



Emerging Manager Platform

An integrated approach designed to address the needs of emerging managers

EY

Building a better
working world



Emerging Manager Platform

To better address the needs of our emerging alternative fund clients, we have an established global platform that is focused on providing integrated one-stop approaches to funds during the startup phase.

Focus on startups

Launching a new fund is a complex and extremely competitive business enterprise. You may encounter many unfamiliar challenges: raising capital, recruiting and retaining highly skilled people, managing risk, complying with changing regulations, and accessing global markets. This is where we can make a difference. Our global Emerging Manager Platform team will work with you to quickly navigate the complexities of legislation and regulation, align your tax strategy to your business goals, provide assurance regarding the numbers, and deliver a range of advisory services tailored to address your startup needs.

As a global leader in the asset management industry, we have extensive experience in assisting new fund launches. We appreciate the needs, nuances and challenges startups face.

We can help by providing:

- ▶ Early industry, regulatory and technical insights focused on startup needs
- ▶ A range of advisory services beyond audit and tax, such as fund formation and structuring, including evaluations of and recommendations for attorneys, prime brokers, fund administrators and other industry service providers; and fund document review and regulatory registration, including offshore jurisdiction
- ▶ Direct access to one of the world's largest global asset management networks and introduction to brokers
- ▶ Experienced tax professionals who can assist with the preparation of tax returns and K-1s for funds, management companies, general partners and principals; provide innovative tax planning and structuring of entities; and assist with partner tax allocations and uncertain tax (ASC 740) analysis
- ▶ A commitment to invest in long-term relationships through personalized service, customized business approaches, and fair and flexible fees
- ▶ Integrated private client services designed to specifically address your financial needs and concerns

For over three decades, we have been an industry leader in providing audit, tax transaction and restructuring, and advisory services for startups.

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Why we're different

- ▶ We have been serving the alternative funds industry for over 30 years.
- ▶ We have a large Alternative Funds practice, with a substantial global footprint.
- ▶ We have a globally integrated network.
- ▶ We onboard many alternative fund launches globally, some of which are the largest in the industry, making us the leading accounting and tax provider for emerging managers.

Who we are

We have been a leader in serving the alternative fund sector for over 30 years. Our emphasis on industry knowledge, innovative solutions and quality is a major factor in the growth of our Alternative Funds practice. We have assisted many leading alternative funds through every phase of business – from starting up to obtaining listings on exchanges and going public. We offer a wide range of services designed to provide support to organizations in the startup phase. In fact, our practices were founded on startups. Our services for startups include:

- Audit
- Domestic and global tax compliance
- Tax advisory and structuring, domestic and foreign
- Selection of domiciles, considering tax, regulatory and infrastructure implications
- Regulatory compliance
- Risk management
- Process improvement
- Technology optimization
- Tax impact to founders
- State and local tax planning
- Private client services

Many of our clients that began as startups are among the largest funds today. As these organizations mature, we continue to support their evolving requirements through our extensive portfolio of audit, tax, advisory and transaction services. Our global alternative fund network is among the largest of any Big Four firm and is led by highly skilled professionals who are intimately familiar with the demands of developing and maintaining a successful fund business.

Teams are located in key financial centers throughout the world to serve clients wherever they need assistance. Clients benefit from the collective skills and know-how of this interconnected, worldwide network. Because we operate in more than 60 cities worldwide, we bring firsthand insight on local market trends and accounting, tax and regulatory issues.

A market leader

EY member firms

- Provide services to 100% of the top 10 global asset managers (96% of top 25)
- Provide tax services to 88% of the top 25 global asset managers
- Provide advisory services to 80% of the top 25 global asset managers
- Provide services to 88% of the top 25 global alternative funds
- Provide tax services to 76% of the top 25 global alternative funds
- Provide services to 70% of the top 10 global funds of funds
- Provide services to 88% of the top 25 global regulated fund complexes

Awards and accolades for EY member firms

- Intelligence (formerly HFM) – annual hedge fund service provider awards: We won two categories: Best Advisory Firm – Tax; Best Audit Firm – Start Ups
- Best Auditor – Funds and Tax: *AsianInvestor* (seventh consecutive win)

