Preqin Special Report: Asia-Pacific Private Equity

September 2011

Content Includes

The Evolution of Asia-Pacific Private Equity Fundraising
We assess the growing significance of Asia-Pacific to the private equity industry.

Asia-Pacific Fundraising
A rundown of the key facts and figures regarding private equity fundraising in Asia-Pacific.

Funds of Funds Focused on Asia-Pacific
A breakdown of the key funds of funds that seek investment opportunities in Asia-Pacific countries.

Asia-Pacific Performance
A run down of the key performance metrics for Asia-Pacific private equity funds.

Investors to Watch
We identify the key investors in Asia-Pacific private equity to watch, breaking down domestic and international LPs of interest.

... and Much More!

preqin
alternative assets. intelligent data.

Contents

Editor:
Stuart Taylor

Production Editor:
Claire Wilson

Sub-Editor:
Sam Meakin

Contributors:
Antonia Lee
Aveline Tan
Ee Fai Kam
Emma Dineen
Gary Broughton
Gayatri Pillai
Ivan Han
Louise Weller
Tom Carr
Wan Ping Chia
Yong Xiang Pua

Preqin:
New York: +1 212 808 3008
London: +44 (0)20 7645 8888
Singapore: +65 6408 0122

Email: info@preqin.com
Web: www.preqin.com

Foreword

Asia-Pacific's emergence as a globally significant region for private equity is no longer a prediction; it is a reality. Asia-Pacific (Asia and Australasia) is not new to private equity. However, the rapid economic rise of China, India and burgeoning ASEAN countries has vastly expanded the region's private equity investment purview. Fund managers from around the world see the benefit of investing in Asia-Pacific companies, and financial institutions in the region are increasingly aware of how they can put privately raised capital to work. Institutional investors from around the world also see the opportunities available from India to Australasia and are seeking exposure to private equity funds targeting these regions. Indeed, as of August 2011, 22% of funds seeking capital from investors have a primary focus on Asia-Pacific.

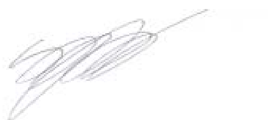
Preqin, with our office in Singapore, is ideally located to track Asia-Pacific private equity. Able to take full advantage of time zones and overcome language barriers, Preqin is in daily contact with the region's private equity fund managers, funds of funds, institutional investors, consultants and fund service providers. Nearly a year since opening our Asia office, the Preqin Special Report: Asia-Pacific Private Equity represents the collective efforts of our dedicated Asia-Pacific team and provides insight into the scope and depth of data that Preqin holds, not just for Asia-Pacific, but for the entire private equity universe.

Asia-Pacific fundraising accounted for 6% of all funds raised worldwide in 2003. In the period January to August 2011 its share had risen to 16%. Curtailed by the global economic downturn, Asia-Pacific private equity markets proved relatively robust in a difficult fundraising environment. As of August 2011, Asia-Pacific fundraising for the year to date stood at 29% of its 2008 total, compared to 24% for North America and just 16% for Europe. More capital is being targeted by funds focusing on Asia-Pacific than ever before, with USD 119.6 billion being sought by 371 vehicles. This bucks the trend seen in North America and Europe, where aggregate targets for funds seeking capital are lower than in 2008.

India and China have made a major contribution to the rise of Asia-Pacific private equity. China in particular is changing the landscape of global private equity investing. Greater China leads the way in terms of where fund managers from around the globe see the best investment opportunities within Asia-Pacific. With Chinese regional and national governments encouraging private equity fundraising and investment at home, and relaxing restrictions to international firms, China and consequently Asia-Pacific will become an even more significant part of the private equity industry in the coming years.

Institutional investors have likewise recognized the value of Asia-Pacific private equity. We contacted over 50 prominent international LPs to find out what investment opportunities they sought in Asia-Pacific. We also asked over 30 Asia-Pacific LPs about their preferences for allocating private equity capital, both at home and abroad.

We hope you find the Preqin Special Report: Asia-Pacific Private Equity a useful and interesting guide. With teams in New York, London and Singapore, our real-time global private equity coverage is the most pertinent and comprehensive available. If you would like more information or have any feedback, please feel free to contact us at any of our offices.



Stuart Taylor
Manager - Asia Research

The Evolution of Asia-Pacific Private Equity Fundraising

Asia-Pacific private equity markets have gradually increased in prominence over the last decade. In line with rapid growth of global private equity in the early 21st Century until the economic downturn at the end of 2008, Asia-Pacific private equity fundraising increased year-on-year. In 2003 private equity funds focused on Asia and Australasia raised an aggregate USD 5.8 billion. By the end of 2008 funds in these regions had closed on a total of USD 88.4 billion in capital during the year. Along with the traditional private equity markets of North America and Europe, Asia-Pacific private equity had arrived as a market force.

However, the rapid growth of the Asia-Pacific private equity markets was slowed by the global financial crisis. Investors from around the globe had to reassess their positions towards private equity in general, with many unable or unwilling to commit capital to illiquid funds. International investors that had previously wanted to ramp up commitment levels to Asia-Pacific instead adopted a wait-and-see approach towards committing to markets beyond their traditional focus.

The impact of the financial downturn on Asia-Pacific was softened, however, by more resilient investors from Asia itself. While many investors from Asia-Pacific were affected by the downturn, the number of institutional investors from Asia-Pacific was swelling, helping to limit the damage to private equity fundraising in the region.

Although many are still operating within tight investment parameters, a significant proportion of investors from around the globe are expressing interest in including an Asia-Pacific component in their private equity portfolios. Many North American and European investors already maintain an active Asia-Pacific private equity portfolio. While traditional private equity investor hubs have looked to take advantage of the impressive performance of Asia-Pacific private equity markets, so too have investors within the region itself.

Historically, a lot of private capital investment from the Asia-Pacific has been done through styles divergent to those of traditional private equity structures. While developed economies in Asia-Pacific have long practiced private equity fundraising, this is a newer concept for the emerging powerhouses of the region. Chinese private equity in particular is developing with remarkable speed, with new fund managers being bureaucratically supported and financially backed by regional governments across the country.

Fig. 1: Annual Asia-Pacific Private Equity Fundraising, 2003 - August 2011

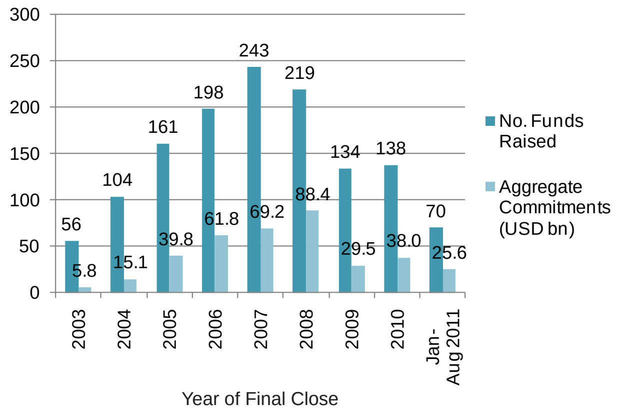
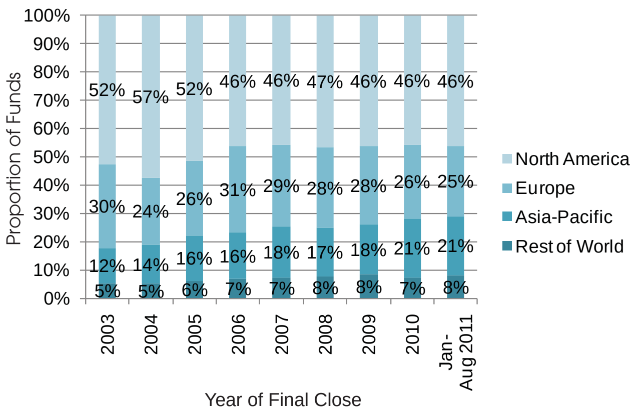


Fig. 2: Annual Breakdown of Private Equity Funds Closed by Primary Geographic Focus, 2003 - August 2011



Asia-Pacific fundraising remains low compared to the recent private equity bull years, but its markets have been relatively robust compared to North America and Europe. By 2010, although still some way off the record USD 88.4 billion raised in 2008, Asia-Pacific markets were showing promising signs of recovery, with fundraising reaching 43% of the 2008 total. North American fundraising in 2010 reached 39% of its 2008 fundraising aggregate of USD 391.1 billion, and Europe reached 34% of its 2008 total of USD 167.9 billion. This trend continued into 2011: as of August 2011, Asia-Pacific fundraising for the year to date stood at 29% of its 2008 total, compared to 24% for North America and just 16% for Europe.

The continuing rise to prominance of Asia-Pacific private equity funds is evident when considering their increasing share of the global market. The last two years has seen funds focused on Asia-Pacific take their largest ever share of the market in terms of the number of vehicles closed. 21% of funds closed in 2010 have Asia-Pacific as their primary geographic focus, and the proportion is similar for funds closed in January to August 2011. The share of capital closed has also reached record amounts; 14% of global fundraising in 2010 went to funds closed with a primary focus on Asia-Pacific, and the figure increased to 16% for funds closed in January to August 2011.

Another indicator of the increasing appeal of Asia-Pacific funds is the evolution of the average size of these vehicles. Despite the continued uncertainty in global markets, managers raising funds focusing on Asia-Pacific have been confident of reaching ambitious fundraising targets and have been able to do so. Other than the figure for 2008, which was a record year for both Asia-Pacific and global fundraising in terms of aggregate capital raised, the 2011 average Asia-Pacific-focused fund size is, as of August, the highest it has ever been, at USD 381 million. 2011 is the first time that the average size of Asia-Pacific-focused funds has been greater than that of Europe-focused vehicles, which on average closed on USD 341 million in January to August 2011.

