

Welcome to the latest edition of Hedge Fund Spotlight, the monthly newsletter from Preqin providing insights into hedge fund investors. Hedge Fund Spotlight uses information from our online product Hedge Fund Investor Profiles.

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The 2012 Preqin Hedge Fund Investor Review



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Hedge Fund Spotlight

August 2012

Feature Article

Hedge Funds: Disappointing for Investors in 2012?

After a difficult 12 months for hedge funds many investors' views on the asset class, their expectations and their confidence have changed. But what does this mean for fund managers? What about the future? This month's feature article contains the key results from our recent hedge fund investor study and discusses the outlook for both single-manager funds and funds of hedge funds.

Page 2.

Industry News

In this month's news section we turn our attention to investors hoping to make new investments in hedge funds in the near future.

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Fundraising Assignment

This month's assignment looks at a European credit manager with \$350mn in assets under management and a four-year track record that is looking to grow its fund. How should it proceed and which investors should it target?

Page 8.

The Facts

Key facts regarding investors looking to invest in new hedge funds: [Page 10](#).

A summary of Nordic hedge fund investors: [Page 11](#).

Details of the forthcoming hedge fund conferences from around the world: [Page 12](#).



You can download all the data in this month's Spotlight in Excel

Wherever you see this symbol, the data is available for free download on Excel. Just click on the symbol and your download will begin automatically. Feel free to use the data in any presentations, but please remember to cite Preqin as your source.

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Hedge Funds: Disappointing for Investors in 2012?

After a tumultuous period many are questioning whether hedge funds can still offer the alpha that institutional investors are so keen to tap into. [Dami Solebo](#) presents some of the key results from our recent study of the attitudes of hedge fund investors based around the world.

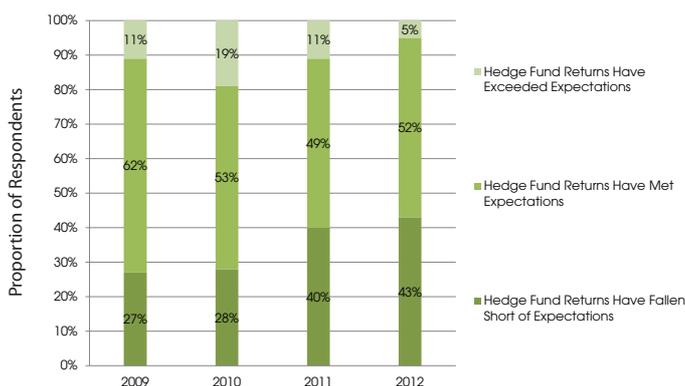
The last 12 months have been testing times for the hedge fund asset class. Many international economies have demonstrated sparse growth, which has had an adverse impact on fund performance, coupled with capital inflows contracting in the second quarter of 2012. On top of the fact that certain hedge fund strategies are viewed as unattractive in the current economic climate, the growing sophistication of investors has also changed the methods used to access the asset class. For fund managers to attract capital inflows they must have an understanding and appreciation of the changing dynamics affecting the hedge fund investor universe.

In July 2012 Preqin conducted extensive interviews with 85 institutional investors based around the globe, representing a cross section of institution types and sizes, from North America to emerging economies in Asia. Investors were asked to share their thoughts on the hedge fund industry and how they view the performance of their hedge fund portfolios in light of the recent disappointing returns being posted by many funds.

Falling Short of Expectations

Fig. 1 shows the satisfaction with hedge fund performance from 2009 to 2012. Over the last 12 months, only 5% of investors have seen returns exceed their expectations. This contrasts with previous years, when as many as 19% of investors had returns that exceeded their expectations. The number of investors dissatisfied with returns is greater than for any of the previous years shown. This change reflects the challenging conditions within the asset class, and growing concerns over the ability

Fig. 1: Institutional Investors' Hedge Fund Portfolio Performance Relative to Expectations, 2009 - 2012



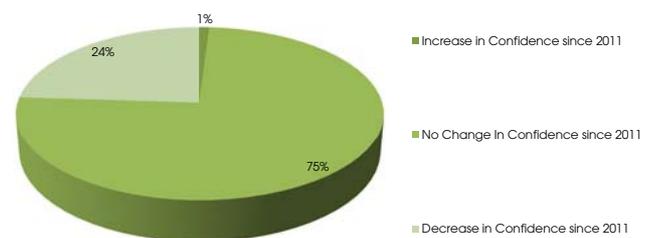
Source: Preqin

of hedge funds to achieve returns and satisfy the performance requirements of their investors.

In light of the relatively poor performance of many hedge funds, it is perhaps unsurprising that investors' confidence in the asset class has declined. As shown in Fig. 2, only a negligible proportion of investors interviewed by Preqin indicated increased confidence in the asset class since last year. This contrasts strongly with 2011, when 20% of investors expressed increased confidence about the asset class. Tellingly, nearly one-quarter of investors in 2012 stated that their confidence in the ability of hedge funds to meet portfolio objectives had declined over the past 12 months. This represents the largest impact on investor confidence in hedge funds Preqin has witnessed since mid 2009, when investors were evaluating the performance of hedge funds in light of poor returns in 2008, the impact of high profile frauds such as the Madoff ponzi scheme, and the fallout caused by the collapse of Lehman Brothers.

