

## Hedge Fund Returns Meet or Exceed Expectations for 73% of Institutional Investors

### Results of Preqin Survey: Institutional confidence one year on - have investors recovered from the crash?

Please see the attached Research Report for more information on the findings of our investor survey. The report is based upon an extensive survey carried out in September 2009 of over 50 institutional investors including private and public sector pension funds, endowment plans, family offices, foundations and insurance companies. The survey encompassed a large cross section geographically with investors based in Europe, North America, Asia as well as Rest of World.

Key findings include:

- 73% of investors state hedge fund portfolios have either met or exceeded return expectations (in 2008 this figure was 62%)
- 27% of investors state hedge fund returns have fallen short of expectations (38% in 2008)
- 66% of investors are either confident or very confident in the hedge fund asset class as a means of satisfying their portfolio objectives
- 51% of investors intend to maintain their current exposure to hedge funds over 2010
- 29% of investors intend to increase their exposure to hedge funds over 2010
- Transparency, liquidity and risk management have replaced the performance record of a fund as the key considerations of a hedge fund investor

The full report follows this page.

Comment:

“Institutional confidence is returning to the asset class following the global crisis in 2008. Investors, many of which last year lost confidence in hedge funds following disappointing returns and several high profile fund collapses and scandals, are beginning to make new investments in funds and are significantly more satisfied with the performance of their hedge fund portfolios over 2009 as compared to 2008. The hedge fund industry has changed: with smaller assets under management and fewer funds, it has emerged from the crisis smaller but stronger. Institutional investors are now the key source of capital to the hedge fund manager community – providing over 70% of the total assets in the industry. Therefore it is vital for managers to understand the needs and demands of these investors if they are to be successful in achieving and maintaining funding levels for their vehicles.”

Amy Bensted – Manager, Hedge Fund Products

About Preqin:

Preqin is the leading source of information for the alternative assets industry, providing data and analysis via online databases, publications and bespoke data requests.

Preqin has built a reputation in the alternative assets industry for providing the most comprehensive and extensive information possible. Leading alternative assets professionals from around the world rely on Preqin's services daily, and its data and statistics are regularly quoted by the financial press.

For more information, please visit: [www.preqin.com](http://www.preqin.com)

Note to Editors:

- Please note that Preqin has completely replaced Private Equity Intelligence as the official company name.
- Preqin is spelled without the letter 'U' after the 'Q'.

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# Preqin Survey Results: Have Hedge Fund Investors Recovered from the Crash? (1)

At the end of September 2009 Preqin's analysts surveyed more than 50 institutional investors with known activity in hedge funds to garner their thoughts on various issues key to the industry today. Preqin carried out a similar survey in October 2008—just as the hedge fund industry experienced its largest crash this century. In this article we look at how the results of this year's survey compare to 2008's and examine investor confidence on the cusp of a new decade. We surveyed a variety of institutional investors including private and public sector pension funds, endowment plans, family offices, foundations and insurance companies. The survey also encompassed a large cross section geographically, with investors based in Europe, North America, Asia and Rest of World.

## Investor satisfaction and confidence

Institutional investors are, on the whole, more satisfied with the returns of their hedge fund portfolios today, compared to a year ago. In 2008, just under 40% of all surveyed investors were dissatisfied with their hedge fund investments following returns which had not met expectations – today this figure stands at around 27%. As shown in Fig. 1, 62% of investors surveyed in 2009 stated that return expectations have been met, and a further 11% stated hedge fund returns have exceeded their expectations.

During 2008 hedge funds produced almost uniformly poor returns and as a result many hedge funds disappeared altogether and the industry shrank considerably. However, the industry has emerged smaller, yet stronger. Returns are back in positive territory and some strategies have been producing their best performances for five years or more. This bounce back has helped to restore some of the investor confidence that was lost in 2008 and institutions are once again investing in the asset class following their temporary suspension of activity at the end of 2008 and the first quarter of 2009.