Fig. 3: Annual Breakdown of Aggregate Capital Raised by Primary Geographic Focus, 2003 - August 2011

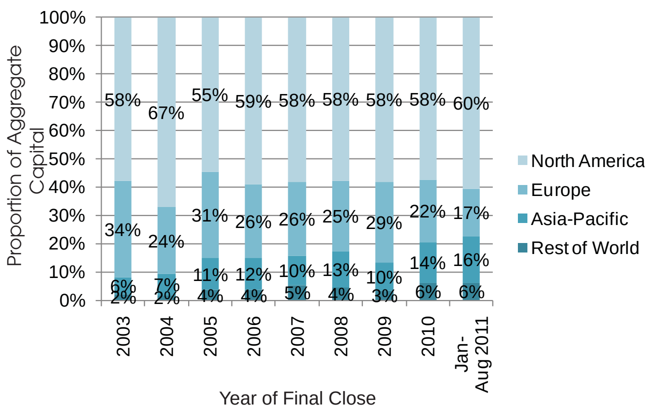
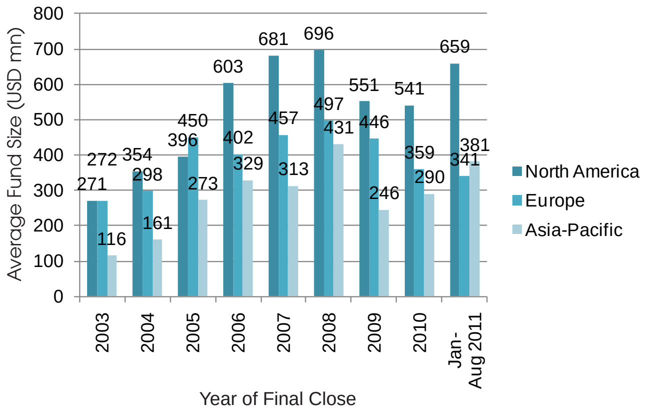


Fig. 4: Annual Average Private Equity Fund Size by Primary Geographic Focus, 2003 - August 2011



Asia-Pacific Fundraising by Fund Type

From 2009 to August 2011, 342 private equity funds focusing on Asia-Pacific (Asia and Australasia) held a final close having raised an aggregate USD 93 billion.

Growth funds, which raised USD 24.2 billion in total, received the most capital from investors. The fundraising figure was contributed to by 74 vehicles, making it the second most prominent fund type by number of funds raised. The largest growth fund that closed within this period was Baring Asia Private Equity Fund V, a USD 2.5 billion pan-Asia fund closed by Baring Private Equity Asia in February 2011. The vehicle will also make buyout investments if suitable. Buyout funds captured the next largest market share with USD 19.9 billion raised by 29 vehicles, including a USD 2.6 billion fund raised by Carlyle Group in April 2010. Carlyle Asia Partners III seeks buyout opportunities across Asia-Pacific, including Australia, China, India and South Korea. However, it will also invest in growth opportunities where markets are more conducive.

Venture funds garnered USD 14.0 billion from investors, and the fund type was most prominent in terms of the number of funds closed with 97 vehicles. Funds that invest in Asia-Pacific real assets were also popular in the period, with 64 real estate funds (including real estate funds of funds) and 24 infrastructure funds (including infrastructure funds of funds) receiving USD 15.3 billion and USD 10.9 billion respectively in investor commitments. 29 private equity funds of funds, including secondaries funds, raised USD 4.9 billion. USD 1.1 billion was committed to 10 distressed private equity funds, a category that includes distressed debt, turnaround and special situations funds.

Growth funds are particularly significant in Asia-Pacific due to the types of deals available within many emerging Asian economies. The fund type predominately targets significant minority stakes within fast-growing, relatively mature, and profitable companies, and does not generally use leverage in financing investments. Less flexible state regulations in Asian markets mean that fund managers find it harder to complete buyouts, and companies in the region are also less likely to hand over controlling stakes to fund managers. Coupled with a large market base of companies looking to grow their businesses, the profile of growth funds fits well in such market conditions. Hence, both fund managers and investors are more likely to pursue growth opportunities in this region.

Fig. 6 shows that growth funds targeting Asia-Pacific have raised more capital than those targeting other regions in four out of the past six years. Growth funds focused on Asia-Pacific investments accounted for 51% of the aggregate capital raised by growth funds in 2006. While the total capital share dipped to 32% the following year, Asia-Pacific funds have since increased their share again year on year, with 62% of the aggregate capital raised by growth funds in January to August 2011 focused on Asia-Pacific. It is likely that a significant proportion of growth capital commitments will continue to go to Asia-Pacific funds, with 98 such growth funds in market targeting over USD 29 billion as of August 2011.

Fig. 5: Asia-Pacific Private Equity Fundraising by Fund Type, 2009 - August 2011

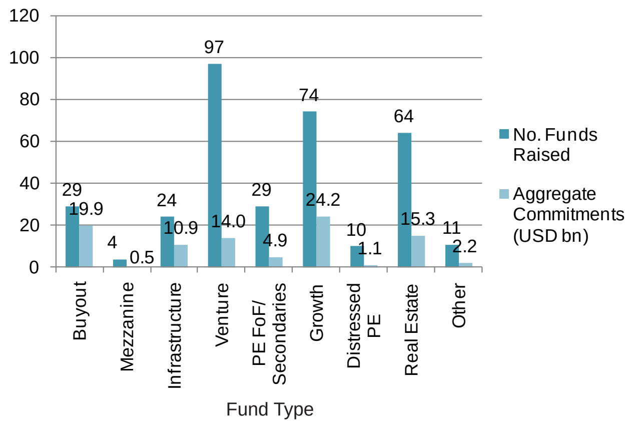
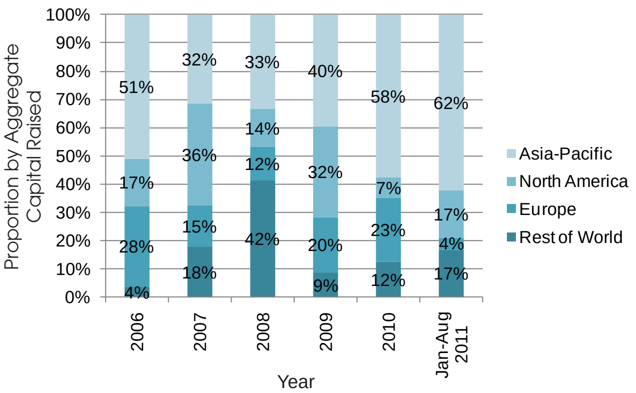


Fig. 6: Annual Geographic Breakdown of Aggregate Capital Raised by Growth Funds, 2006 - August 2011



Asia-Pacific Fundraising by Geography

Over the past few years, fund managers based in Asia-Pacific have been more prominent in local private equity fundraising than fund managers from other regions of the world. As shown in Fig. 7, Asia-Pacific firms have captured at least half of aggregate capital for the region since 2006. Fig. 8 demonstrates that the trend is similar when looking at the number of funds raised rather than aggregate commitments, with 83% of funds closed in January to August 2011 having been raised by fund managers headquartered in Asia-Pacific.

Between 2006 and 2008, the presence of international firms in Asia-Pacific markets grew and led to the decrease in the proportion of aggregate capital raised by local firms from 61% to 50%. The proportion of funds closed by Asian fund managers also fell from 76% to 69%. However, the financial crisis in 2008 hampered global fundraising efforts, temporarily halted LP plans to invest in less familiar markets, and consequently impeded the growth in the aggregate capital share of foreign firms in the Asia-Pacific region. This, coupled with the growing number of private equity firms based in Asia-Pacific, meant that local fund managers expanded their share of Asia-Pacific fundraising to 86% of aggregate capital raised and 83% of total funds closed in the period January to August 2011.

Within Asia-Pacific, Greater China is highly favoured by both fund managers and investors, and has been the most popular geographic focus within the region for funds closed in the period shown in Fig. 9. 49% of Asia-Pacific funds closed in 2009 included an allocation to Greater China. This increased to 55% of vehicles in 2010 and 61% in January to August 2011. India is the second most popular location targeted by funds focused on Asia-Pacific, with 27% of funds closed in January to August 2011 including an allocation to the country.

Fig. 7: Annual Breakdown of Aggregate Capital Raised for Asia-Pacific Funds by Fund Manager Location, 2006 - August 2011

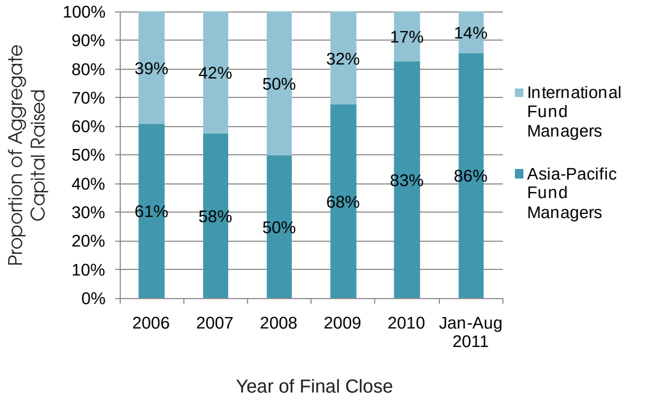


Fig. 8: Annual Breakdown of Asia-Pacific Funds Closed by Fund Manager Location, 2006 - August 2011

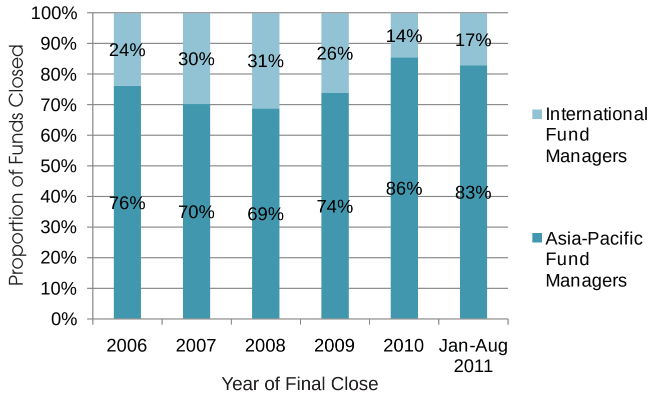
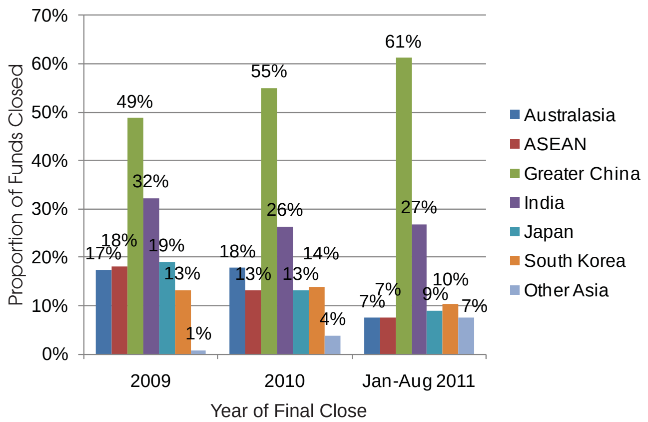