The growing scepticism among investors should be a source of concern for industry professionals, particularly given the continuing volatility seen in wider financial markets. In general, hedge fund managers have undergone many changes since 2008 in order to remain appealing to the increasingly sophisticated institutional market; however, if they are not living up to expectations then even investors satisfied with the institutional quality of a fund may begin to look elsewhere.

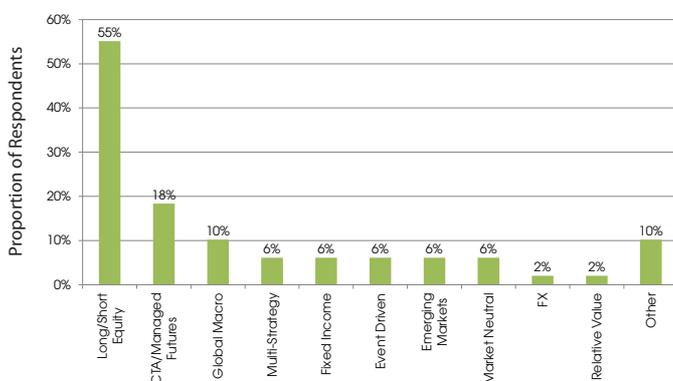
Fig. 2: Change in Institutional Investors' Confidence in Hedge Funds since 2011



Source: Preqin



Fig. 3: Hedge Fund Strategies that Have Fallen Short of Institutional Investors' Expectations in the Last 12 Months



Source: Preqin

Attitudes towards Different Hedge Fund Approaches

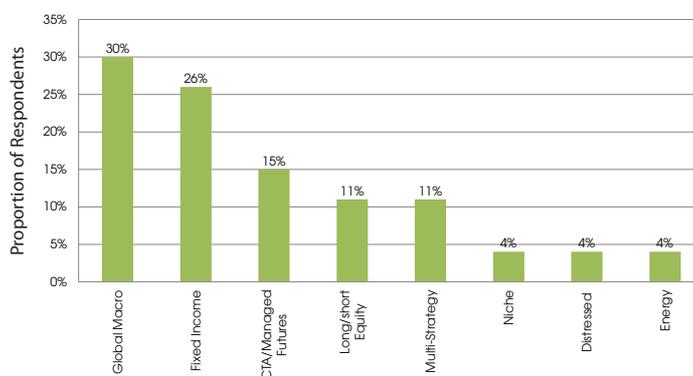
High expectations amid a volatile economic climate have had a profound effect on institutional investors' confidence in the asset class, but no two hedge funds have had the same experience. Have some strategies underperformed more than others? To investigate further we asked investors to identify strategies that they felt have not lived up to expectations over the past 12 months.

The strategy most commonly cited by investors as underperforming over the last 12 months was long/short equity. More than three times as many investors stated long/short equity as performing poorly in the past year as compared to the second most commonly cited strategy - CTA. Considering the level of capital invested in long/short equity funds, this highlights that there is considerable dissatisfaction across many investors on a global scale. However, there is still a large proportion of investors (around 40%) that state that long/short equity forms part of their current fund searches. Given the large number of funds in market that operate this strategy, and the significant level of diversity between funds in terms of sector, capitalization and regional exposure, many investors clearly still feel that it is possible to identify successful managers in the long/short equity space.

Some strategies are centred on investment themes that are better suited to take advantage of macro economic conditions and the heightened levels of financial market volatility. Given the prevailing environment, strategies such as global macro have attracted more attention from investors. When asked which particular strategies exceeded expectations, 30% of investors noted that global macro-oriented funds have outperformed over the past 12 months, as shown by Fig. 4. Fifteen percent of investors believed that the CTA funds in their portfolios surpassed expected returns, while 11% of investors identified long/short equity funds.

While fund strategy is typically a key concern of investors, the geographic focus of investments is also an important

Fig. 4: Hedge Fund Strategies that Have Exceeded Institutional Investors' Expectations in the Last 12 Months



Source: Preqin

consideration as performance varies across regions. Europe was the region most commonly cited as being avoided by investors worldwide, many of which mentioned macro economic concerns. The ongoing sovereign debt crisis and the contracting growth being experienced by many countries in Europe has had an adverse effect on the confidence of investors. Investors interviewed by Preqin also expressed dissatisfaction with funds focused on investment in emerging markets, a view that is particularly prevalent among Asia-based institutional investors. Consequently, we may see an increasing number of allocations made to US-focused strategies as investors look to reduce exposure to specific regions.

