

1. Executive Summary

The financial crisis had a significant impact on the private equity investments made by institutional investors. Many investors reduced the rate at which they made new commitments to funds and others ceased making any new commitments at all for a prolonged period of time. Fundraising for private equity funds has consequently become a far more challenging prospect for GPs over the past couple of years. Private equity funds that reached a final close during 2009 secured \$279 billion, less than half of the \$643 billion raised the year before. Perhaps even more telling of the difficult fundraising environment is the fact that funds which reached a final close in Q2

2010 raised just \$41 billion, down from \$92 billion in Q2 2009 and \$195 billion in Q2 2008.

The fundraising process is also taking longer. As shown in Fig. 1.1, funds that reached a final close in H1 2010 took an average of 19.8 months to reach a final close compared to an average of 18.6 months for funds that closed in 2009 and 15 months for funds that closed in 2008. Fund managers therefore have to be prepared for fundraising for new vehicles to be a more protracted process than it was in the past.

Investor Appetite

With fundraising taking longer, any changes in investor sentiment and in the capital that LPs set aside for new commitments will take a while to filter through into the overall fundraising statistics, making it difficult to assess investor appetite using this alone. Our recent research, however, has shown that despite the slow pace of fundraising at present, investor sentiment towards private equity

has generally remained positive. A considerable 98% of respondents to a recent Preqin survey of 100 institutional investors intend to either increase or maintain the scale of their private equity allocations during the next three to five years, showing that the asset class is set to remain an important part of the overall investment portfolios of these institutions in the future.

A significant proportion of LPs are also set to increase the pace at which they make new commitments to private equity funds. As shown in Fig. 1.2, 39% of participants in our recent survey intend to use more capital for new fund commitments in 2011 than in 2010 and a further 49% are set to commit the same amount in 2011 as in 2010.

A small proportion of investors (16% of our survey sample) either do not anticipate making new commitments to funds before 2012 or have not as yet determined the timing of their next private equity fund commitment. The intentions of LPs towards private

Fig. 1.1: Average Time Taken for Funds to Achieve a Final Close by Year of Fund Close

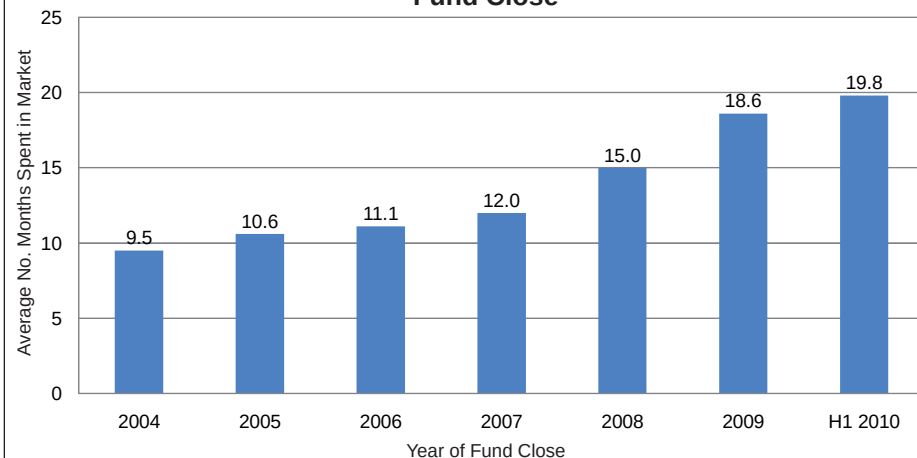
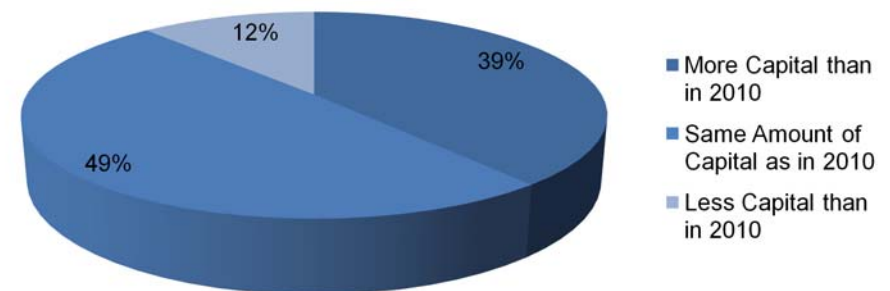


Fig. 1.2: Amount of Capital Investors Plan to Commit to Private Equity Funds in 2011 Compared to 2010



equity over the next 12 months have, where possible, been included in their profiles in this year's edition of the Preqin Limited Partner Universe, detailing, if already decided, the amount of capital they expect to commit to new funds in H2 2010 to H1 2011, or alternatively the time frame of their next planned commitment.