Fig. 9: Asia-Pacific Private Equity Funds by Locations Included in Fund Geographic Focus, Funds Closed 2009 - August 2011



Asia-Pacific Fundraising: Top 10s

Fig. 10: Top 10 Asia-Pacific Funds Closed Historically by Final Close Size

Fund	Fund Manager	Fund Type	Final Close Size (mn)	Firm Location	Primary Geographic Focus	Additional Geographies Targeted	Year Closed
Lone Star Fund V	Lone Star Funds	Real Estate	5,000 USD	US	Greater China, South Korea, Japan	North America, West Europe	2005
TPG Asia V	TPG	Buyout	4,250 USD	US	Pan-Asia, Australasia		2008
Morgan Stanley Real Estate Fund V International	Morgan Stanley Real Estate	Real Estate	4,200 USD	US	Greater China, Japan	West Europe	2006
CVC Capital Partners Asia Pacific III	CVC Capital Partners	Buyout	4,119 USD	UK	Australasia, China, Japan, South Korea, Singapore		2008
Lone Star Fund IV	Lone Star Funds	Real Estate	4,100 USD	US	Japan, South Korea	North America, West Europe	2001
Colony Investors VIII	Colony Capital	Real Estate	4,000 USD	US	Greater China	North America, Europe	2007
KKR Asia Fund	Kohlberg Kravis Roberts	Buyout	4,000 USD	US	Japan, China, Australasia		2007
MGPA Asia Fund III	MGPA	Real Estate	3,890 USD	UK	Greater China, Japan, ASEAN		2008
Pacific Equity Partners Fund IV	Pacific Equity Partners	Buyout	4,062 AUD	Australia	Australasia		2008
Avenue Asia Special Situations Fund IV	Avenue Capital Group	Distressed Debt	3,000 USD	US	Greater China, India, ASEAN		2006

Fig. 11: Top 10 Asia-Pacific Funds Closed since 2010 by Final Close Size

Fund	Fund Manager	Fund Type	Final Close Size (mn)	Firm Location	Primary Geographic Focus
Carlyle Asia Partners III	Carlyle Group	Buyout	2,550 USD	US	Greater China, India, South Korea, Australasia
Baring Asia Private Equity Fund V	Baring Private Equity Asia	Growth	2,460 USD	Hong Kong	Pan-Asia
Shanghai Financial Sector Investment Fund I	GP Capital	Buyout	11,000 CNY	China	China
Yunfeng Fund	Yunfeng Capital	Early Stage	10,000 CNY	China	China
Hony Capital RMB Fund II	Hony Capital	Buyout	10,000 CNY	China	China
CHAMP Buyout III	CHAMP Private Equity	Buyout	1,480 AUD	Australia	Australasia, Malaysia, Singapore
CDH China Fund IV	CDH China Management Company	Growth	1,458 USD	China	China
CITIC Mianyang Private Equity Fund	CITIC Private Equity Funds Management	Growth	9,000 CNY	China	China
SAIF Partners IV	SAIF Partners	Growth	1,250 USD	China	China, India
Navis Asia Fund VI	Navis Capital Partners	Buyout	1,200 USD	Malaysia	Australasia, India, ASEAN, Hong Kong

Asia-Pacific Funds Currently in Market

As of August 2011, there are 1,701 funds on the road worldwide seeking an aggregate USD 683.9 billion in commitments. This represents a 9% increase in the number of funds and 22% rise in target aggregate capital from August 2010. 754 primarily North America-focused funds are seeking USD 318.4 billion, 387 Europe-focused vehicles are targeting USD 183.6 billion, and 371 Asia-Pacific funds are seeking to raise USD 119.6 billion from investors. Of the 371 Asia-Pacific funds in market, 143 have held at least one interim close, with USD 18.3 billion in aggregate committed capital.

Both the number and aggregate target of Asia-Pacific funds in market seeking capital as of August 2011 have risen significantly since August 2010, when there were 193 funds targeting USD 69.3 billion in investor commitments. In August 2008, 129 Asia-Pacific funds were on the road seeking USD 49.8 billion. This highlights the rapid ascent of Asia-Pacific as a key area for private equity investment and is in stark contrast to North America- and Europe-focused funds, which were targeting USD 476 billion and USD 232 billion respectively in August 2008, significantly more than is being sought by funds in market focusing on these regions as of August 2011.

The rise in the number of Asia-Pacific funds in market is the result of both an increasing fund manager presence within Asia-Pacific, with many Asia-Pacific financial institutions moving into the traditional private equity space, and an international fund manager universe that, following post-Lehman caution, now wants to take advantage of Asia-Pacific's huge potential for growth and returns again.

Fig. 14 further highlights the increasing attractiveness of raising an Asia-Pacific fund. 22% of funds in market globally have a primary focus on Asia-Pacific, which is a steep increase from 9% in 2008. The percentage of Asia-Pacific funds in market now rivals Europe-focused funds, which account for 23% of funds on the road.

The largest fund in market with an exclusive focus on Asia-Pacific, as of August 2011, is PAG Asia I. The buyout fund is seeking USD 2.5 billion in total and invests in China and other Asian markets. Other funds on the road with a significant Asia-Pacific focus include Hony Capital Fund V, which is targeting between USD 1.4 billion and USD 2 billion, and the CNY 10 billion Guochuang Kaiyuan Fund of Funds.

Fig. 12: Composition of Current Fundraising Market by Fund Primary Geographic Focus

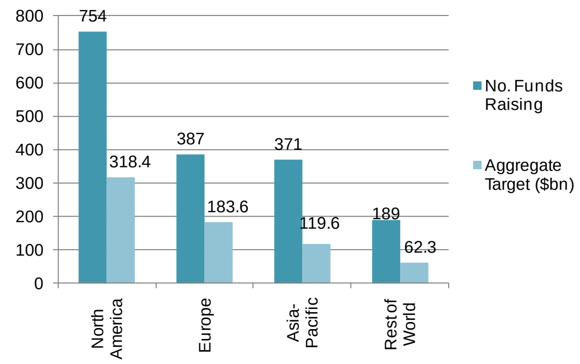


Fig. 13: Asia-Pacific Funds in Market over Time, 2007 - 2011

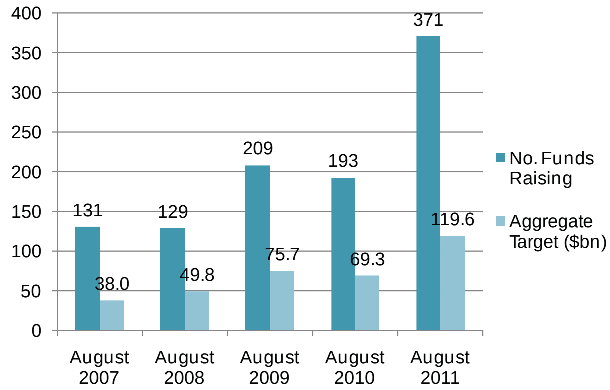
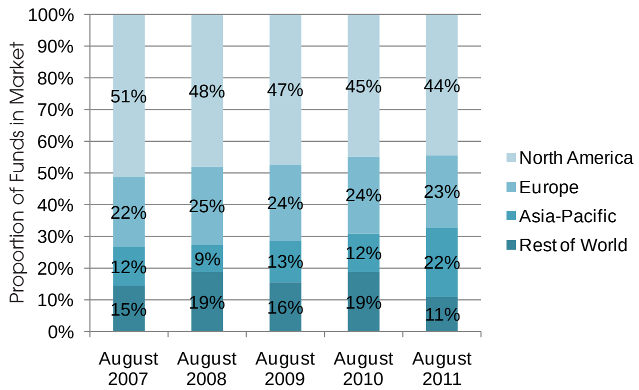


Fig. 14: Annual Breakdown of Private Equity Funds in Market by Primary Geographic Focus, 2007 - 2011



Current Asia-Pacific Fundraising Market

Fig. 15 reveals that, of the funds in market focused on Asia-Pacific as of August 2011, growth funds make up the largest proportion, both in terms of number of funds and aggregate target. Of the 371 funds in total, 98 are growth vehicles seeking USD 28.9 billion in capital. The second most numerous fund type is venture, with 79 vehicles looking to raise USD 14 billion. The majority of these funds have a geographical focus on either China or India, two emerging economies in which growth and venture strategies are particularly suitable. The abundance of young enterprises and growing firms in these two countries provides fund managers with ample investment opportunities. Buyout funds, despite numbering significantly fewer than venture funds, are looking to raise USD 8 billion more in capital.

The majority of Asia-Pacific funds on the road are managed by fund managers based within the region. As shown in Fig. 16, 72% of funds are being raised by Asia-Pacific-based managers, and these funds are targeting 69% of the aggregate capital sought. The remaining 28% of funds are managed by firms located outside the region.

Fig. 17 reveals that Greater China is the top investment destination for Asia-Pacific funds in market, with 53% looking for opportunities there. Examples of such funds are Sichuan Industrial Investment Fund I, a CNY 10 billion fund exclusively focused on China, and Ares Corporate Opportunities Fund Asia, a USD 750 million fund that includes China within a more diversified Asia-Pacific focus. Nearly a third of funds in market will be seeking investment opportunities in India. One country-specific vehicle targeting the South Asian country is the USD 250 million MCap India Fund. Emerging economies within Asia-Pacific such as China and India are the focus of higher proportions of the Asia-Pacific funds in market than the more developed economies, with mature markets such as Australasia, Japan and South Korea garnering interest from only 14%, 12% and 10% of funds respectively.

