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PIM CAPITAL

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A MONTHLY UPDATE FROM PIM CAPITAL

Conversations without borders

The Guernsey Funds Forum 2026 ‘The Next Trillion’ last week was, by all accounts, a great success. Thank you to all our partners and friends – longstanding and new – who made time to visit our stand, or join the team at the drinks and networking event afterwards.

The GFF 2026 reinforced the importance of Guernsey as a highly credible, commercially pragmatic and globally connected jurisdiction for private capital and cross-border fund solutions. It also reminded us of the increasing importance of flexibility, partnership and specialist expertise in an ever-more fragmented world.

As is often the case, some of the most compelling conversations happened after the formal sessions had ended. As drinks sponsor, PIM Capital was pleased and privileged to help create a space for those conversations, connections and exchanges of ideas to continue. Many of those conversations are continuing today, and we are already looking forward to next year’s event.

Talking about conversations continuing long after a panel discussion has ended, some of you may remember that I joined a panel at the HedgeNews Africa Symposium at the Vineyard Hotel in Cape Town in February. The session, *Structuring for Success*, was expertly moderated by Kim Gibb, with my fellow panellists, Carole Walsh of Prescient Ireland and Jonathan Hertz of SA Alpha, offering illuminating real-world examples and incisive commentary on the importance of careful, intentional fund structuring.

It felt as though we had only scratched the surface when our session time came to an end, so I was very pleased to have the opportunity to continue and deepen the conversation in a subsequent article published on HedgeNews Africa.

The central argument of the piece is that fund structuring is too often approached backwards: a few rushed decisions are made upfront, followed by a series of fixes and adjustments, rather than the deliberate, sequenced design exercise it should be from the outset.

You can read the article here: The problem with designing funds backwards

PIM Capital Group   +230 490 1402   info@pimcapitalgroup.com

The themes discussed at both the HedgeNews Africa Symposium and the Guernsey Funds Forum also resonate strongly with a broader piece I wrote recently for The European on the increasingly important role of cross-border collaboration and fund structuring in a fragmented geopolitical environment: Capital without borders in a world defined by them

We are always keen to hear your thoughts and feedback on these events or on any of the articles we publish. Please consider joining the conversation on LinkedIn or reach out privately to anyone in the PIM Capital team.

Stephan Hartzenberg,
Group Director of PIM Capital