Importance of Maintaining Relationships with Existing LPs

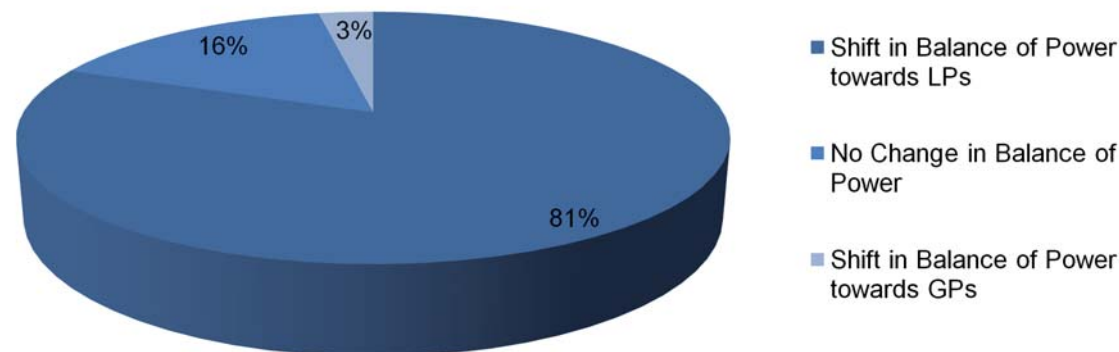
Funds that closed in 2008-9 received an average of 63% of their commitments from LPs that had invested in previous vehicles managed by the same GP. This is clear evidence of the importance of GPs successfully maintaining a good relationship with their existing LP base. In 2010, increasing numbers of LPs have been choosing to reassess their existing relationships with GPs and are frequently setting more stringent criteria for them to meet. A considerable 87% of respondents to our recent survey of institutional investors are planning to only selectively make re-up commitments to GPs and will discontinue some relationships during 2010/11.

Fund managers should therefore ensure they communicate effectively with their existing LPs and seek to ascertain which, if any, are dissatisfied, both to see what can be done to improve troubled relationships and to have a clearer idea during the early stages of planning their next fundraising campaign of how much capital will need to be secured from LPs with which they have no prior relationship.

Forging New Relationships with LPs

With many LPs either choosing to discontinue some of their existing GP relationships, or placing their investments in the asset class on hold, it will

Fig. 1.3: LPs' Experience of Changes in the Balance of Power while Negotiating Terms and Conditions in the Last Year



increasingly be necessary for fund managers to look beyond their usual sources of capital when fundraising. The encouraging news for GPs is that of those respondents that intend to make new commitments to funds in the next two years, 77% will consider forging new relationships with GPs in this time frame. In addition, private equity is still drawing interest from institutions that have yet to make their maiden investments in the asset class, a number of which are likely to make their first forays into private equity during 2010-11.

Fund Terms and Conditions

Fund terms and conditions have drawn an increasing degree of interest from LPs in recent months, with institutions seeing the difficult fundraising

environment as an ideal opportunity to push for concessions from GPs. Consequently, GPs planning to hit the road in the next 18 months with new vehicles need to carefully consider the terms and conditions they plan to offer LPs.

A considerable 81% of respondents to a May 2010 survey of LP attitudes to fund terms and conditions felt that the balance of power during negotiations had shifted towards LPs over the past year (Fig. 1.3), and expectations are high within the LP community that GPs will make fund terms and conditions more LP-friendly. Areas in which LPs are most dissatisfied include management fees, named as an issue by 64% of survey respondents, and the carry structure, named by 25% of respondents.