Fig. 15: Composition of Asia-Pacific Private Equity Funds in Market by Fund Type

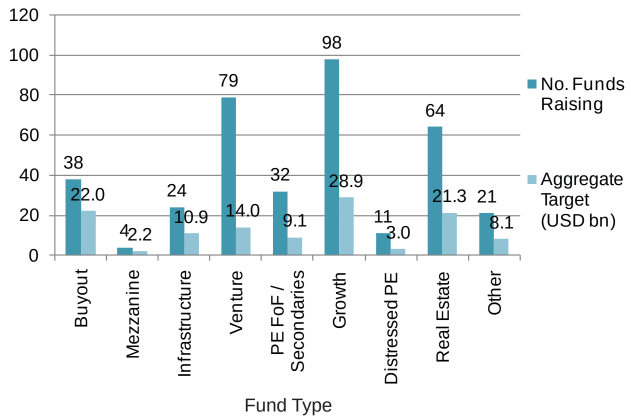


Fig. 16: Breakdown of Asia-Pacific Private Equity Funds in Market by Fund Manager Location

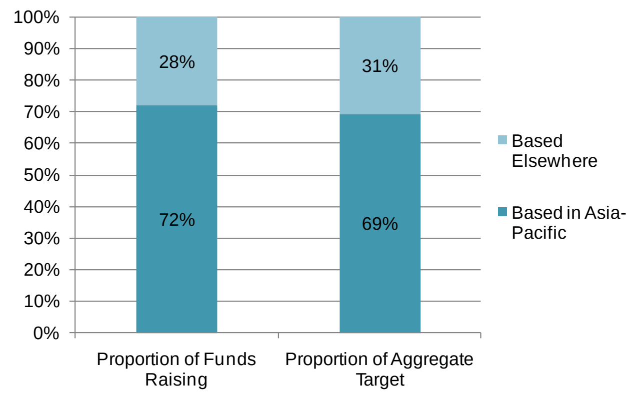
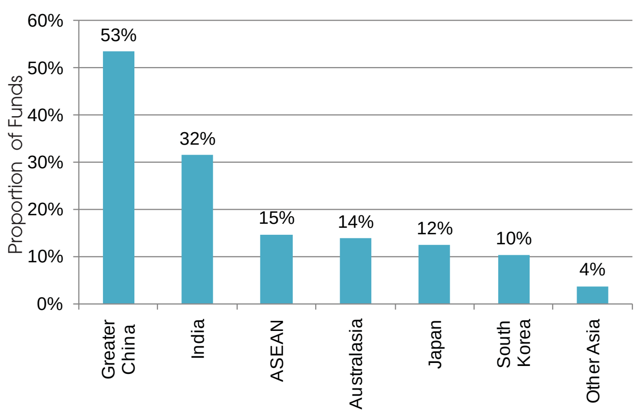


Fig. 17: Asia-Pacific Private Equity Funds in Market by Locations Included in Fund Geographic Focus



Asia-Pacific GPs: Experience and Location

Fig. 18 shows that 44% of active Asia-Pacific-based firms have successfully raised just one vehicle. One such firm is Reliance Equity Advisors (India), which closed its first vehicle in May 2011. Reliance Alternative Investments Fund - Private Equity Scheme 1 is an INR 10 billion growth vehicle that invests in a wide range of sectors. It is also the onshore counterpart to Reliance Alternative Investment Fund 1, for which Reliance Equity Advisors (India) is targeting a final close on USD 250 million before the end of 2012.

At the other end of the spectrum, 10% of firms based in the region have successfully raised six or more private equity funds. These firms include Macquarie Infrastructure and Real Assets, CITIC Capital and Ant Capital Partners. Fund managers that have raised two to three funds comprise 34% of active firms.
The country with the highest number of fund managers in Asia-Pacific is India, with a total of 94 firms. Tata Capital Private Equity, a significant player in the Indian market, is currently seeking capital for several vehicles. This includes Tata Opportunities Fund, which is targeting USD 1 billion. Tata is seeking to close the vehicle by the end of 2011. Another Indian firm, Everstone Capital Partners, closed Everstone Capital Partners II on USD 550 million in March 2011.

Australia and China are home to 83 firms each. Pacific Equity Partners, which is headquartered in Australia, has raised a total of USD 5 billion for its buyout funds in the last 10 years. The firm tops the Asia-Pacific-based fund manager chart in terms of total capital raised in the last 10 years (see Fig. 20).

CDH China Management Company has raised a total of USD 4.7 billion through both USD- and CNY-denominated funds in the last 10 years. The Chinese firm is the third largest Asia-Pacific-based fund manager in terms of total capital raised in the last decade, and held a final close on USD 1.46 billion for CDH China Fund IV in April 2010. Hony Capital and IDG Capital Partners are two other major China-based firms in terms of total funds raised. Including Hong Kong-based firms, Greater China contributes seven firms to the list of top 10 fund managers by total funds raised in the last 10 years. These firms have raised a combined USD 27.3 billion in the last decade.

Fig. 18: Breakdown of Asia-Pacific-Based Firms by Number of Funds Raised

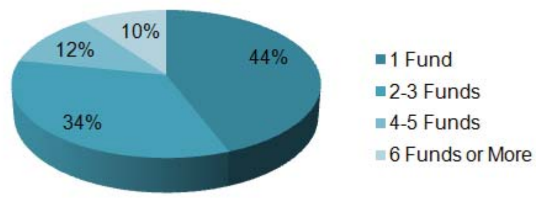


Fig. 19: Top 10 Asia-Pacific Locations by Number of Private Equity Firms

GP Location	No. of Firms
India	94
Australia	83
China	83
Hong Kong	54
Singapore	50
Japan	41
South Korea	29
Malaysia	14
New Zealand	11
Vietnam	7

Largest Asia-Pacific GPs

Fig. 20: 10 Largest Asia-Pacific GPs by Total Funds Raised in the Last 10 Years

Rank	Firm Name	Total Funds Raised in Last 10 Years (USD bn)	GP Location
1	Pacific Equity Partners	5.0	Australia
2	Baring Private Equity Asia	4.7	Hong Kong
3	CDH China Management Company	4.7	China
4	Hony Capital	4.4	China
5	SAIF Partners	3.8	China
6	Affinity Equity Partners	3.5	Hong Kong
7	IDG Capital Partners	3.3	China
8	JAFCO (Japan)	3.2	Japan
9	MBK Partners	3.2	South Korea
10	China Bright Stone Investment Management Group	2.9	China

Fig. 21: Top 10 Asia-Pacific Funds Closed since 2010 by Estimated Dry Powder

Rank	Firm Name	Estimated Dry Powder (USD bn)	GP Location
1	Hony Capital	2.6	China
2	Baring Private Equity Asia	2.5	Hong Kong
3	China Bright Stone Investment Management Group	2.5	China
4	Pacific Equity Partners	2.2	Australia
5	IDG Capital Partners	2.1	China
6	CITIC Private Equity Funds Management	2.0	China
7	CDH China Management Company	1.8	China
8	PAG Asia Capital	1.7	Hong Kong
9	GP Capital	1.4	China
10	RRJ Management	1.4	Hong Kong

Funds of Funds Focused on Asia-Pacific

Many investors in private equity use funds of funds when they want to gain exposure to new or unfamiliar strategies or locations, enabling them to gain experience of that area of the private equity market while diversifying the risk across the underlying portfolio of funds held by the fund of funds. Investors often do this when seeking exposure to Asia-Pacific private equity markets for the first time.

Fig. 22 shows the proportion of funds of funds that primarily allocate capital to Asia-Pacific investments managed by firms headquartered within the region, and the proportion managed by firms based elsewhere, for each year since 2006. Other than in 2010 when the balance was slightly in favour of managers in Asia-Pacific, more funds of funds have been managed by firms outside Asia-Pacific than in the region. Often these managers are catering for investors based in their local regions that are looking for exposure to Asia-Pacific private equity. These figures are in stark contrast to direct private equity funds, where the majority of managers of Asia-Pacific-focused funds are headquartered within the region.

During this period, the largest fund of funds vehicle raised by an international firm with a primary focus on Asia-Pacific was Siguler Guff BRIC Opportunities Fund II. The vehicle, managed by the US-based Siguler Gulf, closed on USD 893 million in 2008. While it invests in all the BRIC economies, it has a particular emphasis on China and India. The largest vehicle to close managed by a firm headquartered within Asia-Pacific was Asia Alternatives Capital Partners II. It held a final close in 2008 on a total of USD 950 million, and invests in a variety of private equity funds types primarily in Greater China, Japan, South Korea and India. There are currently 29 funds of funds (excluding secondaries) on the road with a primary focus on Asia-Pacific. These funds are looking to raise a total of at least USD 8.4 billion, and Fig. 23 shows the 10 largest of these funds of funds in market.

Fig. 22: Annual Breakdown of Asia-Pacific Private Equity Funds of Funds Closed by Fund Manager Location, 2006 - August 2011

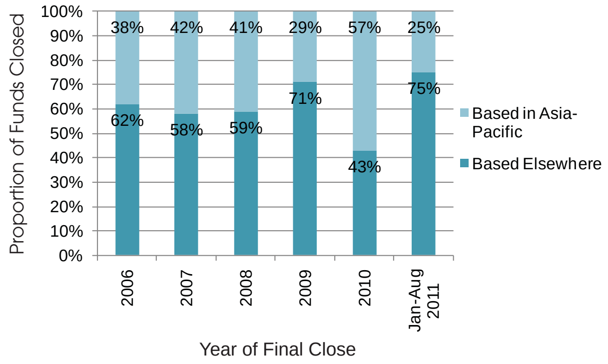


Fig. 23: Top 10 Asia-Pacific Private Equity Funds of Funds in Market by Target Size

Fund	Firm	Target Size (USD mn)	Manager Location
Guochuang Kaiyuan Fund of Funds	China Development Bank Capital	1,545	China
Siguler Guff BRIC Opportunities Fund III	Siguler Guff	1,000	US
Robeco TEDA Sustainable Private Equity Fund	Robeco Private Equity (SAM Private Equity)	927	Netherlands
GC Oriza Fund of Funds	Suzhou Ventures Group	772	China
JPMorgan Asia Private Equity Fund	JPMorgan Asset Management - Private Equity Group	500	US
HarbourVest International Private Equity Partners VI Asia Pacific	HarbourVest Partners	500	US
Squadron Asia Pacific III	Squadron Capital	400	Hong Kong
Jade China Value Partners II	Jade Invest	400	China
Eagle Asia Fund II	Eagle Asia Partners	350	Singapore
Zero2IPO Investments I	Zero2IPO Partners	309	China

Asia-Pacific Fund Performance

Using data from Performance Analyst, Preqin has analyzed the returns data generated by private equity funds with an investment focus on Asia-Pacific. Preqin holds fund-level performance data for over 395 Asia-Pacific private equity funds ranging in vintage from 1982 to 2011. Using this data, we have been able to examine the Asia-Pacific private equity industry, assess the performance of funds which primarily invest in the region, and compare this performance to that of funds with an investment focus on either Europe or North America.

Fig. 24 shows the median called-up, distributed and remaining value ratios by vintage year for Asia-Pacific funds. Funds with vintage years between 1999 and 2003 have a median called-up figure of over 90% of their committed capital and have distributed back between 1.3x and 2.1x investors' capital contributions. Funds with vintage years between 2004 and 2008 are showing total value to paid-in capital (TVPI) of over 100%. Only vintage 2009 and 2010 funds are currently showing TVPI ratios of less than 100%; however this could improve as these funds are still relatively early in their investment cycles.