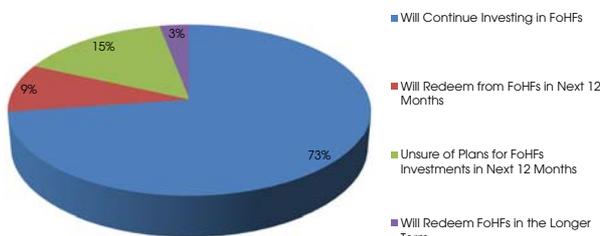
The Future for Funds of Funds

Funds of hedge funds have faced immense pressure from the hedge fund community in recent years, with the future of multi-manager vehicles being called into question as the make-up of hedge fund investors becomes increasingly institutional, sophisticated and experienced. Of the investors we interviewed, 55% currently invest in multi-manager hedge funds. We asked these investors whether they planned to continue investing in funds of funds going forwards, the results of which are shown in Fig. 5.

Seventy-three percent of investors accessing hedge funds via funds of funds plan to continue allocating capital through multi-manager platforms over the next 12 months. Of the investors that have exposure to fund of hedge funds vehicles, 9% are expected to withdraw from investing via such structures in the next 12 months, while a further 3% plan to move away from the structure in the longer term. Moreover, a further 15% are unsure about their future investments and may exit funds of funds at some point in the future. With three-quarters of investors in funds of hedge funds looking to remain in these structures for the immediate future, the outlook for multi-managers is relatively positive.



Fig. 5: Institutional Investors' Plans for Fund of Hedge Funds Investments over the Next 12 Months



Source: Preqin

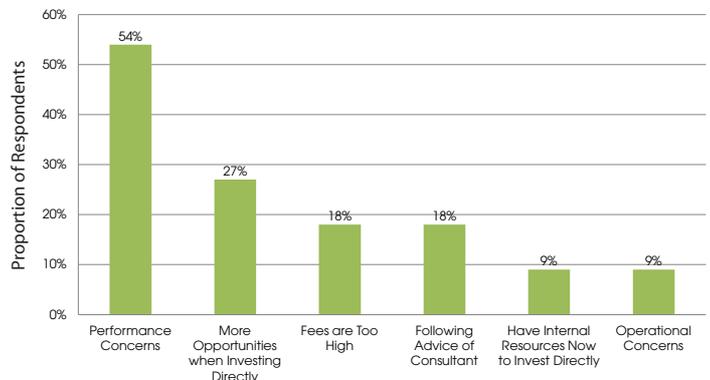
Despite this, when we asked those investors considering or planning to exit funds of funds about their reasons why, it would seem that – as with the general concerns with the asset class as a whole – poor performance is the biggest turn-off to institutional investors. Fig. 6 shows that 54% of investors intending to exit multi-manager vehicle investments are doing so because of the returns generated by these investments, while 27% felt that investing through their own portfolio of direct investments can provide better opportunities in the hedge fund space. Fees are also an important consideration to those institutional investors looking to exit funds of hedge funds, particularly as they may feel that cash saved through avoiding the additional layer of fees could be used to build their own internal fund research and due diligence resources. A significant proportion (9%) of investors in multi-managers stated that they now intend to invest directly in hedge funds, because they now have the requisite internal resources.

Outlook

The outlook for the hedge fund industry is one of great uncertainty, and investor dissatisfaction with hedge fund performance has grown significantly over the last year. With the ongoing uncertainty and volatility in many financial markets across the world, performance concerns are unlikely to disappear in the short term, which has led to many investors reassessing their plans. One immediate effect of this is that growing numbers of institutional investors are avoiding hedge fund investments in troubled regions, most notably in Europe due to the impact of the eurozone sovereign debt crisis.

Long/short equity has proven to be the most disappointing strategy for investors in the past 12 months, which is a concern given the prevalence of the strategy throughout institutional investors' portfolios. Despite this, however, many investors will keep their capital invested in such strategies due to the diversification benefits that this mainstay of the hedge fund industry can offer. While performance across the whole spectrum of hedge fund strategies has been disappointing over the past year, some

Fig. 6: Institutional Investors' Reasons for Exiting Fund of Hedge Fund Investments



Source: Preqin

strategies and approaches have exceeded expectations. Global macro and fixed income hedge funds have been lauded by the investor community for performing particularly well in the volatile returns environment.

Prior research carried out by Preqin indicated that nearly 40% of investors cite performance concerns as their reason for making portfolio redemptions. Given the fact that investor dissatisfaction with returns is at its highest level since the crisis, while investor confidence in the asset class has reached 2008 lows, hedge fund managers need to concentrate on rebuilding investor belief in the industry. Increased communication and transparency will go some way to improving investors' attitudes towards the asset class; however, this will need to be accompanied by stronger returns in the second half of this year should managers hope to retain institutional backing.

Data Source:

This month's feature article draws on information from Preqin's industry leading [Hedge Fund Investor Profiles](#) database.

Featuring in-depth, searchable profiles for over 3,700 institutional investors in hedge funds, this powerful online service contains fund searches and mandates, key contact information, investment preferences, and details of investment plans.

Want to target specific investors that may be interested in your fund? Find key contact details? Analyze investment trends? We can help.

