FOREWORD

The Asia-Pacific hedge fund industry continues to evolve as regulatory change and increasing institutionalization of the sector exposes growing numbers of countries and investor types in the region to opportunities in hedge funds. Asia-Pacific is home to $148bn in hedge fund AUM, which is distributed across 910 hedge funds and fund of hedge funds firms. Funds in the region tend to be both newer and smaller than those in the established regions of North America and Europe. In addition, the industry in the region has still yet to reach the share of wealth contributed by the wider economy in Asia-Pacific; as a result, there remains the potential for substantial growth in the future.

There has been encouraging performance recorded by Asia-Pacific-based funds over the past 12 months: hedge funds in the region have made gains of 10.70% over the past year to May 2017. Some countries have performed even better: managers based in India, for instance, have added 17.49% over the past 12 months (as at May 2017).

Asia-Pacific continues to expand in regards to both the number of investors actively investing in hedge funds as well as the size of their portfolios. There are 587 institutional investors from the region active in hedge funds, collectively investing an estimated $202bn in the asset class. Among these are investors that have made their first investments since the start of 2016, including South Korea’s National Pension Service.

In this Preqin Special Report: Hedge Funds in Asia-Pacific, we analyze the Asia-Pacific region in terms of of its hedge fund activity as a whole, and take a closer look at the leading countries for hedge fund activity across the region. We examine the investor universe in the region and fund manager activity, and also provide information on leading investors and funds in each country.

We hope that you find this report useful and welcome any feedback you have. For more information, please visit www.preqin.com or contact info@preqin.com.
HEDGE FUNDS IN ASIA-PACIFIC

Active Asia-Pacific-Based Hedge Fund Managers and Institutional Investors by Sub-Region:

- **GREATER CHINA**: 125 (No. of Hedge Fund Managers), 450 (No. of Institutional Investors)
- **FAR EAST**: 238 (No. of Hedge Fund Managers), 280 (No. of Institutional Investors)
- **AUSTRALASIA**: 205 (No. of Hedge Fund Managers), 138 (No. of Institutional Investors)
- **SOUTH ASIA**: 18 (No. of Hedge Fund Managers), 42 (No. of Institutional Investors)
- **CENTRAL ASIA**: 2 (No. of Hedge Fund Managers), 2 (No. of Institutional Investors)

$148bn
SIZE OF THE HEDGE FUND INDUSTRY IN ASIA-PACIFIC
Fig. 4: Most Active Asia-Pacific Countries in the Hedge Fund Industry

<table>
<thead>
<tr>
<th>Country</th>
<th>No. of Active Institutional Investors</th>
<th>Average Current Allocation to Hedge Funds (As a % of AUM)</th>
<th>No. of Hedge Fund Managers</th>
<th>Hedge Fund AUM ($bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>92</td>
<td>13.9</td>
<td>368</td>
<td>63.2</td>
</tr>
<tr>
<td>Australia</td>
<td>185</td>
<td>7.5</td>
<td>124</td>
<td>29.6</td>
</tr>
<tr>
<td>China</td>
<td>27</td>
<td>9.7</td>
<td>80</td>
<td>18.9</td>
</tr>
<tr>
<td>Singapore</td>
<td>64</td>
<td>14.1</td>
<td>181</td>
<td>17.6</td>
</tr>
<tr>
<td>Japan</td>
<td>118</td>
<td>13.0</td>
<td>56</td>
<td>9.9</td>
</tr>
<tr>
<td>South Korea</td>
<td>44</td>
<td>3.7</td>
<td>28</td>
<td>5.6</td>
</tr>
<tr>
<td>India</td>
<td>17</td>
<td>5.3</td>
<td>40</td>
<td>1.2</td>
</tr>
<tr>
<td>New Zealand</td>
<td>19</td>
<td>8.1</td>
<td>9</td>
<td>-</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online
Hong Kong, home to $63bn of hedge fund AUM and 368 fund managers, is the centre of the hedge fund industry in Asia-Pacific. In fact it is the third largest country globally, in terms of hedge fund capital managed, behind the US and the UK. Hong Kong has been a long-established centre for hedge fund activity; for instance, the largest hedge fund manager in the country, Value Partners, was established in 1993 and today runs approximately $15bn in AUM. Its Value Partners China A-Share Select Fund - Class A GBP Unhedged fund is the third best performing hedge fund in Hong Kong in the 12 months to May 2017, adding gains of 34.20% during that period. There are 92 institutions actively investing in hedge funds in Hong Kong; among them is Legacy Advisors, a family office with almost $100mn invested in hedge funds, which is planning to make further investments over the rest of 2017 and early 2018.