The median net IRR and quartile boundaries by vintage year of Asia-Pacific funds are shown in Fig. 25. Median IRRs have remained positive across all vintage years within this sample, with the highest median return of 26.4% achieved by vintage 2001 funds. The bottom quartile boundary has remained positive for all vintage years before 2006, dropping into the red only for vintages 2006 and 2007. The difference between the top and bottom quartile boundaries has been relatively wide across all vintage years, with 2003 showing the widest gap of 21.2 percentage points.

Fig. 26 plots the individual net IRRs of Asia-Pacific funds by vintage year. The highest net IRR for all the vintages shown was generated by a 2005 vintage fund, and two funds of this vintage have net IRRs greater than 100%. The lowest IRR is returned by a vintage 2007 fund of -34.8%; however it should be noted that funds with more recent vintages are still early in their fund lives.

Fig. 27 shows the median net IRRs by vintage year of funds focused on Asia-Pacific, North America and Europe. This analysis is conducted using performance data for 3,449 private equity funds with vintages between 1999 and 2008. This includes 284 Asia-Pacific-focused, 820 Europe-focused and 2,345 North America-focused funds. The median returns of Asia-Pacific funds have been higher than funds focused on North America across all vintage years and greater than European-focused funds for all vintages except 1999 and 2002. Median returns across all regions were at their highest for vintage years between 1999 and 2004, with more recent vintage years showing lower median returns as a result of the global financial crisis.

Fig. 24: Asia-Pacific Funds - Median Called-Up, Distributed and Remaining Value Ratios by Vintage Year

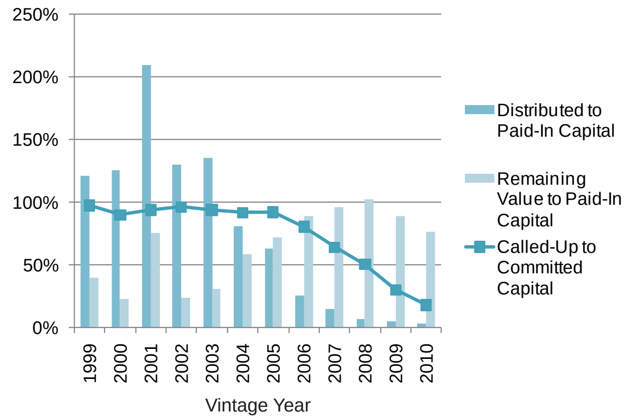


Fig. 25: Asia-Pacific Funds - Median Net IRRs and Quartile Boundaries by Vintage Year

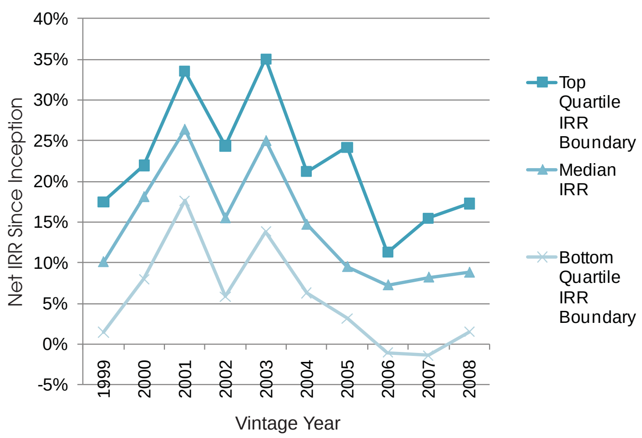


Fig. 26: Asia-Pacific Funds - Net IRR Dispersion by Vintage Year

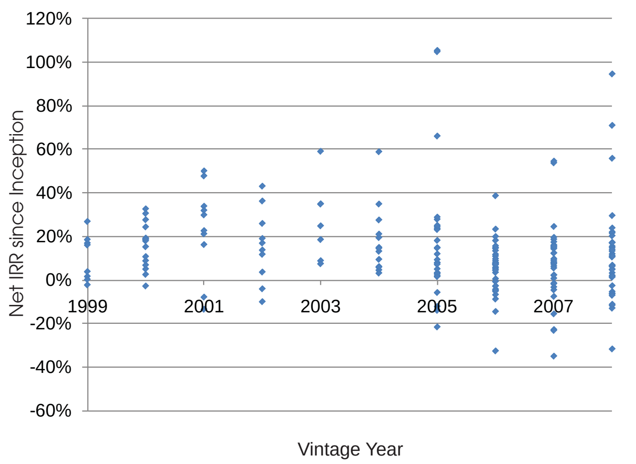


Fig. 28 plots the risk against the return of private equity funds focusing on Asia-Pacific, Europe and North America. The returns are measured by the median net IRRs for each region, and the standard deviation of net IRRs indicates the level of risk for each region. The size of each bubble represents the relative size of the industry for each region. The graph shows that Asia-Pacific funds have a median net IRR of 9.9% compared to 8.0% and 4.9% for funds focusing on Europe and North America respectively. However, Asia-Pacific funds also represent a riskier investment prospect, with a standard deviation of 20% compared to 18.5% for European and 17.3% for North American funds.

Fig. 29 shows the top 10 private equity funds focused on Asia-Pacific by net IRR achieved. This table is compiled by examining the performance of all funds with an investment focus on Asia-Pacific which have a vintage year of 2008 or older and have invested at least 50% of their committed capital. The IRR is used as the key measure of a fund's performance and allows us to rank all funds within the sample. Using this methodology, the table shows that the 1998 vintage AMWIN Innovation Funds managed by CHAMP Ventures is the top performing Asia-Pacific fund, with an IRR of 1,025.1%. Also in the top 10 are funds with more recent vintages such as Development Partners Fund, Vietnam Equity Fund and Headland Asia Ventures Fund 3.

Fig. 27: Median Net IRRs by Primary Geographic Focus and Vintage Year

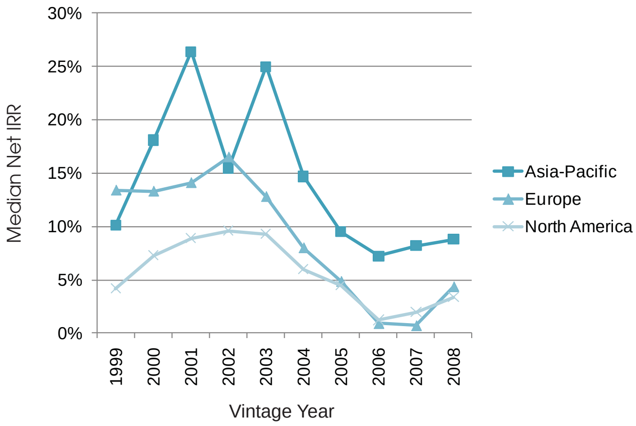


Fig. 28: Risk and Return by Primary Geographic Focus (Vintages 1999 to 2008)

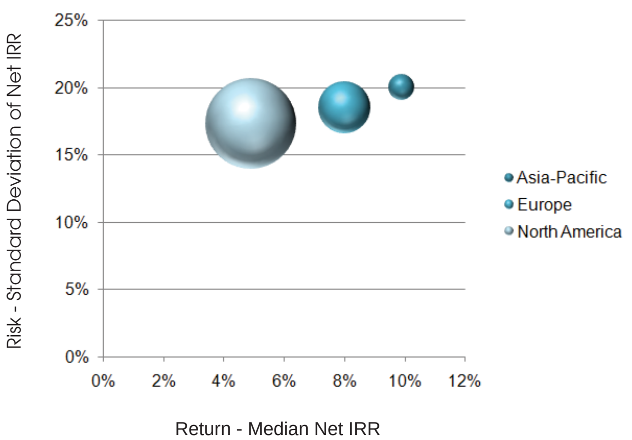


Fig. 29: Top 10 Asia-Pacific Funds by Net IRR

Rank	Fund	Firm	Vintage	Fund Size (mn)	Type	Net IRR (%)
1	AMWIN Innovation Fund	CHAMP Ventures	1998	42 AUD	Early Stage	1,025.1
2	Development Partners Fund	Development Principles Group	2005	81 USD	Growth	105.5
3	Vietnam Equity Fund	Finansa Fund Management	2005	15 USD	Expansion / Late Stage	104.9
4	Headland Asian Ventures Fund 3	Headland Capital Partners	2008	230 USD	Venture	94.7
5	BankInvest Private Equity New Markets II	BankInvest	2008	100 USD	Growth	71.1
6	Baring Asia Private Equity Fund III	Baring Private Equity Asia	2005	490 USD	Balanced	66.2
7	USIT I	JAFCO (Japan)	1994	7,000 JPY	Venture	63.8
8	USIT II	JAFCO (Japan)	1997	10,300 JPY	Venture	63.7
9	Ant Bridge No.1	Ant Capital Partners	2003	2,500 JPY	Direct Secondaries	59.2
10	Pacific Equity Partners Supplementary Fund II	Pacific Equity Partners	2004	162 AUD	Buyout	59.0

LP Attitudes towards Asia-Pacific Private Equity

Investor appetite for emerging markets, and in particular the Asia-Pacific region, has been increasing for a number of years. Preqin Investor Outlook: Private Equity, H2 2011 shows that 54% of the LPs interviewed with an interest in emerging markets believe that the region is currently presenting attractive investment opportunities. In order to gain a more in-depth insight into investors' attitudes towards private equity in Asia-Pacific (Asia and Australasia), Preqin conducted in-depth interviews with 50 prominent global LPs with an interest in Asia-Pacific investment, with 33% of respondents based in North America, 56% in Europe 10% in Asia-Pacific and 2% elsewhere.

Allocations to Asia-Pacific Private Equity

Over half the LPs interviewed (58%) allocate up to a quarter of their private equity portfolio to investments in Asia-Pacific-focused private equity, as shown in Fig. 30. 16% of investors interviewed allocate more than 25% of their portfolio to investments in Asia-Pacific. It is worth noting that the investors with larger allocations to Asia-Pacific are typically located within the region, or are LPs that focus on promoting economic growth within developing regions, such as certain government agencies. More than a quarter (26%) of the LPs interviewed have no set allocation to investments in Asia-Pacific, preferring to take a more opportunistic approach when committing to funds targeting the region.

