

# Private Equity Spotlight

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[www.preqin.com](http://www.preqin.com)

Welcome to the latest edition of Private Equity Spotlight, the monthly newsletter from Preqin, providing insights into private equity performance, investors and fundraising. Private Equity Spotlight combines information from our online products Performance Analyst, Investor Intelligence & Funds in Market.

**THE YEAR IN REVIEW:** 2007 has been an eventful year for private equity, with tremendous fundraising and deals activity in the first half, followed by the credit-related slowdown in the second half.

Temporary interruption to growth, or the end of the boom? We firmly believe it's the former: the debt markets will surely return to normality – if not the sublime conditions of 2006 to 2007 H1. There is a lot more growth to come in the global private equity industry – and you'll be able to see just how much in the **Preqin Private Equity Review 2008**, out at the end of January.

**ARCHIVE:** Spotlight has covered all the big issues in 2007 - from Fundraising to the Credit Crunch, from Mega Funds to Emerging Markets.

Visit the [Archive](#) to see more.

**10,000 SPOTLIGHT SUBSCRIBERS:** we're delighted to announce that just over 10,000 private equity professionals from 62 countries around the world have now registered for Spotlight and are receiving monthly updates. Please help us to make Spotlight an even better information resource for you:

- **Feedback:** what do you like most about Spotlight? What would you like to see more of? Which bits need improving? Please take a minute to give us your feedback by going to [www.preqin.com/feedback](http://www.preqin.com/feedback)
- **Referrals:** do you know a colleague or associate who might benefit from receiving Spotlight each month? Send us their email addresses to [spotlight@preqin.com](mailto:spotlight@preqin.com) and we'll make sure they receive it next month.
- **Trial Online Access:** This time of year can be a great period for a free trial of Preqin's Online Service. [Click here](#) and we'll arrange it for you.

**Spotlight will resume normal service in January**

**We wish all our readers success and happiness in 2008 and beyond.  
Happy Holidays!**

# Preqin: Online Products

## **FUND PERFORMANCE:**

We provide performance data for 3,600 private equity funds worldwide. For each individual fund you see the amount called, distributed, unrealised value, value multiple and net IRR. Performance is measured on a net-to-LP basis. Fund performance is available through our online database "Performance Analyst"



## **INVESTORS:**

View profiles for 3,700 global LPs complete with information on background, contact details including key people, program size, investment plans, investment preferences, current portfolio and funds previously invested with. This information is available through our online database "Investor Intelligence"



## **FUND RAISING:**

See information on over 1,200 private equity funds worldwide which are currently raising capital. Get details of funds likely to be raising in the near future and view funds closed since 2003 including sample investors. This information is available through our online database "Funds in Market"



## **FUND TERMS:**

See valuable information on fees, costs and key terms for all types of funds, based upon an exhaustive analysis of data from over 1,100 funds. Ensure that negotiated terms are in line with industry best practice. This information is available through our publication "The 2007 Fund Terms Advisor", which also gives access to our online service showing benchmark figures based upon key fund features.

**TRIAL ACCESS:** with Spotlight you get selected highlights from Preqin's various online information services – Performance Analyst, Funds in Market, and Investor Intelligence. Why not get Trial Access to the online services and see what they can do for you.

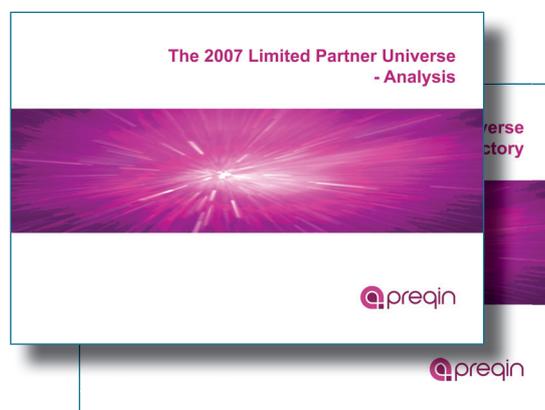
**[CLICK HERE FOR TRIAL ACCESS TO PREQIN'S ONLINE SERVICES](#)**

# Preqin: Publications

## *The 2007 Limited Partner Universe:*

The 2007 Limited Partner Universe is the ultimate guide to global investors in private equity funds:

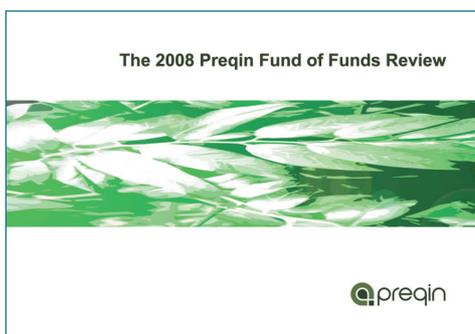
- LP profiles: detailed profiles for the 1,500 most important LPs worldwide, with information on their assets under management, allocations to private equity, previous fund investments, areas of interest, current investment plans, and contact details for the key decision makers;
- All LP types: asset managers, banks and investment banks, corporate investors, corporate pension funds, endowments, family offices and foundations, government agencies, insurance companies, fund of funds, public pension funds;
- League Tables: listings of the largest LPs by type and region, helping you to target the best prospects;
- In-Depth Analysis: of LPs in each major country and geographic region;
- Make-up of Investors in recently-Closed Funds: benefit from the experience of others and see what LPs are most likely to support your new fund;
- Bottom-up Analysis of the Global LP Universe: see the trends and patterns that are shaping the LP Universe, and make sure your firm benefits from them;
- Handy Two-Volume Format: Volume 1 gives you all the analysis you need to understand the key trends and patterns, Volume 2 gives you all the detail for 1,500 LPs worldwide.