Fig. 5: Hong Kong-Based Hedge Funds by Top-Level Strategy

- Equity Strategies: 57%
- Event Driven Strategies: 15%
- Multi-Strategy: 9%
- Macro Strategies: 6%
- Relative Value Strategies: 6%
- Credit Strategies: 6%
- Managed Futures/CTA: 6%
- Niche Strategies: 3%

Source: Preqin Hedge Fund Online

Fig. 6: Hong Kong-Based Investors Active in Hedge Funds by Type

- Family Office: 31%
- Fund of Hedge Funds Manager: 22%
- Wealth Manager: 20%
- Asset Manager: 12%
- Investment Company: 6%
- Endowment Plan: 5%
- Insurance Company: 5%
- Other: 5%
- Legacy Advisors: 5%

Source: Preqin Hedge Fund Online

Fig. 7: Notable Hong Kong-Based Institutional Investors in Hedge Funds

<table>
<thead>
<tr>
<th>Investor</th>
<th>Current Allocation to HF ($mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospital Authority Provident Fund Scheme</td>
<td>358</td>
</tr>
<tr>
<td>Legacy Advisors</td>
<td>96</td>
</tr>
<tr>
<td>Chinese University of Hong Kong Bursary</td>
<td>72</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online

Fig. 8: Largest Hong Kong-Based Hedge Fund Managers by AUM

<table>
<thead>
<tr>
<th>Manager</th>
<th>Assets under Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value Partners</td>
<td>$14.5bn as at 31 March 2017</td>
</tr>
<tr>
<td>PAG Absolute Returns</td>
<td>$6.0bn as at 31 May 2017</td>
</tr>
<tr>
<td>Myriad Asset Management</td>
<td>$4.0bn as at 31 March 2017</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online
Australia, the world’s 13th largest economy and home to 24 million people, hosts the largest number of institutional investors in Asia-Pacific active in hedge funds today. Preqin tracks 185 institutional investors within Australia with current portfolios of hedge funds. The largest of these, Future Fund, invests nearly $15bn in the asset class. Although the largest investor is a sovereign wealth fund, superannuation schemes represent half of all the active hedge fund investors in Australia tracked by Preqin. There is a large number of hedge fund managers to serve this active community of investors; Preqin tracks 124 fund managers in Australia, which collectively manage assets of approximately $30bn. The largest of these, Platinum Asset Management, was established in 1994 and has assets of approximately $18bn. Although much of these assets come from Australia-based investors, it also provides solutions to institutions in Europe and North America.

**AUSTRALIA**

- **Number of active Australia-based hedge fund managers:** 124
- **Size of Australia’s hedge fund industry:** $30bn
- **Number of Australia-based institutional investors active in hedge funds:** 185

32% of all Asia-Pacific institutional investors are based in Australia.

7.5% Average allocation to hedge funds of Australia-based investors.

8.12% 12-month return of all Australia-based hedge funds (as at May 2017).