Fund Manager Location Preferences

When investing in Asia-Pacific private equity funds, a significant 78% of LPs interviewed prefer to invest with managers, either domestic or international, which have an office local to where the fund invests, as Fig. 31 demonstrates. Although a number of investors stated a preference for investing with managers headquartered in the region in which the fund invests, some LPs we interviewed mentioned that they prefer to invest with international managers because they feel they lack the expertise to select local managers. Just 6% of investors look to invest in funds managed by international teams with no local presence, while 17% of LPs stated no preference with regards to manager location when selecting funds to invest in.

Fund Type Preferences

We asked LPs which fund types they feel are presenting favourable investment opportunities in Asia-Pacific private equity at present. Over a third of LPs (34%) named small to mid-market buyout funds as presenting attractive opportunities, as shown in Fig. 32. The same proportion feel that growth funds are currently offering favourable investment opportunities in Asia-Pacific. This is particularly relevant for the developing markets of

Fig. 30: Proportion of Private Equity Portfolio That Investors Allocate to Asia-Pacific Funds

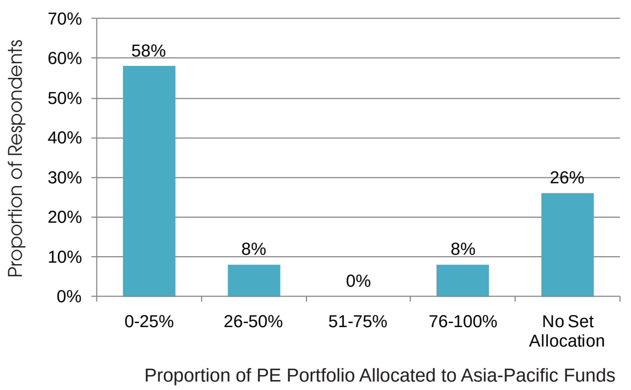


Fig. 31: Manager Location Preferences of Investors When Selecting Asia-Pacific Funds

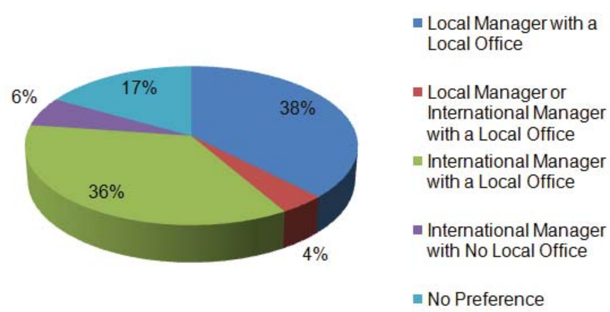
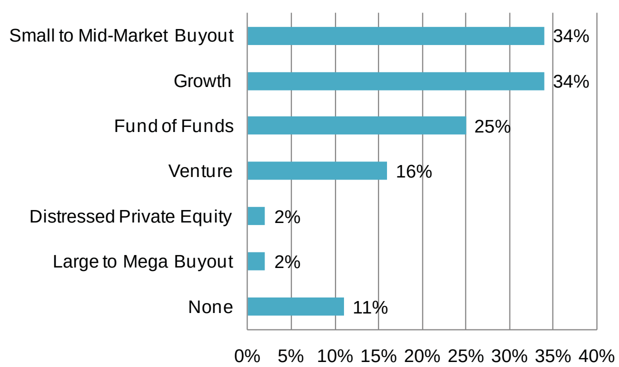


Fig. 32: Fund Types Investors View as Presenting the Best Opportunities in the Current Asia-Pacific Market



the region. One European bank told us: “Growth funds present the best opportunities as the Asian market is not very mature and growth capital is a good way to invest in the markets there.” Within the region, fewer LPs look to invest in large buyout funds or distressed private equity; one UK-based bank stated that: “We would not do distressed debt in Asia as there is not the legal certainty.”

Investor Attitudes to First-Time Funds in Asia-Pacific

A number of LPs are cautious about committing to first-time funds, particularly in the current market – 49% of LPs we spoke to for Preqin Investor Outlook: Private Equity H2 2011 said they would not invest in first-time funds. We asked LPs if they would invest in Asia-Pacific-focused funds raised by emerging managers. As Fig. 33 shows, 41% of LPs will not consider first-time funds when selecting investments in Asia-Pacific. An Abu Dhabi-based bank said: “We prefer the GP to have at least USD 2 billion in prior investments and therefore would not invest in a first-time Asia-Pacific fund.”

In contrast, 42% of LPs would consider investing in an Asia-Pacific-focused first-time fund; one Finnish government agency explained that: “We would look at the team and would consider making a commitment if the fund had attractive credentials.” Another investor, an endowment based in the US, told us: “We will invest in a first-time Asian fund if the team are able to market their principles for success, but if they have no clue, then there is not a chance that we will invest.” An additional 17% of LPs will invest in a first-time Asia-Pacific-focused fund if it is managed by a spin-off team.

Local Currency-Denominated Funds

Almost half (45%) of the investors we spoke to said that they would invest in local currency-denominated funds, while a further 27% would consider investing in such vehicles. Some interviewees told us that they prefer to invest in local currency vehicles in order to diversify their investment portfolios; others commented that they feel more comfortable managing the underlying currency risk themselves. One US insurance company told us: “We prefer not to exclude an otherwise appealing fund just because of its currency and therefore we don’t avoid exposure to certain currencies if the fund meets the rest of our requirements.” Over a quarter (28%) of LPs will not invest in a local currency fund; a number of LPs commented that they prefer the fund manager to control the level of exposure to different currencies. Furthermore, some LPs prefer to keep their private equity portfolio in the same currency; a family office in Denmark told us “We prefer to invest

Fig. 33: Proportion of Investors That Will Invest in First-Time Funds Focused on Asia-Pacific

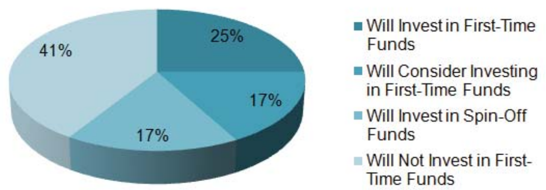


Fig. 34: Investor Attitudes to Local Currency-Denominated Funds

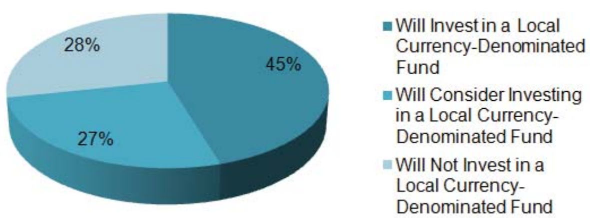
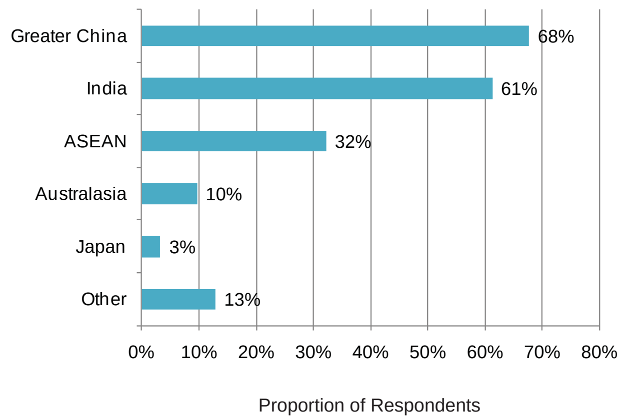


Fig. 35: Countries or Regions within Asia-Pacific That International Investors Feel Currently Present Best Opportunties



in USD-denominated funds so that our investments remain consistent."

Geographic Preferences When Investing in Asia-Pacific

Fig. 35 shows that a significant proportion of investors feel Greater China and India are currently offering the best investment opportunities within Asia-Pacific, with 68% and 61% of investors interviewed naming each region respectively. It is worth noting, however, that some investors are deterred from investing in China and India due the current popularity of these countries. A US foundation told us: "China and India obviously have good opportunities, but these regions are almost 'too hot' as everyone wants to invest there."

Almost a third (32%) of LPs have an appetite for funds targeting ASEAN countries, while 10% of respondents named Australasia as offering the best opportunities in the current market.

Future Intentions for Investments in Asia-Pacific

Investors remain positive towards Asia-Pacific, with investments in the region likely to continue throughout 2011 and beyond. As Fig. 36 shows, 41% of LPs interviewed intend to make their next commitment to an Asia-Pacific-focused fund before the end of 2011, with a further 17% looking to make their next commitment at some point during 2012. A significant 30% of investors expect to make commitments on an opportunistic basis going forward, and may invest in the next 12 months if they are presented with an attractive opportunity.

Furthermore, a significant 60% of investors we spoke to expect to increase their allocation to Asia-Pacific in the longer term, while a further 30% plan to maintain their current level of exposure to the region. One European LP told us: "Problems in Western European and US markets, along with increasingly developed markets and stable teams within Asia, prove it is a more attractive place to invest this year." Another investor, an insurance company based in the US, mentioned: "Asia is part of our long-term strategy; we do not want to over-do investments in Asia by investing too much too soon."

As the private equity market in Asia-Pacific continues to develop, and investors become increasingly aware of the opportunities in the region, it is likely to continue to attract higher allocations from institutional investors based around the world.

Fig. 36: Timeframe of Investors for Next Intended Commitment to an Asia-Pacific Fund

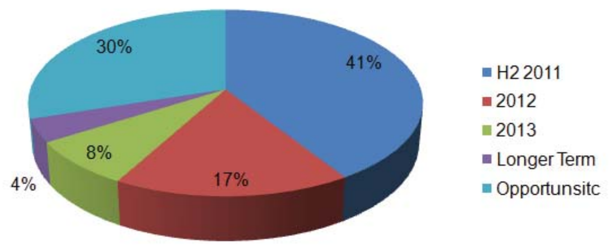
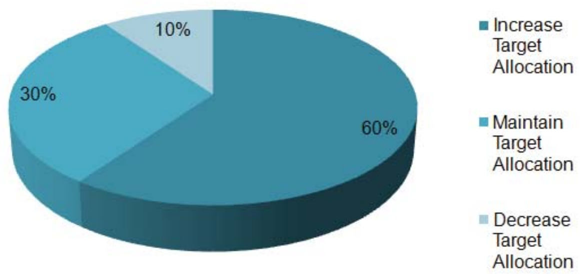


Fig. 37: Investors' Intentions for Their Long-Term Asia-Pacific Private Equity Target Allocations



Private Equity Investors Based in Asia-Pacific

As investor interest in Asia-Pacific (Asia and Australasia) private equity continues to grow, we are seeing an increasing number of institutions based within the region seeking exposure to private equity. Preqin's Investor Intelligence database currently tracks 416 investors based in Asia-Pacific which are currently active in the private equity asset class. We recently interviewed a sample of prominent Asia-Pacific LPs regarding their attitudes and exposure to private equity.