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2012 Preqin Hedge Fund Investor Review

The [2012 Preqin Hedge Fund Investor Review](#) provides profiles and analysis for the most important institutional investors in hedge funds from around the world. This invaluable resource contains the following key features:

- Profiles for 1,000 key institutional investors arranged into 23 key regions from around the world.
- Profiles include fund preferences by strategy and geography, key financial information, direct contact details for key personnel, sample investments.
- Analysis for investors from each region.
- Analysis for investors in each of the ten most important hedge fund strategies with listings for active investors.
- Analysis and listings for investors looking to allocate to UCITS or managed account vehicles.
- Analysis of emerging manager investors.
- Exclusive information gained through direct contact with institutional investors.



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Industry News

Alex Jones rounds up the latest industry news based upon intelligence gathered by Preqin analysts. Preqin Online subscribers can click on the investor name to view the full profiles.

Despite challenging conditions for hedge funds in the past few years, with many managers experiencing poor performance, a number of institutional investors are planning on investing new capital in the next 12 months. As shown in the Chart of the Month, the majority (54%) of these investors expect to commit up to \$99mn to hedge funds, while a smaller proportion (14%) plan to invest \$500mn or more. In recent weeks we have seen a number of investors initiating new searches for fund managers, or increasing their allocation to the asset class.

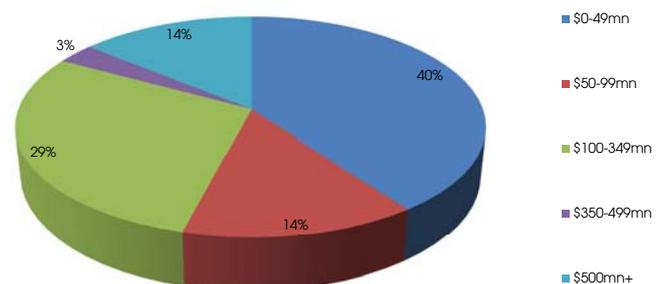
One example is [Alberta Investment Management Corporation \(AIMCo\)](#), which is looking to invest with a direct hedge fund manager to add to its current portfolio of seven fund managers. The CAD 70bn asset manager typically invests CAD 50-250mn per fund and considers hedge funds on a global scale, including in emerging markets. AIMCo is open to investment in a variety of strategies and approaches, and will consider emerging managers.

In the US a number of investors have initiated new searches. [Oklahoma State University Foundation](#) is planning a major allocation to hedge funds, hoping to commit an additional 10-15% of its total assets (around \$50-75mn) across the next year. The foundation will look at direct investment opportunities and is open to a wide range of strategies, with a particular focus on global macro and credit hedge funds. Texas-based [Covariance Capital Management](#), which manages \$1bn and has a 25% allocation to hedge funds, will soon be looking at new macro and managed futures opportunities to add to its portfolio of 25 single-manager funds. The asset manager will be approaching the new investments on an opportunistic basis, and has a very wide remit – considering all strategies on a global scale. Despite this, Covariance does require that potential managers have at least \$200mn in assets under management.

The \$45bn [Swiss National Accident Insurance Institution \(SUVA\)](#) intends to add 2-3 new hedge funds over the coming 12 months, with a particular focus on macro managers based in Asia. SUVA has a broad global mandate, is willing to invest in a variety of strategies depending on the fund structure, and will consider lock-up periods on a case-by-case basis. It will not invest with emerging managers or spin-off teams; however, it will consider UCITS-compliant funds when looking at European opportunities.

In Asia, [Korean Teachers' Credit Union \(KTCU\)](#) is also looking to increase its allocation to hedge funds in the near term. The \$16.5bn pension fund hopes to invest opportunistically, but has not yet decided how much capital it will commit to the asset class. While it has invested primarily through funds of

Chart of the Month: Amount of Fresh Capital Institutional Investors Expect to Invest in Hedge Funds over the Next 12 Months



Source: Preqin Hedge Fund Investor Profiles

hedge funds to date, KTCU is also considering making its first commitments to single-manager funds and is likely to prefer arbitrage strategies such as credit and fixed income arbitrage. The pension fund typically invests globally, preferring to hire managers that can offer regional exposure, as opposed to country-specific approaches.

Data Source:

Want to find out which investors are changing their manager portfolios? Which European public pension giant is expanding its hedge fund portfolio? Which asset manager has recently acquired a fund of hedge funds? This and even more news can be found on [Preqin Hedge Fund Investor Profiles](#).

Preqin gathers industry news from our direct communication with hedge fund investors and regular news can be found on Preqin Hedge Fund Investor Profiles. In the last month Preqin's team of dedicated research analysts have added **58** investors, and updated **506**.

To find out how we can help you, please visit:

www.preqin.com/hedge

Future Fund Searches and Mandates

The difference between success and failure in attracting institutional capital is often the ability to identify which investors are most interested in your fund.

To help with this task, Preqin Hedge Fund Investor Profiles now allows subscribers to identify likely investors in their fund by searching for institutional investors by their future investment plans.