## *The 2008 Preqin Fund of Funds Review*

The 2008 Preqin Fund of Funds Review is the most comprehensive guide available on private equity funds of funds. This 500 page publication provides you with:

- Profiles: View detailed profiles for 248 fund of funds managers from around the globe. See details on each managers most recent funds with a breakdown of investments by fund type, location and investment type (primary, secondary and direct). Also includes key contact details.
- Performance: See key fund performance metrics for 440 fund of funds, comparing each fund against a fund of funds benchmark and the Private Equity Intelligence Synthetic benchmark (a unique benchmark taking account of the fund type focus of each fund of funds).
- LP Investors: Detailed profiles for over 250 LP investors who invest in fund of funds. See information on their specific plans for fund of funds investing, sample investments and key contact details. Understand which types of investors are investing in Fund of Funds.
- Fund-raising: In depth listings of all fund of funds closed during 2006 and 2007, funds currently raising and funds predicted to be raising in the near future.
- Fund Terms: Data on typical fund terms: management fees, carry, hurdles, fee rebates, key man provisions, etc. Full key terms listings for 80 fund of funds.
- Analysis: Detailed analysis on all aspects of fund of funds, examining current market conditions and industry trends.

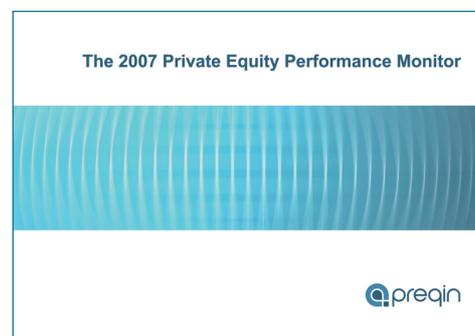


# Preqin: Publications

## *The 2007 Private Equity Performance Monitor*

The 2007 Performance Monitor is the world's most comprehensive guide to private equity fund performance:

- Profiles: for over 1,000 separate private equity firms from around the globe, including fund by fund performance information, details on investment focus and contact details.
- Performance: key performance metrics for over 3,000 funds, comparing each fund against benchmarks to reveal the true top quartile performers.
- Analysis: nearly 100 pages of detailed analysis including:
  - How have different types of fund performed - buyouts (large vs mid and small) / venture (early vs late stage) / fund of funds / Secondaries / Mezzanine / real estate / distressed debt / emerging managers?
  - Cashflow analysis for the Buyout and Venture industries
  - How have different industry sectors performed?
  - Listed private equity – how has it performed vs partnership investments and vs major stock market indices?
  - What is the level of risk for different types of fund? and more...
- Benchmarks: Performance benchmarks by vintage for Buyout, Venture, Early Stage, Fund of Funds, Mezzanine and Real Estate funds.
- Global top performers: identifies the private equity firms that have shown the best consistent performance over a long period, and across all fund types.



## *The 2007 Fund Terms Advisor*

The 2007 Fund Terms Advisor is your vital reference source for details and benchmarks on key fund terms:

- Management Fees: percentages over the life of the fund
  - Carry: basis for calculation, percentages and hurdle rates
  - Other Costs: treatment of other costs and fee rebates
  - Key man provisions: and no-fault divorce terms
  - Commitments: GP commitments, minimum LP commitments
  - Benchmarks: how these terms vary by fund type and size
  - Listings: fund-by-fund fees data for 598 named funds; full key terms listings for 437 funds.
- You also get unlimited access to our unique Online Fund Terms Advisor to model the economic impact on both LPs and GPs of different terms and conditions: gain an advantage in planning and negotiating terms.

The 2007 Fund Terms Advisor is a vital tool for:

- GPs planning or raising new funds
- LPs reviewing and committing to new funds
- Lawyers advising on fund formation and raising
- Placement Agents



# Preqin: Publications

## The 2008 Preqin Hedge Institutional Investor Directory:

The 2008 Preqin Hedge Institutional Investor Directory is the most comprehensive source of information on institutional investors in the asset class available today:

- Investor profiles: detailed profiles for over 700 of the most important institutional investors worldwide, with information on their assets under management, allocations to hedge funds, previous firms invested with, areas of interest by fund type and geography, current investment plans, and contact details for the key decision makers.
- All investor types included: asset managers, banks and investment banks, corporate investors, corporate pension funds, endowments, family offices and foundations, government agencies, insurance companies, fund of funds, public pension funds.
- Investors to Watch in 2008: separate listings for the most important and interesting LPs by type, helping you to target the best prospects in 2008.
- In-Depth Analysis: of institutional investor universe by geographic region and type.
- Results of our 2008 Investor Survey: see the full results of our survey establishing attitudes towards the industry, and revealing the most important factors for investors when considering new investments.



## The 2007 Private Equity Real Estate Review

The 2007 Private Equity Real Estate Review is a must buy for all professionals involved in the private equity real estate industry. This year's comprehensive 484 page review shows:

- Top LPs: see complete, comprehensive profiles for 250 of the most important LPs in private real estate funds globally.
- Leading Firms: details of the 340 most significant global real estate private equity firms including details of over 1,000 separate funds raised and key contacts.
- Performance: transparent returns for 375 funds worldwide. Who has delivered the best performance?
- Performance Benchmarks: for real estate funds compared to other private equity funds.
- Fundraising: detailed listings of all funds closed since 2006, and all new funds currently on the road.
- Fund Terms: management fees, carry, hurdles, fee rebates, key man provisions etc.
- Placement Agents: details on the use of placement agents in the real estate industry.
- Fund of Funds: details for real estate fund of funds plus an overview of this growing industry.
- Detailed Analysis: Over 60 pages of detailed, vital analysis on the latest trends within the private equity real estate industry, plus predictions for the future.

