending



Payments & Remittance



Personal Finance



Insurance



Blockchain & Crypto



Reg Tech

We focus here:



Capital Markets and Wealth Management

Singularly focused on companies improving the Alpha generation process - AlphaTech



The Case for AlphaTech

Challenges Present Opportunities

Industry challenges

- Regulation, automation, outflows, fee compression, proliferating data sets and analytical requirements...
- *Plus* **UNDERPERFORMANCE**
- Placing significant **PRESSURE ON OPERATING MARGINS AND REPRESENTING EXISTENTIAL RISK**

Investment Management lags other industries

Gap in subject matter expertise and utilization of emerging tech trends; eg: AI, NLP, Deep Learning, Alt Data

Buy Side increasingly engaging with “front office” innovators

Through both collaborative engagement and direct investment

Most VCs lack capital markets operating expertise

Inability to properly understand use cases, inability to help drive growth

Strategic Principal Investing beginning to shift

From primarily market structure related investments to front office focused offerings

Opportunity

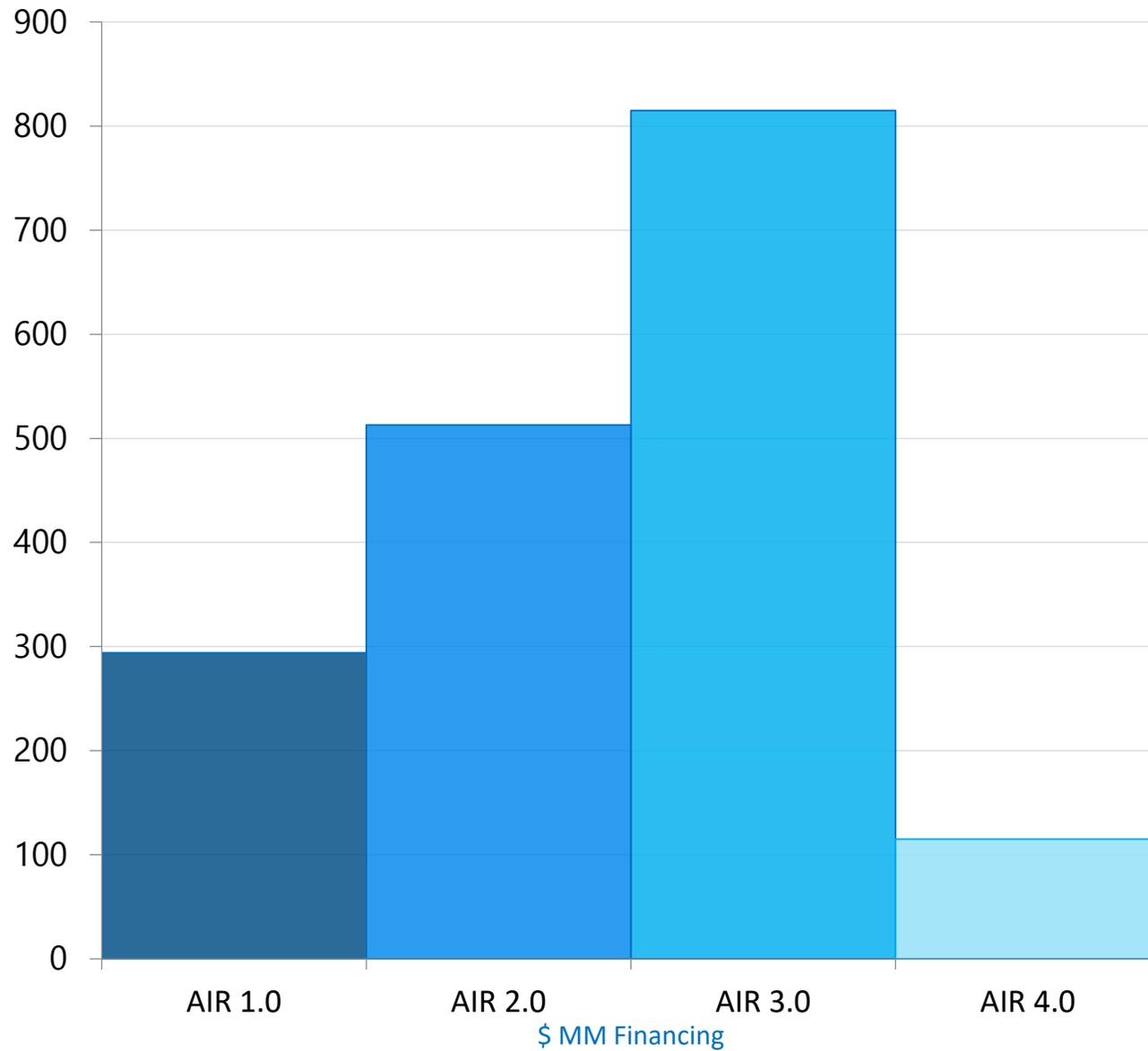
For AIR Members to be at the forefront of a powerful combination of **THOUGHT LEADERSHIP AND SOLUTIONS PROVISIONING.**

Capital

A Community Rich with Strategic Investors



AIR Companies: Post-Event Financing



32 companies raised over \$1.7 billion post-AIR

16 AIR companies acquired for more than \$6.1 billion

6 AIR 4.0 companies have completed financing rounds

Seeing increased participation from “strategics”

AIR 4.0 Cohort

Emerging FinTech Companies Delivering Alpha Innovation



Full list of AIR Cohort: <https://www.airmemberships.com/past-presenting-companies>

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AIR 5.0 Cohort

Emerging FinTech Companies Delivering Alpha Innovation



Full list of AIR Cohort: <https://www.airmemberships.com/past-presenting-companies>