Preqin updates these details by speaking directly to investors - saving you time and ensuring our intelligence is up to date and accurate.

- **Future Investment Plans** - Investor profiles now include details of investors' future fund searches, detailing whether they are targeting specific hedge fund strategies, regions of focus, or particular hedge fund structures.
- **Future Fund Searches and Mandates** - Forward-looking search for all the institutional investors that are looking to invest in funds that match your criteria.
- Filter potential investors by location, type, strategy preferences for the next 12 months, structural preferences for the next 12 months, regional preferences for the next 12 months and likely timeframe for their next fund commitment.

Future Plans, Searches and Mandates

Date of Plans: Q3 2012

Next 12 Months:

Strategies Targeting: Long Bias, Long/Short Equity, Macro

Structures Targeting: Commingled Direct

Regions Targeting: Europe, North America, Global

Summary: As of Q3 2012, [Investor Name] planned to increase its allocation to the hedge fund asset class over the next 12 months on an opportunistic basis. The [Investor Name] primarily looks to invest in long/short equity hedge funds along with global macro and long only funds. It will also consider investing in emerging managers.

Hedge Funds

Fund Searches and Mandates

Select all required filter criteria

- Investor Type
- Investor Location
- Strategy Preferences - Fund Searches and Mandates
 - Event Driven
 - Global Macro
 - Long Short
 - Relative Value
 - Others
 - Include Opportunistic Investors
- Structural Preferences - Fund Searches and Mandates
- Region Preferences - Fund Searches and Mandates
 - Asia Pacific
 - Europe
 - North America
 - Emerging Markets
 - Global
 - Rest of World
 - Include Opportunistic Investors
- Timeframe of Next Commitment

Keyword Search:

| Investor Name | Strategies | Regions | Structures | Date Inserted |
|-----------------|---|--------------------------|-------------------|---------------|
| [Investor Name] | Diversified | Emerging Markets, Global | Commingled Direct | 06/08/2012 |
| [Investor Name] | Opportunistic, Diversified, Event Driven, Macro | Global | Commingled Direct | 02/08/2012 |
| [Investor Name] | Diversified, Long/Short Equity, Macro | Asia Pacific, Global | Commingled Direct | 02/08/2012 |
| [Investor Name] | Diversified, Opportunistic | Global, North America | Commingled Direct | 02/08/2012 |
| [Investor Name] | Macro, Managed Futures / CTA | Global | Commingled Direct | 02/08/2012 |
| [Investor Name] | Diversified | Global | Commingled Direct | 02/08/2012 |
| [Investor Name] | Currency, Diversified, Long / Short Credit | North America | Commingled Direct | 02/08/2012 |

Whether you're hoping to grow the assets of a niche Asia-focused fund of hedge funds, or launch a US global macro fund, access to Hedge Fund Investor Profiles can help.

[Hedge Fund Investor Profiles](#)

For more information and to arrange a walkthrough of the service, please visit: www.preqin.com/hfip



European Credit Fund

This month [Katherine Johnson](#) takes a look at investor appetite for a credit fund based in Europe with a four-year track record and \$350mn in assets under management.

Fig. 1: The Assignment

| | |
|-------------------------|---------|
| Fund Strategy | Credit |
| Fund Location | Europe |
| Assets under Management | \$350mn |
| Track Record | 4 years |

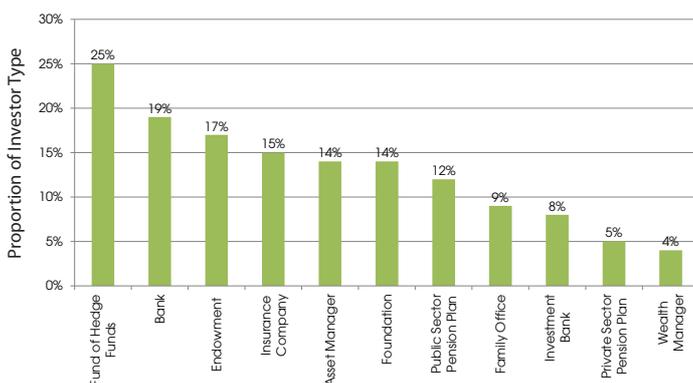
In this month's fundraising assignment, we look at a Europe-based hedge fund manager looking to grow its credit vehicle through marketing to the institutional investor community. The fund has assets under management of \$350mn and the manager has a track record of four years. Which types of institutional investor should such a fund target?

The Long List

Preqin's Hedge Fund Investor Profiles shows that there are potentially 529 investors interested in the fund. Credit has remained attractive to hedge fund investors, with the strategy having the potential to offer outsized returns, even during the low return environment of 2012. Additionally, many investors are interested in credit hedge funds as they are considered a lower-risk strategy than other fund types.