Fig. 9 Australia-Based Hedge Funds by Top-Level Strategy

<table>
<thead>
<tr>
<th>Strategy</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Strategies</td>
<td>57%</td>
</tr>
<tr>
<td>Event Driven Strategies</td>
<td>12%</td>
</tr>
<tr>
<td>Multi-Strategy</td>
<td>3%</td>
</tr>
<tr>
<td>Macro Strategies</td>
<td>11%</td>
</tr>
<tr>
<td>Relative Value Strategies</td>
<td>6%</td>
</tr>
<tr>
<td>Credit Strategies</td>
<td>5%</td>
</tr>
<tr>
<td>Managed Futures/CTA</td>
<td>4%</td>
</tr>
<tr>
<td>Niche Strategies</td>
<td>3%</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online

Fig. 10: Notable Australia-Based Institutional Investors in Hedge Funds

<table>
<thead>
<tr>
<th>Investor</th>
<th>Current Allocation to HF ($mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Future Fund</td>
<td>14,888</td>
</tr>
<tr>
<td>Victorian Funds Management Corporation</td>
<td>2,105</td>
</tr>
<tr>
<td>MLC</td>
<td>1,818</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online

Fig. 11: Largest Australia-Based Hedge Fund Managers by AUM

<table>
<thead>
<tr>
<th>Manager</th>
<th>Assets under Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum Asset Management</td>
<td>$17.8bn as at 31 May 2017</td>
</tr>
<tr>
<td>Ellerston Capital</td>
<td>$3.9bn as at 31 May 2017</td>
</tr>
<tr>
<td>Macquarie Investment Management</td>
<td>$3.1bn as at 31 March 2017</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online

Fig. 12: Australia-Based Investors Active in Hedge Funds by Type

<table>
<thead>
<tr>
<th>Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Superannuation Scheme</td>
<td>50%</td>
</tr>
<tr>
<td>Asset Manager</td>
<td>18%</td>
</tr>
<tr>
<td>Wealth Manager</td>
<td>9%</td>
</tr>
<tr>
<td>Fund of Hedge Funds Manager</td>
<td>9%</td>
</tr>
<tr>
<td>Family Office</td>
<td>9%</td>
</tr>
<tr>
<td>Insurance Company</td>
<td>3%</td>
</tr>
<tr>
<td>Bank</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online
China has the third highest AUM of all countries in Asia-Pacific; with assets of approximately $19bn, only its special administrative region of Hong Kong and Australia exceed it in terms of hedge fund capital. As the regulatory environment within China continues to evolve, allowing more possibilities for hedge funds, it has the potential to eclipse both Hong Kong and Australia in the future. One of the largest fund managers in the country, Hillhouse Capital Management, manages almost $18bn and was established in 2005.

The 27 China-based institutional investors tracked by Prequin investing in hedge funds allocate significant sums. Among these is China Investment Corporation which is estimated to invest $31bn in hedge funds.

**Fig. 13: China-Based Hedge Funds by Top-Level Strategy**

- Equity Strategies: 7%
- Event Driven Strategies: 7%
- Multi-Strategy: 11%
- Macro Strategies: 4%
- Relative Value Strategies: 5%
- Credit Strategies: 3%
- Managed Futures/CTA: 63%
- Niche Strategies: 2%

**Source: Prequin Hedge Fund Online**

**Fig. 14: China-Based Investors Active in Hedge Funds by Type**

- Family Office: 22%
- Wealth Manager: 7%
- Asset Manager: 11%
- Corporate Investor: 11%
- Investment Company: 15%
- Sovereign Wealth Fund: 19%
- Fund of Hedge Funds Manager: 7%
- Government Agency: 4%
- Investment Bank: 7%

**Source: Prequin Hedge Fund Online**

**Fig. 15: Notable China-Based Institutional Investors in Hedge Funds**

<table>
<thead>
<tr>
<th>Investor</th>
<th>Current Allocation to HF ($mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>China Investment Corporation</td>
<td>30,805*</td>
</tr>
<tr>
<td>CMBC Private Banking</td>
<td>1,972</td>
</tr>
</tbody>
</table>

*Estimated.