Current Levels of Private Equity Activity

69% of investors we spoke to have made new commitments to private equity in past 12 months. Furthermore, as Fig. 38 shows, 84% of LPs interviewed expect to commit either the same amount or more capital to private equity in 2011 compared to 2010, which suggests that Asia-Pacific LPs are becoming increasingly active in the private equity market. In addition, 4% of LPs looking to commit new capital in 2011 made no new commitments in 2010.

Current Allocation Levels

As Fig. 39 shows, a considerable 95% of LPs we spoke to are either at, or below, their target allocations to private equity and are therefore likely to make new commitments over the coming years to maintain or build towards their targeted level of exposure to the asset class. As such, LPs based in Asia-Pacific are likely to become increasingly important players in the private equity asset class in the future.

Where Are Asia-Pacific LPs Investing?

We asked investors based in Asia-Pacific about their preferred regions for investment when targeting investments in private equity on an international scale. As Fig. 40 illustrates, 90% of LPs we spoke to seek to invest in opportunities in the Asia-Pacific region. One New Zealand-based investor told us it seeks investments in this region because "Asian private equity is more comfortable since it is closer to our domestic market." While the majority of Asia-Pacific LPs we spoke to are positive about the opportunities in their local region, one Singapore-based investor is deterred from investing in Asia-Pacific funds, commenting that while growth in the region is attractive, "there is currently too much money in the space."

Nearly half (47%) of Asia-Pacific LPs interviewed look to invest in North America, and a third will invest in private equity opportunities in Europe. 17% of LPs have an appetite for funds targeting Latin America. 20% of respondents named other regions, including Israel and Africa, as presenting attractive investment opportunities.

Fig. 38: Amount of Capital Investors Based in Asia-Pacific Plan to Commit to Private Equity Funds in 2011 Compared to 2010

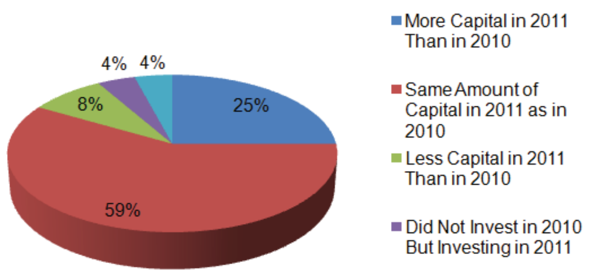


Fig. 39: Proportion of Investors Based in Asia-Pacific Currently At, Above or Below Their Target Allocations to Private Equity

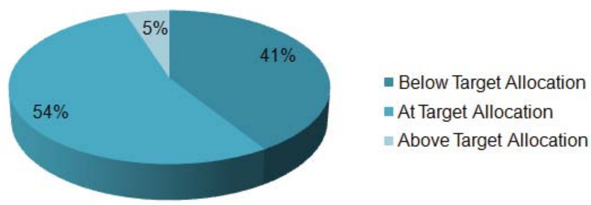
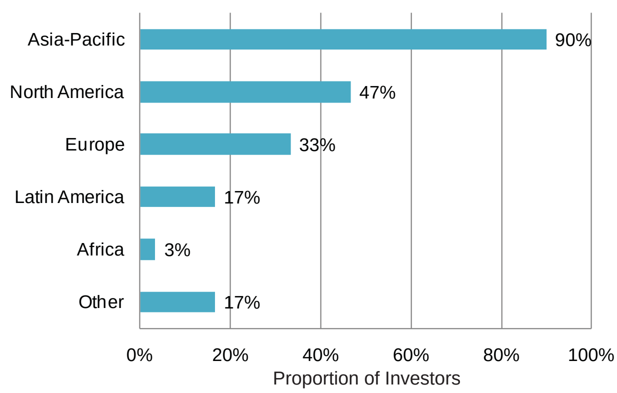


Fig. 40: Preferred Regions for Private Equity Investment of Investors Based in Asia-Pacific



LPs' Geographic Preferences When Investing in Asia-Pacific

We asked investors which countries/regions within Asia-Pacific they feel are currently offering the best opportunities for investment. As shown in Fig. 41, nearly two-thirds (63%) of investors named Greater China as presenting attractive investment opportunities in the current market. A significant 38% of LPs we spoke to feel that ASEAN countries are offering good investment opportunities in the current market, while a third of investors feel that India is an attractive location in which to invest at present. The same proportion has an appetite for funds investing in Australasia.

Fund Manager Location Preferences

Investors were asked if they have a preference when it comes to the location of the fund manager when selecting both international funds and Asia-Pacific funds to invest in; the results are shown in Fig. 42.

When investing in funds targeting investments outside the Asia-Pacific region, 46% of LPs we spoke to would be willing to invest in a fund managed by an international GP with an office local to where the fund will make investments; 8% would also invest with a GP headquartered in the region where the fund invests. Another 23% of respondents prefer to work with managers that are headquartered in the region where the fund will invest, rather than with international managers, when gaining exposure to private equity outside Asia-Pacific.

When gaining exposure to private equity within the Asia-Pacific region, a significant 63% of investors expressed a preference for working with local managers; a third of these LPs would also invest with an international firm that has a local office in Asia-Pacific. Overall, 37% of investors would consider investing in Asia-Pacific-focused funds managed by an international team as long as they had an office in the region.

LPs' Fund Type Preferences

Investors were asked which fund types they feel are currently presenting attractive opportunities for investment, both within the Asia-Pacific region and internationally. As shown in Fig. 43, 59% of investors feel that small to mid-market buyout funds represent good opportunities internationally; similarly, the highest proportion of investors (47%) named small to mid-market buyout funds as presenting attractive investment opportunities within Asia-Pacific in the current market.

Fig. 41: Countries or Regions within Asia-Pacific That Investors Based in the Region Feel Currently Present the Best Opportunties

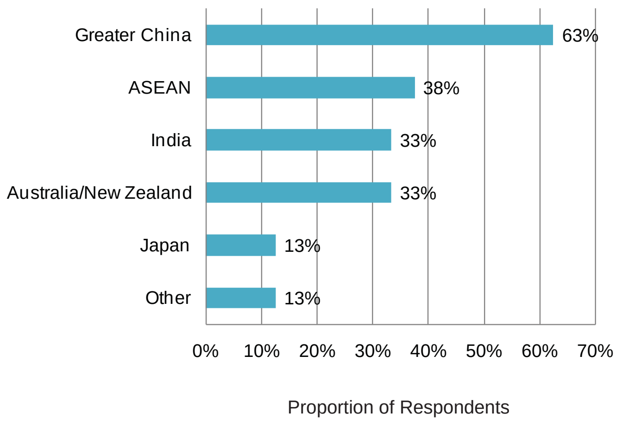


Fig. 42: Manager Location Preferences of Investors Based in Asia-Pacific When Selecting Funds

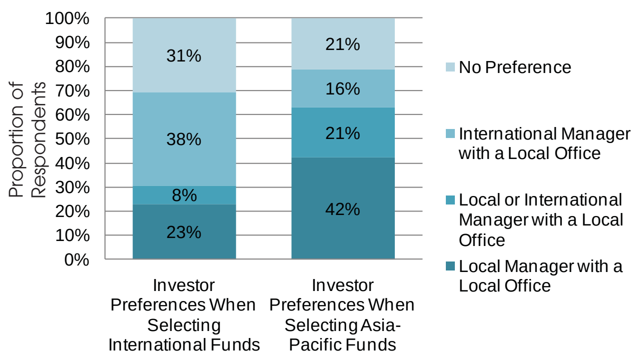
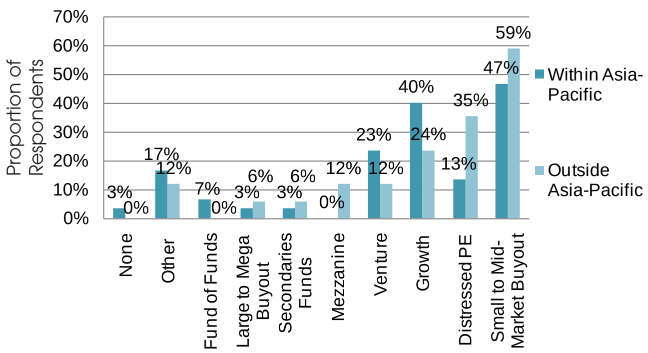


Fig. 43: Fund Types Investors Based in Asia-Pacific View as Presenting the Best Opportunities in the Current Market



When seeking investments outside the Asia-Pacific region, over a third of LPs (35%) named distressed private equity funds as presenting attractive opportunities, while almost a quarter of LPs feel growth funds are appealing. A much smaller proportion of LPs (13%) feel that distressed funds are currently offering attractive opportunities within the Asia-Pacific region. 40% of investors feel that, within Asia-Pacific, growth funds are presenting attractive opportunities for investment, a significantly higher proportion than those that favour growth funds which invest outside the region.

Asia-Pacific LPs' Outlook for 2011 and Beyond

Investors in Asia-Pacific remain positive about the private equity market and many are set to continue investing more in the asset class going forward. As Fig. 44 shows, 42% of investors we spoke to expect to make their next commitment before the end of the year. A further 19% expect to make their next commitment in 2012. Over a quarter of investors based in the region expect to invest in the asset class on an opportunistic basis going forward, and therefore could make a commitment in the next 12 months should they be presented with the right opportunity.

Our conversations with investors based in Asia-Pacific suggest that this group of investors is likely to become increasingly active in the asset class going forward. As Fig. 45 illustrates, 22% of investors based in the region expect to increase their allocations to private equity over the next 12 months and a substantial 39% anticipate increasing their allocations to private equity in the longer term. In this competitive fundraising environment, GPs raising new vehicles may find Asia-Pacific-based LPs an increasingly important source of capital in the future.