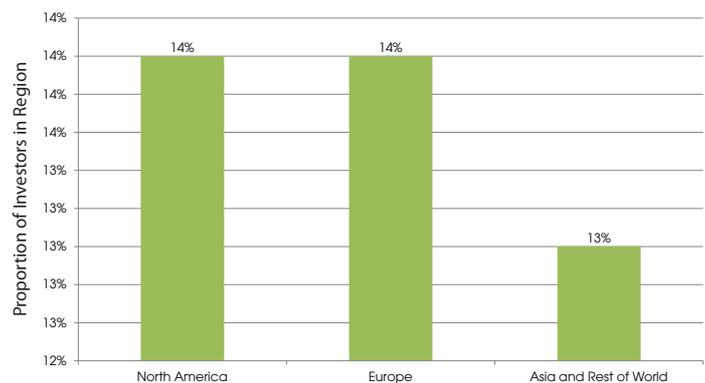
As seen in Fig. 2, 14% of hedge fund investors in both Europe and North America have an interest in a fund of this particular strategy and manager experience. Asia and Rest of World-based investors have a slightly lower appetite for this particular fund, as

Fig. 3: Proportional Appetite of Investors by Investor Type



Source: Preqin Hedge Fund Investor Profiles

Fig. 2: Proportional Appetite of Investors by Investor Region



Source: Preqin Hedge Fund Investor Profiles

these investors tend to prefer the more traditional equity-based hedge fund strategies.

With respect to the investor type, funds of hedge funds have the highest proportional interest in this type of fund, with 25% willing to invest in a Europe-based credit vehicle of this kind. Banks, endowments and insurance companies also show a higher interest in this strategy than other firm types.

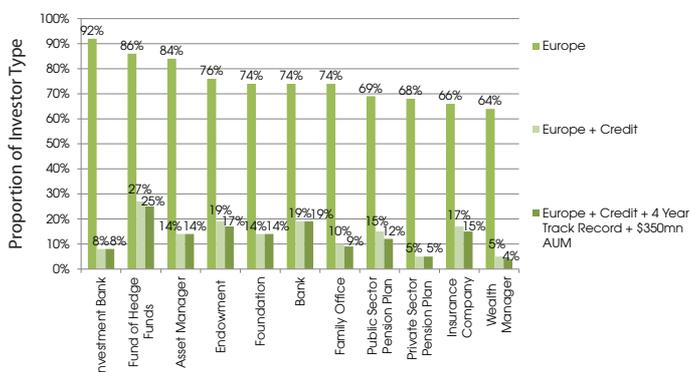
The 'Investor Barometer' shown in Fig. 4 outlines the distribution of interest among different institutional investor types, demonstrating how the overall list of investors has been reduced to the remaining 529 investors potentially interested in the fund in question. A large proportion of hedge fund investors across all investor types will invest in a European hedge fund manager; however, when adding the credit strategy into the equation, the number of potential investors decreases significantly. For example, a high percentage of investment banks (92%) would consider a European manager, but only 8% would consider a European credit manager. Strategy has a much greater impact on interest in the fund than the manager's track record and assets under management – both of which indicate the firm is already relatively established in the market.

The Short List

Of the 529 investors interested in this type of fund, Preqin has picked three investors of particular interest, as shown in 'The Short List' in Fig. 5. These are the institutions that not only meet



Fig. 4: Investor Barometer: Proportion of Investors with Interest in Fundraising Assignment by Type



Source: Preqin Hedge Fund Investor Profiles

the criteria for this manager type but also meet other requirements - for example being under their target allocation to hedge fund investments.

Subscriber Quicklink:

Preqin's database contains information on 571 investors that have expressed interest in investing in a European Credit Fund. 361 of these potential investors are based in North America, 154 are located in Europe and the final 56 are Asia and Rest of World-based investors. Subscribers can click [here](#) for a full list of all potential investors for this fund.

Not yet a subscriber? Hedge Fund Investor Profiles is the leading tool in helping fund managers find institutional investors with a pre-qualified stated preference for their vehicle, along with the direct contact details to get you in touch with the key decision makers.

For more information please visit:

www.preqin.com/hedge

Fig. 5: The Short List

| Investor | Type | Location | Details |
|--------------------------------------|-----------------------------|-------------|--|
| AIG | Insurance Company | US | <ul style="list-style-type: none"> Looking to invest up to \$500mn in hedge funds over the next 12 months. Expects to add 5-10 new managers to its portfolio. Will consider all strategies and regions including credit hedge funds. |
| Commercial Broadcasting Pension Fund | Private Sector Pension Fund | Japan | <ul style="list-style-type: none"> Plans to increase its exposure to the hedge fund asset class over the next 12 months. Is interested in long/short credit hedge fund vehicles. Will employ a global mandate for its investments. |
| Finles Capital Management | Fund of Hedge Funds | Netherlands | <ul style="list-style-type: none"> Is looking to increase its exposure to long/short credit hedge fund vehicles. Plans to invest up to €50mn in up to 10 hedge fund managers. Looks for managers with a track record of at least one year and assets under management of €40mn. |