**Source: Prequin Hedge Fund Online**

**Fig. 16: Largest China-Based Hedge Fund Managers by AUM**

<table>
<thead>
<tr>
<th>Manager</th>
<th>Assets under Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hillhouse Capital Management</td>
<td>$17.8bn as at 31 December 2016</td>
</tr>
<tr>
<td>Splendor Capital Management</td>
<td>$497mn as at 31 May 2017</td>
</tr>
<tr>
<td>CSV Capital Partners</td>
<td>$184mn as at 31 May 2017</td>
</tr>
</tbody>
</table>

**Source: Prequin Hedge Fund Online**
Over 180 hedge fund managers, running assets approaching $18bn, reside in Singapore. Among the largest of these is Graticule Asset Management Asia, which was originally part of the Liquid Markets Business of Fortress Investment Group (Fortress). It became independent of Fortress in January 2015, although Fortress continues to hold a significant minority equity stake in the firm. It has investors globally, including Texas Municipal Retirement System.

GIC, $350bn the sovereign wealth fund, is among the 10 largest investors in hedge funds globally. It currently invests upwards of $10.5bn in hedge funds, with one of its most recent investments in newly founded Singapore-based Lauro Asset Management.

There are a further 63 institutions in Singapore that actively invest in hedge funds.

Fig. 17: Singapore-Based Hedge Funds by Top-Level Strategy

Fig. 18: Notable Singapore-Based Institutional Investors in Hedge Funds

Investor | Current Allocation to HF ($mn)
--- | ---
GIC | 10,500
Leonie Hill Capital | 1,380
NUS Endowment Fund | 794

Fig. 19: Largest Singapore-Based Hedge Fund Managers by AUM

Manager | Assets under Management
--- | ---
Dymon Asia Capital | $5.7bn as at 30 April 2017
Graticule Asset Management Asia | $4.6bn as at 31 May 2017
Quantedge Capital | $1.3bn as at 31 May 2017

Fig. 20: Singapore-Based Investors Active in Hedge Funds by Type

Wealth Manager | 32%
Fund of Hedge Funds Manager | 9%
Asset Manager | 6%
Endowment Plan | 6%
Sovereign Wealth Fund | 3%
Investment Company | 3%
Other | 15%
Japan

56
Number of active Japan-based hedge fund managers.

$9.9bn
Size of Japan’s hedge fund industry.

118
Number of Japan-based institutional investors active in hedge funds.

2nd
Japan has the second largest number of institutional investors in Asia-Pacific.

13.0%
Average allocation to hedge funds of Japan-based investors.

10.47%
12-month return of all Japan-based hedge funds (as at May 2017).

With 118 institutions actively investing in hedge funds from within Japan’s shores, it is only Australia from Asia-Pacific that has more investors with hedge fund portfolios. Despite having such a large captive audience of hedge fund investors, there are only 57 hedge fund managers in the country, collectively running approximately $10bn. In contrast, Japan’s institutional investors active in hedge funds invest significant sums in the asset class; Preqin estimates these investors collectively represent 22% of all the capital invested by institutions across the entire Asia-Pacific region. Among these is Tokyo-based Pension Fund Association which invests more than $4bn in hedge funds.

Fig. 21: Japan-Based Hedge Funds by Top-Level Strategy

Fig. 22: Japan-Based Investors Active in Hedge Funds by Type

Fig. 23: Notable Japan-Based Institutional Investors in Hedge Funds

Fig. 24: Largest Japan-Based Hedge Fund Managers by AUM

Source: Preqin Hedge Fund Online
SOUTH KOREA

Many institutional investors in South Korea have only begun investing in hedge funds relatively recently as compared to other investors across Asia-Pacific. The mean year of first investment in hedge funds of the 44 investors in South Korea tracked by Preqin is 2013; in comparison, the average investor began its hedge fund program in 2006 and 2004 in Australia and Japan respectively. Recent investors from South Korea include National Pension Service, which made its first investment in 2016 when it hired Blackrock and Grosvenor Capital Management to run customized funds of hedge funds on its behalf. On average, South Korea-based investors allocate around 4% of their total assets to investments in hedge funds; however, given many are in the early stages of building out these portfolios, there is potential for further inflows. For instance, its neighbors in Japan dedicate an average of 13% of their investment portfolios to hedge funds.