Fig. 2 shows that 66% of institutional investors are either confident or very confident that their hedge fund

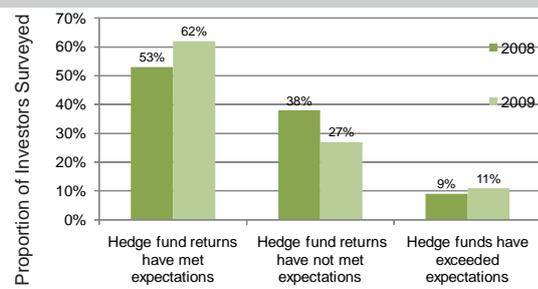
investments meet their investment objectives. There still remains a degree of apprehension about the asset class following the disappointing returns, high-profile scandals and gating of capital which characterised the end of last year. However, if returns remain strong and managers have learnt from the lessons of the crash, then investor confidence in the asset class should be restored to pre-2008 levels.

As a result of increased investor satisfaction and the return of investor confidence in hedge funds, 80% of investors plan to either maintain their current exposure to the asset class or to increase the amount of capital they invest. 20% of all investors surveyed stated that they plan to decrease their exposure to hedge funds. There were various reasons stated for this; many of the investors that have experienced poor returns over the past 18 months are reducing their hedge fund allocations in favour of other investment funds, whereas some investors are being forced to redeem some investments in order to rebalance their portfolios. A European foundation told Preqin that it was cutting some hedge funds from its portfolio "unwillingly; ...because of their outperformance, hedge funds' relative proportion of the total portfolio now exceeds the maximum allowable by the board so I am forced to redeem to bring the proportion into line with the strategic allocation."

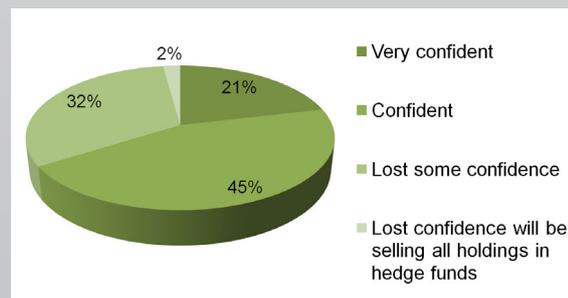
## What are investors looking for in hedge fund managers?

Fund transparency has replaced fund performance as the greatest consideration for investors when selecting new hedge fund managers. Risk management and firm reputation have also grown in importance to hedge fund investors following the high-profile hedge fund scandals which have dogged the industry in the past 12 months. Last year the performance record of a fund was the most important criteria used by institutional investors to assess new hedge fund opportunities; however investors now are more conservative in their reasons for investing in hedge funds. As Fig. 5 shows, most investors choose hedge funds for portfolio

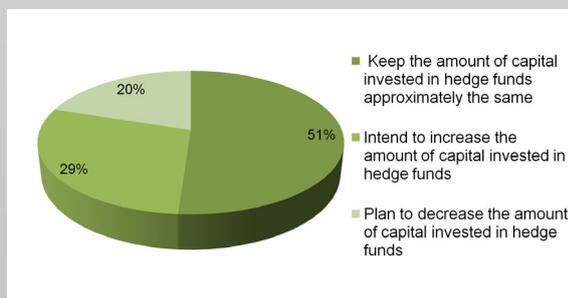
**Fig. 1:**  
Institutional Satisfaction with Hedge Fund Performance: 2008 vs. 2009



**Fig. 2:**  
Institutional Investor Confidence in Hedge Funds



**Fig. 3:**  
Investor Plans for Next 12 Months



Preqin maintains a range of products for professionals involved with sourcing institutional investors for hedge fund vehicles, all based on our detailed database of over 2,500 institutions. With online services, data downloads and publications all available, Preqin can help you to identify and contact future investors.

Available as:

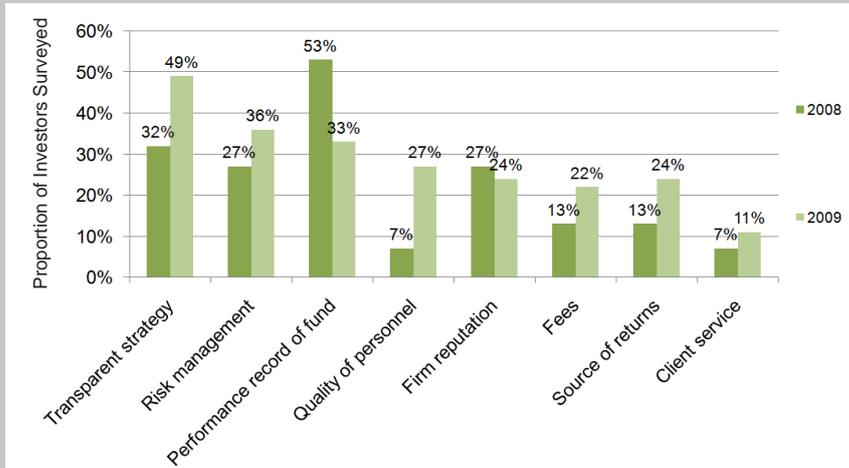
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# Preqin Survey Results: Have Hedge Fund Investors Recovered from the Crash? (2)