Source: Preqin Hedge Fund Investor Profiles



Investors Seeking New Hedge Funds

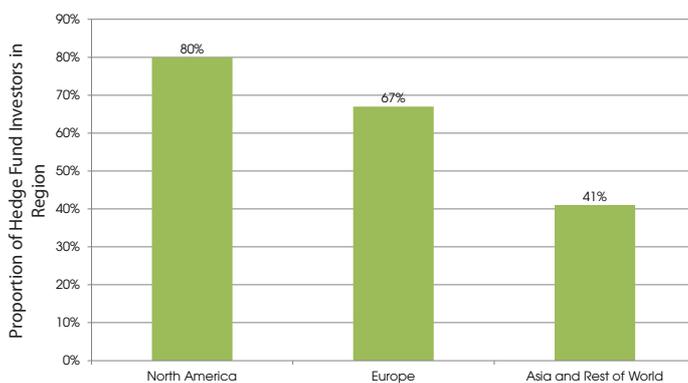
With fundraising so competitive, it is important for hedge fund managers to identify institutional investors that are searching for new hedge funds. Sarah Corran details the key stats.

Fig. 1: Key Facts

| | |
|---------------------------------------|--------------|
| Median AUM | \$1bn |
| Mean allocation to hedge funds | 12.6% of AUM |
| Mean target allocation to hedge funds | 14.1% of AUM |

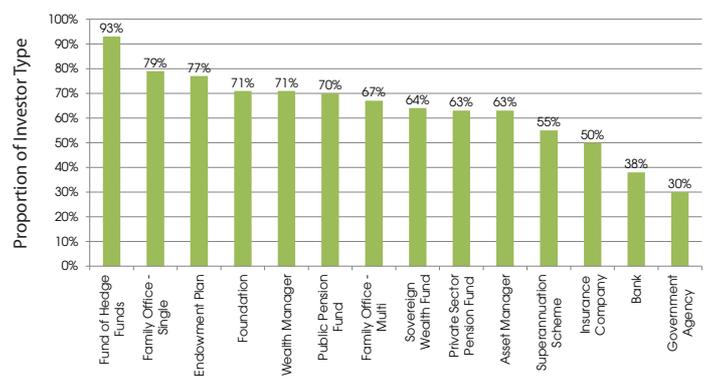
Source: Preqin Hedge Fund Investor Profiles

Fig. 2: Proportion of Investors Searching for New Funds in the Next 12 Months by Investor Region



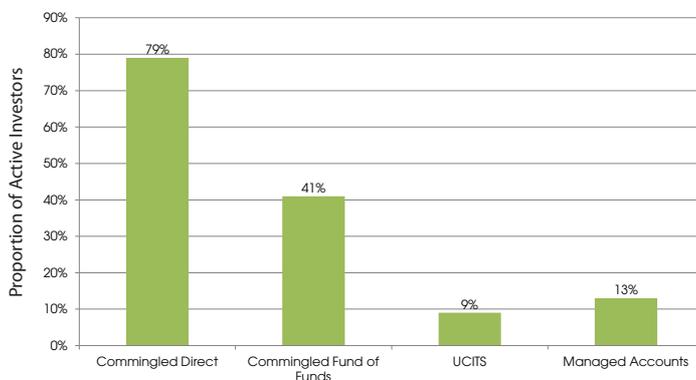
Source: Preqin Hedge Fund Investor Profiles

Fig. 3: Proportion of Institutional Investors Searching for New Funds in the Next 12 Months by Type



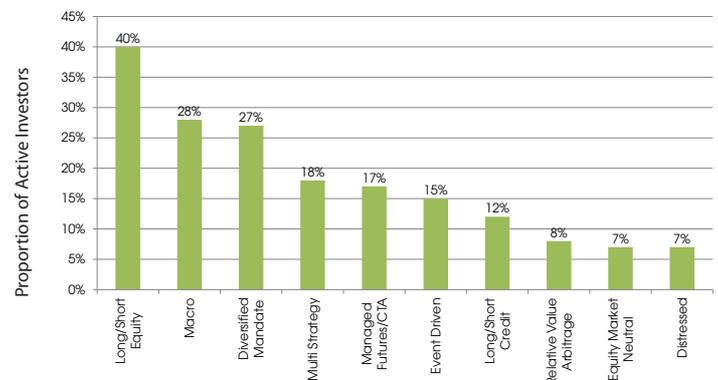
Source: Preqin Hedge Fund Investor Profiles

Fig. 4: Hedge Fund Structures Sought in the Next 12 Months by Institutional Investors



Source: Preqin Hedge Fund Investor Profiles

Fig. 5: Fund Strategies Sought in the Next 12 Months by Institutional Investors



Source: Preqin Hedge Fund Investor Profiles

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Subscribers can click [here](#) to search all of those investors searching for new hedge fund managers. Hedge Fund Investor Profiles now features the ability to search and filter for investors based upon their fund searches and mandates. For more information please visit:

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Nordic Investors

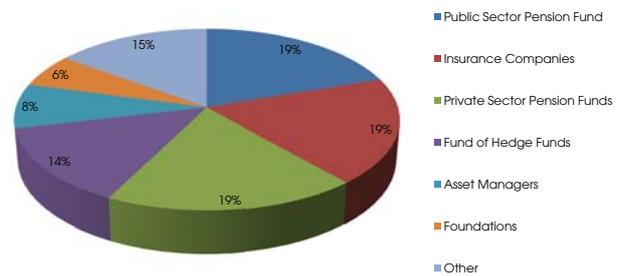
Dami Solebo takes a look at the investment preferences of Nordic institutions that invest in hedge funds. What is the make-up of these investors?