Fig. 25: South Korea-Based Hedge Funds by Top-Level Strategy

Fig. 26: Notable South Korea-Based Institutional Investors in Hedge Funds

Investor | Current Allocation to HF ($mn)
---|---
Korea Investment Corporation | 4,210
National Pension Service | 996
Korea Post Savings | 572

Source: Preqin Hedge Fund Online

Fig. 27: Largest South Korea-Based Hedge Fund Managers by AUM

Manager | Assets under Management
---|---
ANDA Asset Management | $1.9bn as at 30 April 2017
SPARX Asset Management Korea | $1.3bn as at 31 May 2017
QUAD Investment Management | $800mn as at 31 May 2017

Source: Preqin Hedge Fund Online

Fig. 28: South Korea-Based Investors Active in Hedge Funds by Type

<table>
<thead>
<tr>
<th>Investor Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Pension Fund</td>
<td>25%</td>
</tr>
<tr>
<td>Insurance Company</td>
<td>5%</td>
</tr>
<tr>
<td>Bank</td>
<td>5%</td>
</tr>
<tr>
<td>Asset Manager</td>
<td>9%</td>
</tr>
<tr>
<td>Fund of Hedge Funds Manager</td>
<td>11%</td>
</tr>
<tr>
<td>Corporate Investor</td>
<td>9%</td>
</tr>
<tr>
<td>Investment Bank</td>
<td>23%</td>
</tr>
<tr>
<td>Government Agency</td>
<td>23%</td>
</tr>
<tr>
<td>Sovereign Wealth Fund</td>
<td>23%</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online
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www.preqin.com/hedge
The Indian hedge fund industry is relatively small, with 41 managers collectively controlling $1.2bn in capital. The largest India-based hedge fund manager tracked by Preqin is Malabar Investment Advisors, established in 2008. Its Malabar India Fund is one of the top performing India-based hedge funds in the 12 months to May 2017, having added gains of 31.93% over this timeframe. The fund pursues an equity strategy, a common theme among India-based hedge funds – 71% of all hedge funds in India also pursue an equity strategy.

More than half of all of the institutional investors tracked by Preqin in India fall into the category of institutional private wealth; family offices and wealth managers collectively represent almost 60% of all investors in the country tracked by Preqin.

**Fig. 29: India-Based Hedge Funds by Top-Level Strategy**

- Equity Strategies: 71%
- Event Driven Strategies: 11%
- Multi-Strategy: 10%
- Macro Strategies: 5%
- Relative Value Strategies: 3%
- Credit Strategies: 6%
- Managed Futures/CTA: 6%
- Niche Strategies: 3%

**Fig. 30: Notable India-Based Institutional Investors in Hedge Funds**

<table>
<thead>
<tr>
<th>Investor</th>
<th>Current Allocation to HF ($mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>IIFL Capital</td>
<td>300</td>
</tr>
<tr>
<td>Client Associates</td>
<td>200</td>
</tr>
</tbody>
</table>

**Fig. 31: Largest India-Based Hedge Fund Managers by AUM**

<table>
<thead>
<tr>
<th>Manager</th>
<th>Assets under Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malabar Investment Advisors</td>
<td>$374mn as at 31 May 2017</td>
</tr>
<tr>
<td>Infina Finance</td>
<td>$300mn as at 31 May 2017</td>
</tr>
<tr>
<td>Right Horizons Financial Services</td>
<td>$103mn as at 30 April 2017</td>
</tr>
</tbody>
</table>

**Fig. 32: India-Based Investors Active in Hedge Funds by Type**

- Family Office: 30%
- Wealth Manager: 12%
- Corporate Investor: 17%
- Insurance Company: 6%
- Asset Manager: 6%
- Investment Bank: 29%

Source: Preqin Hedge Fund Online
NEW ZEALAND

9
Number of active New Zealand-based hedge fund managers.

19
Number of New Zealand-based institutional investors active in hedge funds.

8.1%
Average allocation to hedge funds of New Zealand-based investors.