Representative Member List

Leading Global Financial Institutions & Emerging Innovators



 Amenity Analytics

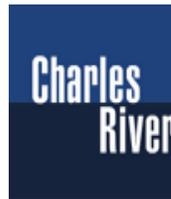
 Bank of America
Merrill Lynch

BEHAVOX

Bloomberg

BROWN
BROTHERS
HARRIMAN

 CAUSA
LENS

 Charles
River

 citi

 CMG

 CREDIT SUISSE

 CRUX

 DASH
FINANCIAL TECHNOLOGIES

 Goldman
Sachs

 iex

 Instinet
A Nomura Company

 JonesTrading

 liquidnet

Morgan Stanley

PLATO

 QuantHouse

 RBC
Capital Markets

 S₃

 STATE STREET

 VIRTU
FINANCIAL

 visible alpha

 7PARK
DATA

 AIR
SUMMIT

AIR Summit Team

Led and Advised by Seasoned Capital Markets Professionals



AIR Summit Leadership



BILL STEPHENSON

Founder & Managing Partner
AIR Summit Holdings

Boca Raton, FL



MORGAN DUNBAR

Managing Partner
AIR Summit Holdings

New York, NY

AIR Summit 2019 Advisory Board



MAT GULLEY

Alternative Strategies
Franklin Templeton Investments

Ft. Lauderdale, FL



SUREN SIVA

Strategy & Innovation
Credit Suisse

London, UK



WENDY HARRINGTON

Head of Nuveen Labs
Nuveen

San Francisco, CA



ASHBY MONK

Research Director
Stanford University

San Francisco, CA



JORDAN VINARUB

Head of NYC Tech Center
T. Rowe Price

New York, NY



CATHIE WOOD

Founder & CEO
ARK Investment Management

New York, NY



CLARE FLYNN LEVY

Founder & CEO
Essentia Analytics

New York, NY



CARRIE JAQUITH

Digital Product Manager
Lazard Frères

New York, NY



CLIVE WILLIAMS

Head of Global Equity Trading
T. Rowe Price

Baltimore, MD



AIR Summit: Power of Partner Membership

Connectivity / Content / Capital

Value of Membership: Connectivity

Wide Moat Membership

AIR Summit's exclusive Partner Membership consists of senior leaders from the world's leading asset management firms, investment banks, exchanges and capital markets technology providers.

Connecting this community with subject matter expertise, insights, best practices and emerging capital markets focused FinTech companies, or AlphaTech as we brand it, is our specialty.

The AIR community is a rich source of potential:



Co-Investment and banking/advisory opportunities



Co-Creation and collaboration on use cases



Incubator/accelerator candidates for globally located partners



De-risk execution and implementation



Expert network access



Content and information regarding the AlphaTech landscape

Value of Membership: Content

Crowd Curated, Data Driven

AIR collects standardized data on emerging AlphaTech companies from roughly 150 companies per year.

To date, 100 emerging AlphaTech companies have participated in the AIR platform with additional hundreds applying, yielding a rich funnel of news, views, analysis and access.

AIR provides research, analysis and access to AlphaTech management, investors and clients with a member-only access model.

Subject matter expertise is required to create a capital markets specific taxonomy of these companies and knowledge graph of strategic investors.

We enrich this dataset with 3rd party data plus user-provided proprietary data for benchmarking analysis [eg: financials, client and investor info, etc.] and discovery.

Value of Membership: Capital

Future of Strategic Principal Investment

Among 6 AIR cohorts of 100 companies, 32 have raised in excess of \$1.7b in additional capital since presenting at AIR.

16 have been acquired for more than \$6.1b in aggregate.

That ratio rivals the best traditional VC funds.

A number of factors are combining to reveal opportunities for strategic investment in emerging growth companies by incumbent firms.

Investment opportunities represent alpha on investments made from balance sheet as well as sourcing innovative solutions for improving the asset management investment process.

AIR Summit's process to identify early-stage success stories has created a quantifiable track record.

The AIR community represents a deep pool of strategic capital and client use cases across the capital markets continuum.

Value of Membership: Collaboration

Nurturing the Environment



AIR continues to field requests to provide expertise in the capital markets vertical from members, ranging from organizational issues, business development and capital formation. This is an area where AIR can support Partner Members.

The ecosystem covers asset management, investment banking, market structure, venture capital and private equity. This represents an opportunity for Partner Members to enhance client relationships through thought leadership in the areas of investment, operational and cultural alpha; as well as in other related FinTech verticals, such as regulation, compliance, operations, enterprise, and workforce technologies that fit into the wider purview.

Partner Members can benefit from a tangible work space to collaborate with AlphaTech start-ups on POCs and to meet other potential vendors/partners.

We have found that events are a unique path to leveraging both the community and the knowledge base, essentially a private expert network.



Value of Membership: Collaboration

Complementary and Compelling Partnership Opportunity

We believe AIR has a head start and unique positioning in the capital markets vertical, we are a trusted brand across all nodes of the network – Buyside, Sellside, Service Providers and FinTechs.

We believe Partner Members have trusted relationships with leading asset management clients, multiple business lines in support of these clients and global reach. Importantly, Partner Members have a vested interest in providing innovative solutions to their clients' challenges.

Partner Member Benefits:

- Advisory Board participation – shape agenda and partner/client engagement across AIR Summit events
- Increased delegate access to all AIR Summit events including key client invitations
- Opportunity to send delegates to participate on premises in AIR powered incubator programs globally [Silicon Valley, Bahrain and Singapore]
- Leverage AIR Summit POC-as-a-Service
- Assistance from AIR with vendor and/or investment due diligence
- Participation at smaller Partner-only events, with the opportunity to host
- Full access to AIR content and AlphaTech database [in development]



AIR Summit Holdings

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