Fig. 1: Key Facts

| | |
|---------------------------------------|----------------|
| Median AUM | \$1.3bn |
| Mean allocation to hedge funds | 7.1% of AUM |
| Mean target allocation to hedge funds | 8.8% of AUM |
| Typical portfolio size | 16 hedge funds |
| Typically been investing for | 6.1 years |

Source: Preqin Hedge Fund Investor Profiles

Fig. 2: Breakdown of Nordic Hedge Fund Investors by Type



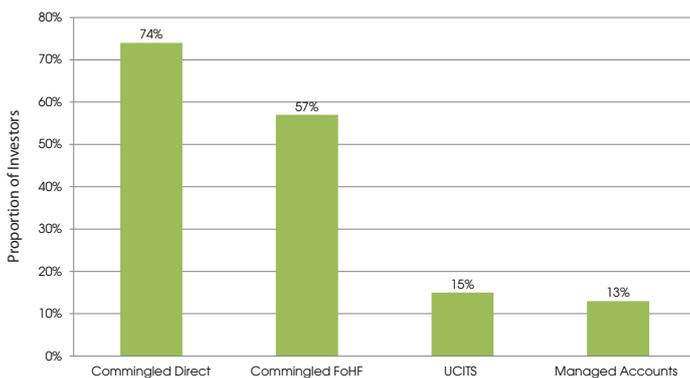
Source: Preqin Hedge Fund Investor Profiles

Subscriber Quicklink:

Preqin Hedge Fund Investor Profiles has detailed profiles for 112 Nordic hedge fund investors. Subscribers can click [here](#) to see the full list.

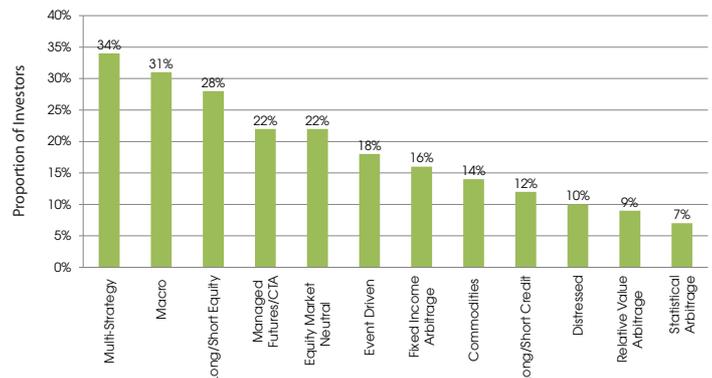
How can Hedge Fund Investor Profiles help you target the most likely investors for your fund? Please visit: www.preqin.com/hedge

Fig. 3: Structural Preferences of Nordic Hedge Fund Investors



Source: Preqin Hedge Fund Investor Profiles

Fig. 4: Strategic Preferences of Nordic Hedge Fund Investors



Source: Preqin Hedge Fund Investor Profiles

Fig. 5: Three Leading Nordic Hedge Fund Investors

| Investor | Investor Type | AUM (\$mn) | Allocation to HF (% of AUM) |
|--|-----------------------------|------------|-----------------------------|
| Varma Mutual Pension Insurance Company | Insurance Company | 40,451 | 11.0 |
| SEB Pension | Private Sector Pension Fund | 2,221 | 20.0 |
| Formuesforvaltning | Asset Manager | 5,326 | 15.0 |

Source: Preqin Hedge Fund Investor Profiles

Conferences Spotlight

Forthcoming Events

| Conference | Date | Location | Organizer |
|--|------------------------|-----------|--------------------|
| Hedge Funds World Asia | 12 - 14 September 2012 | Hong Kong | Terrapinn |
| 3rd Annual ETF Investing Summit | 12 September 2012 | New York | iGlobal Forum |
| GAIM Ops International | 16 - 18 October 2012 | Paris | IIR USA |
| The Alternative Asset Summit | 17 - 19 October 2012 | Las Vegas | Alternative Assets |
| SALT Singapore 2012 | 17 - 19 October 2012 | Singapore | SkyBridge Capital |
| Hedge Fund CIO Summit & PE/VC CIO Summit | 18 October 2012 | New York | Alpha Institutes |
| Hedge Arbitrage | 24 - 25 October 2012 | London | Terrapinn |
| 3rd Emerging Marketing Investing Summit: BRIC & Beyond | 24 October 2012 | New York | iGlobal Forum |

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