$748mn
New Zealand Superannuation Fund is among the largest hedge fund investors in New Zealand.

8.12%
12-month return of all New Zealand-based hedge funds (as at May 2017).

Although relatively small, New Zealand remains an important part of the hedge fund landscape. Superannuation schemes represent approximately a third of the investors based in the country. Among these is Foundry Asset Management, an Auckland-based asset manager that is looking to invest in hedge funds in the next 12 months. One of the largest investors in the region is the sovereign wealth fund New Zealand Superannuation Fund, which invests $748mn.

Fig. 33: Notable New Zealand-Based Institutional Investors in Hedge Funds

<table>
<thead>
<tr>
<th>Investor</th>
<th>Current Allocation to HF ($mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Zealand Superannuation Fund</td>
<td>748</td>
</tr>
<tr>
<td>Foundation North</td>
<td>194</td>
</tr>
</tbody>
</table>

Source: Preqin Hedge Fund Online

Fig. 34: New Zealand-Based Hedge Funds by Top-Level Strategy

- Equity Strategies: 25%
- Event Driven Strategies: 13%
- Multi-Strategy: 12%
- Macro Strategies: 5%
- Relative Value Strategies: 16%
- Credit Strategies: 11%
- Managed Futures/CTA: 10%
- Niche Strategies: 5%

Source: Preqin Hedge Fund Online

Fig. 35: New Zealand-Based Investors Active in Hedge Funds by Type

- Superannuation Scheme: 32%
- Fund of Hedge Funds Manager: 21%
- Foundation: 16%
- Wealth Manager: 11%
- Asset Manager: 10%
- Sovereign Wealth Fund: 9%
- Family Office: 5%

Source: Preqin Hedge Fund Online
The rest of the countries in Asia-Pacific not covered in this report are emerging as destinations for hedge fund investment. Taiwan and Malaysia are perhaps the most prominent countries within this group, in regards to hedge fund activity; combined, these represent 48% of all investors from Rest of Asia-Pacific. Among these is Taiwan-headquartered Cathay Life Insurance, which invests nearly $1bn in hedge funds. Also in Taiwan is UG Investment Advisers, which was established in 1998 and runs approximately $1.2bn in AUM. Its UG Greater China Multi-Strategy Fund - Class A has added gains of 22.44% over the 12 months to May 2017.

**Fig. 36: Rest of Asia-Pacific-Based Hedge Funds by Top-Level Strategy**

- Equity Strategies: 76%
- Event Driven Strategies: 12%
- Multi-Strategy: 6%
- Macro Strategies: 3%
- Relative Value Strategies: 3%
- Credit Strategies: 9%
- Managed Futures/CTA: 5%
- Niche Strategies: 9%

**Fig. 37: Rest of Asia-Pacific-Based Investors Active in Hedge Funds by Type**

- Wealth Manager: 24%
- Insurance Company: 19%
- Public Pension Fund: 14%
- Family Office: 14%
- Bank: 10%
- Sovereign Wealth Fund: 9%
- Corporate Investor: 9%
- Investment Company: 5%
- Government Agency: 5%

**Fig. 38: Rest of Asia-Pacific-Based Investors Active in Hedge Funds by Type**

- Taiwan: 29%
- Malaysia: 14%
- Thailand: 14%
- Indonesia: 14%
- Kazakhstan: 14%
- Federated States of Micronesia: 9%
- Brunei: 9%
- Sri Lanka: 5%

**Fig. 39: Notable Rest of Asia-Pacific-Based Institutional Investors in Hedge Funds**

- Cathay Life Insurance: $924mn
- Thailand Government Pension Fund: $771mn
- Bangkok Bank: $101mn

Source: Preqin Hedge Fund Online
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Key Datasets:

- **Investors:**
  Assets, allocations, fund portfolios, typical investment amounts, future plans and more

- **Fund Managers:**
  Strategies, funds, fund terms, performance, known investors and more

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- **Service Providers** – Services Offered and Current Clients
- **Industry Contacts** – Direct Contact Details for Industry Professionals