**Fig. 4:**  
Institutional Investors' Key Considerations  
When Choosing Hedge Fund Managers



diversification and to improve the risk/return profile of their portfolio rather than to produce outsized returns.

Just under half of all investors surveyed stated that they have not altered what they look for in hedge fund managers since the market crisis at the end of 2008. Of the investors which have altered their search criteria, 52% are now looking for increased liquidity, and a third look for more transparency at fund level. While fees are a key issue for institutional investors, they do not specifically set out to invest in funds that charge lower fees, preferring instead to negotiate fees with funds that exhibit characteristics which are more important to them, such as greater liquidity and transparency.

## Conclusions

Institutional confidence in hedge funds is returning following the global crisis in 2008. Investors, which last year lost confidence in hedge funds following disappointing returns and several high-profile fund collapses and scandals, are beginning to make new investments and have been more satisfied with their hedge fund performance over 2009, than in 2008. The hedge fund industry has changed: with less in assets under management and fewer funds, it has emerged from the crisis smaller but stronger. Institutional investors are now the key source of capital to hedge fund managers – providing

over 70% of the total assets in the industry – therefore it is vital for managers to understand the needs and demands of these investors if they are to be successful in their search for institutional support.

Liquidity and transparency are key issues for the institutional investor. Funds that can provide this will be very attractive to the institutional investor over the next 12 months. Also those hedge fund managers that are flexible in the terms and conditions associated with their funds will be more successful at gaining institutional support. The issue of fees has been at the forefront of the hedge fund industry in 2009, and institutional investors are becoming increasingly dissatisfied with the “2&20” structure that has been implemented traditionally.

## Future Preqin Surveys

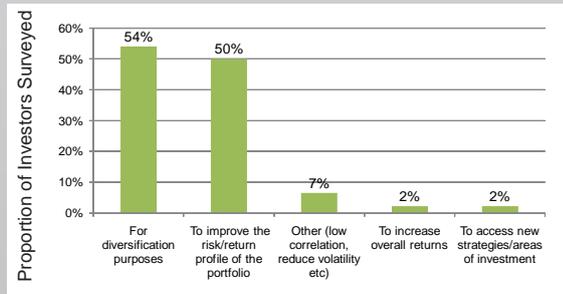
In the coming weeks Preqin will be releasing a report examining investors' attitudes towards fees. This detailed report will include the results from the second Preqin hedge fund investor survey.

Preqin's Hedge Investor Profiles is an online database which contains information about institutional investors in hedge funds.

To find out more about this industry-leading product, or to register for trial access, please visit:

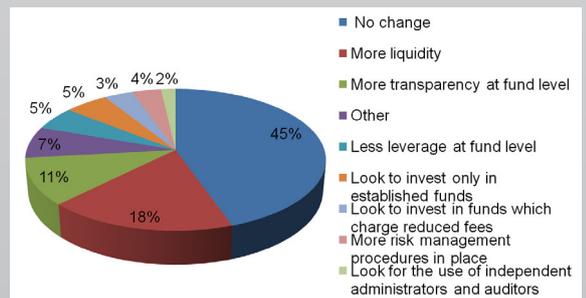
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**Fig. 5:**  
Main Reason(s) Stated for Institutional Use  
of Hedge Funds



“  
...some strategies have been producing their best performances for five years or more...  
”

**Fig. 6:**  
How Institutional Investors Have Changed What They Look for in Hedge Fund Managers Since the Market Crisis



Preqin maintains a range of products for professionals involved with sourcing institutional investors for hedge fund vehicles, all based on our detailed database of over 2,500 institutions. With online services, data downloads and publications all available, Preqin can help you to identify and contact future investors.

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