- Best Management Consultancy, M&A Advisor and highly commended in Outstanding Contribution to Wealth Management Thought Leadership in EMEA: *WealthBriefing*
- 2020 Global Green Finance Innovation Award: International Finance Forum
- Best Audit Services: HFM Asia Services Awards
- Best in Advisory – Tax: HFM Asia Services Awards
- Best Auditor (Funds & Tax): *AsianInvestor* Asset Management Award
- BluePrism RPA Partner Client Business Impact Award – EY (Spain): partner that demonstrated the greatest positive impact to a client's operations
- Outstanding Contribution to Wealth Management Thought Leadership: 2020 *WealthBriefing* European Awards

- Best Family Office Governance Service, Best Family Office Advisory Service, Best Estate Planning Service: 2020 *WealthBriefing* MENA Awards
- Best Advisory Firm – Tax, Best Audit Services (seventh consecutive year): HFM Asia Service Awards 2020
- Best Accounting Firm, US Hedge Fund Services Award: *HFM Week*
- Best Audit Services: Alt Credit Intelligence US Fund Services Awards
- Best Tax Advisor: Alt Credit Intelligence US Fund Services Awards
- Best Advisory Firm: Alt Credit Intelligence US Fund Services Awards
- Best Overall Advisory Firm: *HFM Week* US Hedge Fund Services Awards
- The Leading Global Service Provider for Hedge Funds: *The Hedge Fund Journal* Awards
- Natalie Deak (former EY Global Hedge Fund Co-leader) named one of the 50 leading women in hedge funds: *The Hedge Fund Journal*

Our global services

Audit and accounting services

- ▶ External audits
- ▶ On-call advisory
- ▶ Global investment performance standards and investment performance reporting
- ▶ Service organization control reporting and other third-party reporting
- ▶ Financial accounting advisory

Tax services

- ▶ International tax planning, including transfer pricing and global tax analysis
- ▶ Jurisdictional tax services (federal, state, local)
- ▶ Transaction tax
- ▶ Business tax compliance
- ▶ Individual tax planning and compliance
- ▶ Tax reporting, compliance reporting and investor tax minimization and approaches
- ▶ Fund structuring for tax efficiency
- ▶ Uncertain tax position (ASC 740) analysis

Transactions and restructuring services

- ▶ Cross-border transactions
- ▶ Divestments and carve-outs
- ▶ Economic advisory
- ▶ M&A advisory
- ▶ Private capital

- ▶ Restructuring
- ▶ Transaction integration
- ▶ Transaction real estate
- ▶ Transaction support
- ▶ Transaction tax
- ▶ Valuation and business modeling

Advisory services

- ▶ Performance improvement
- ▶ Regulatory compliance
- ▶ Risk management
- ▶ Quantitative advisory
- ▶ Human capital, including performance and reward
- ▶ Information technology
- ▶ Tax accounting and risk advisory
- ▶ Internal audits
- ▶ Global treasury
- ▶ Foreign Account Tax Compliance Act advisory
- ▶ Fraud investigation

Private client services

- ▶ Income tax planning and compliance
- ▶ General tax planning
- ▶ Compliance services
- ▶ Estate and wealth transfer planning
- ▶ Charitable planning

Family office services

- ▶ Bill paying
- ▶ Payroll services
- ▶ Bookkeeping and reporting
- ▶ Coordination services

Contacts



Jun Li

Partner
Financial Services Organization
EY Global and Americas Wealth & Asset Management Leader
Ernst & Young LLP, New York
jun.li@ey.com



Mike Lo Parrino

Partner
Financial Services Organization
EY Americas Wealth & Asset Management Audit Services Leader
Ernst & Young LLP, New York
michael.loparrino@ey.com



Deepak Wadhwa

Partner
Financial Services Organization
EY Americas Tax Wealth & Asset Management Leader
Ernst & Young LLP, New York
deepak.wadhwa@ey.com



Ryan Munson

Partner
Financial Services Organization
Wealth & Asset Management
New York Metro Markets Leader
Ernst & Young LLP, New York
ryan.munson@ey.com



Marco Calleja

Partner
Financial Services Organization
Regional Emerging Manager
Platform Leader
EY Cayman Ltd.
marco.calleja@ky.ey.com



Tiffany Norris-Pilcher

EY Bahamas Country
Managing Partner
Financial Services Organization
Regional Wealth & Asset Management Leader
EY Bahamas Ltd.
tiffany.norris@bs.ey.com



Bill Bailey

EY Bermuda Country
Managing Partner
Financial Services Organization
Regional Tax Leader
EY Bermuda Ltd.
bill.bailey@bm.ey.com



Lauren Cummings

Partner
Financial Services Organization
Regional Wealth & Asset Management Tax Markets Leader
EY Cayman Ltd.
lauren.cummings@ky.ey.com

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