Fig. 44: Timeframe for Next Intended Commitment to a Private Equity Fund of Investors Based in Asia-Pacific

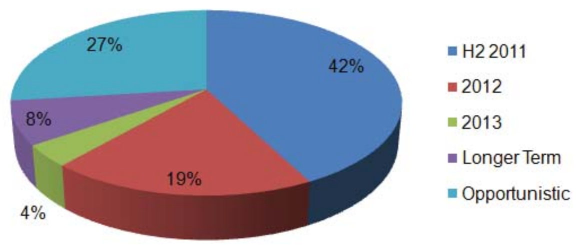
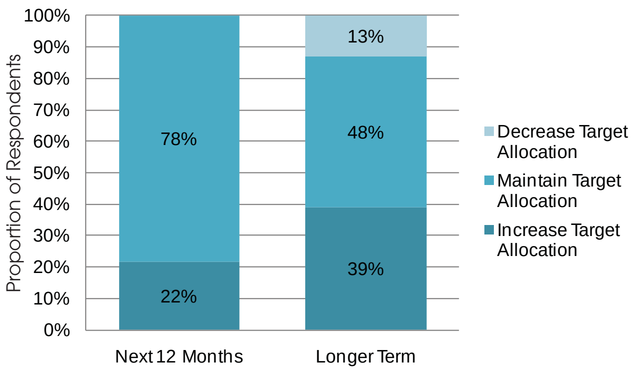


Fig. 45: Intentions of Investors Based in Asia-Pacific



Investors to Watch

International LPs Invested in Asia-Pacific

Sampension		Public Pension Fund	
Location: Denmark	Total Assets: DKK 120bn	Target PE Allocation: 3% of Total Assets	Current PE Allocation: 3% of Total Assets
Sampension is looking to make a number of new commitments to funds targeting Asia-Pacific over the next 12 months and will focus on small and mid-market buyout funds. It also views continental Asia-focused distressed debt funds as presenting good opportunities. At present, the pension fund believes that India and China are presenting the best opportunities for investment. Over the longer term, Sampension expects its allocation to investments in Asia-Pacific and other emerging markets private equity to increase.			

Opplysningsvesenets Fond		Government Agency	
Location: Norway	Total Assets: NOK 2.1bn	Target PE Allocation: 7% of Total Assets	Current PE Allocation: 7% of Total Assets
Opplysningsvesenets Fond (OVF) is an active investor in Asia-Pacific private equity and is planning to commit to one new Asia-Pacific-focused vehicle in the next 12 months. It has between 10% and 15% of its private equity portfolio allocated to the region and is expecting this to increase in the longer term. OVF gains exposure to the region through funds of funds and has a preference for pan-Asia continent vehicles. When investing in the region, it prefers to work with international fund managers that have a local office.			

Allstate Investment Management		Insurance Company	
Location: US	Total Assets: USD 95bn	Target PE Allocation: 3% of Total Assets	Current PE Allocation: 2% of Total Assets
The insurance company is planning to make commitments to three funds focusing on opportunities in Asia-Pacific over the coming year. It currently has around 5% of its private equity portfolio allocated to investments in the region, and envisages increasing this over the longer term. Allstate prefers to invest with local managers and believes South Asia and South Korea provide favourable investment opportunities in the current market. It invests in local currency-denominated funds, with the exception of Chinese renminbi-denominated funds.			

New Mexico Public Employees' Retirement Association		Public Pension Fund	
Location: US	Total Assets: USD 11.3bn	Target PE Allocation: 5% of Total Assets	Current PE Allocation: 3% of Total Assets
New Mexico Public Employees' Retirement Association (NMPERA) currently has limited exposure to private equity in the Asia-Pacific region, but is looking to significantly increase it exposure and expects to commit to an Asia-Pacific-focused private equity fund in H2 2011. It has no geographical preferences within Asia-Pacific. It is looking to gain further exposure to Asia-Pacific through vehicles that are 100% focused on the region and expects to work with international fund managers with a local office.			

Investors Based in Asia-Pacific

United Overseas Bank		Bank	
Location: Singapore	Total Assets: USD 150bn	-	Current PE Allocation: 0.2% of Total Assets
United Overseas Bank (UOB) is looking to make new commitments over the next six months to funds focused on Asia-Pacific, including Greater China, ASEAN and India. The bank believes that these regions are attractive due to superior growth. UOB typically commits between USD 15 million and USD 20 million per private equity fund, capping its commitment at 10% of the vehicle size. The bank is most likely to target growth funds; it will invest with both local and international managers with offices in investee countries and will consider committing to local currency-denominated funds on a case-by-case basis.			

Dainippon Ink & Chemicals Pension Fund		Private Sector Pension Fund	
Location: Japan	Total Assets: JPY 87bn	Target PE Allocation: 15% of Total Assets	Current PE Allocation: 11% of Total Assets
Dainippon Ink & Chemicals Pension Fund is a global investor, allocating the majority of its private equity portfolio to investments outside of Asia-Pacific. It plans to make its next private equity commitment in 2012 and is looking to commit USD 15 million to USD 20 million to three to four funds over the next 12 months. It expects to increase both its target allocation to private equity and its exposure to Asia-Pacific in the longer term.			

Municipal Government of Nanjing		Government Agency	
Location: China	Total Assets: CNY 1.8bn	-	-
Municipal Government of Nanjing will invest in at least 10 China-focused funds in the next 12 months. The commitments will include funds raised by both its subsidiaries and third-party fund managers. When committing to third-party fund managers, Nanjing has a preference for venture funds, especially those that focus on one to two industries each. It will also seek exposure to private equity via funds of funds. The government agency prefers working with local GPs and is unlikely to commit to overseas funds in the near future due to stringent regulations.			

SunSuper		Superannuation Scheme	
Location: Australia	Total Assets: AUD 18bn	-	Current PE Allocation: 6.9% of Total Assets
SunSuper is looking to commit USD 250-500 million to a maximum of 10 funds in the next 12 months. It intends to increase its private equity allocation to Asia-Pacific from below 25% to up to 50% of its total private equity portfolio. When investing in the region it prefers direct funds with a 100% focus on the region. It is particularly interested in small to mid-market buyout vehicles with an emphasis on Greater China. The superannuation scheme is willing to consider investing in local currency-denominated funds depending on its ability to hedge currency exposure and to remit capital to Australia. SunSuper is open to investing with first-time fund managers on a case-by-case basis, and expects to maintain its target allocation to private equity over the longer term.			

Preqin Online Services

Order Form

For more information on any of Preqin's online services, please visit: www.preqin.com

Name	Standard License	Order? (Please Tick)	Premium License	Order? (Please Tick)
Private Equity Online (All Five PE Services - includes 10% discount)	$8,400 / £5,050 / €6,050		$17,500 / £10,500 / €12,600	
Performance Analyst	$1,950 / £1,150 / €1,375		$3,950 / £2,350 / €2,825	
Funds in Market	$925 / £550 / €650		$1,750 / £1,025 / €1,225	
Fund Manager Profiles	$1,750 / £1,050 / €1,250		$4,395 / £2,650 / €3,175	
Investor Intelligence	$2,800 / £1,700 / €2,050		$5,600 / £3,300 / €3,950	
Deals Analyst	$1,950 / £1,150 / €1,375		$3,950 / £2,350 / €2,825	
Secondary Market Monitor	$1,950 / £1,150 / €1,375		$3,950 / £2,350 / €2,825	
Real Estate Online	$2,400 / £1,400 / €1,675		$4,800 / £2,850 / €3,425	
Real Estate Capital Source	$925 / £550 / €650		$1,750 / £1,025 / €1,225	
Infrastructure Online	$1,750 / £1,050 / €1,250		$4,800 / £2,850 / €3,425	
Hedge Investor Profiles	$1,950 / £1,150 / €1,375		$3,950 / £2,350 / €2,825	

Completed Order Forms:

Post (address to Preqin):

230 Park Avenue
10th Floor,
New York, NY 10169, US

Equitable House
47 King William Street
London, EC4R 9AF, UK

Asia Square Tower 1
#07-04
8 Marina View
Singapore 018960

Fax:
+1 440 445 9595
+44 (0)87 0330 5892

Email:
info@preqin.com

Telephone:
+1 212 808 3008
+44 (0)20 7645 8888
+65 6408 0122

Payment Details:

☐ Cheque enclosed (please make cheque payable to 'Preqin')

☐ Credit Card ☐ Amex ☐ Mastercard

☐ Visa ☐ Please invoice me

Card Number: ______________________

Name on Card: ______________________

Expiration Date: ______________________

Security Code: ______________________

American Express, four digit code printed on the front of the card.

Visa and Mastercard, last three digits printed on the signature strip.

Premium Licence Details:

Multi-User Names:

____

____

____

____

____

Multi-User Emails:

____

____

____

____

____

Term of subscription for online services is twelve months from the date of this Subscription Form, during which time Preqin Ltd. will supply the service as listed above, and the Customer will pay the subscription fee and comply with all other provisions of the Terms and Conditions listed on Preqin's website and also the Subscription Form, collectively the "Agreement". Upon completion of the initial and subsequent twelve month subscription periods, the subscription will be renewed for a further period of twelve months at the then current subscription price, unless terminated prior to renewal by the Client. Preqin undertakes to give the Client notification of each impending renewal at least 30 days prior to each renewal. This Subscription Form and the Terms and Conditions, comprise the entire Agreement between the Customer and Preqin Ltd.

I have read the terms and conditions and agree to abide by them: ☐

Signature: ______________________ Date: ______________________

About Preqin

Preqin private equity provides information products and services to private equity and venture capital firms, fund of funds, investors, placement agents, law firms, investment banks and advisors across the following main areas:

- Buyout Deals
- Fund Performance
- Fundraising
- Investor Profiles
- Fund Terms
- Fund Manager Profiles
- Employment and Compensation

Our customers can access this market intelligence in three different ways:

- Hard copy publications
- Online database services
- Tailored data downloads

Preqin regularly releases research and information on fundraising and all other aspects of the private equity industry as both research reports, and as part of our monthly Spotlight newsletter. To register to receive more research and analysis, please visit **www.preqin.com/spotlight**

If you have any comments on this report, please contact: **info@preqin.com**

If you want any further information, or would like to apply for a demo of our products please contact us:

New York:

230 Park Avenue
10th Floor
New York
NY 10169

Fax: +1 212 808 3008
Tel: +1 440 445 9595

London:

Equitable House
47 King William Street
London
EC4R 9AF

Tel: +44 (0)20 7645 8888
Fax +44 (0)87 0330 5892

Singapore:

Asia Square Tower 1
#07-04
8 Marina View
Singapore 018960

Tel: +65 6407 1011
Fax: +65 6407 1001

Email: info@preqin.com
Web: www.preqin.com