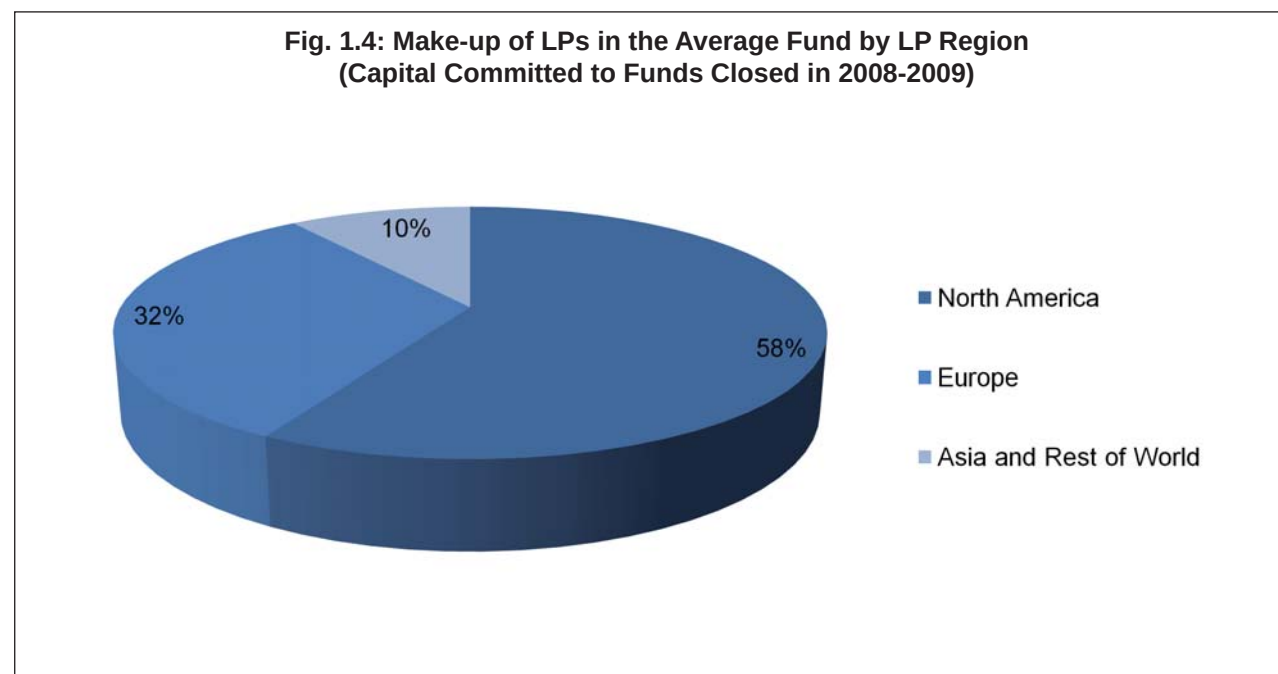
Who Should GPs Be Targeting?

Investors of all types have remained active over the past year, from small family offices right up to huge public pension funds overseeing private equity portfolios worth billions of dollars. Funds that reached a final close during 2008 and 2009 continued to source capital from a wide range of different types of institution, with the average fund that closed in this period securing 16% of its capital from public pension funds, 15% from fund of funds managers and 12% from family offices and foundations, with further significant contributions from banks, endowment plans and insurance companies. The 2010 Preqin Limited Partner Universe includes profiles for all types of institutional investor active in the private equity asset class.

Investors outside North America and Europe are becoming increasingly important suppliers of capital to private equity funds. Funds that reached a final close in 2007 received an average of 8% of their committed capital from LPs in Asia and Rest of World; in 2008/9, this proportion rose to 10% (Fig. 1.4). In addition, our recent survey of LPs found that 82% of respondents from Asia and Rest of World intend to increase their allocations to private equity over the longer term, evidence that this region is set to become an even more important source of capital to the private equity industry in the future. 17% of the profiles included in the 2010 edition are for investors based in Asia and Rest of World, including more than 200 profiles for LPs located in Asia.

Intense Competition for LP Commitments

A considerable 1,562 private equity funds are on the road competing for commitments as of September 2010, more than the 1,304 funds that were on the



road in January 2008. As our research has shown, many LPs have either placed their private equity investments on hold or have reduced the amount of capital available for new commitments. As such, competition for LP capital will remain intense and GPs seeking to raise capital during 2010-11 need to be prepared to cast their net wider than in the past in order to improve their chances of securing the desired amount for their vehicles.

The 2010 Preqin Limited Partner Universe includes profiles for more than 2,700 investors in private equity, providing vital information on their investment preferences, key contact information, investment consultants used, and the timing of their next private equity investments. All investors have been directly contacted by our dedicated team of analysts to

ensure the information is accurate, up-to-date and comprehensive. We are confident that you will find this year's review to be a useful resource, and as ever we welcome any feedback and suggestions that you may have.

The 2010 Preqin Limited Partner Universe - Sample Pages

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2. Methodology

As per the previous edition, the 2010 Limited Partner Universe is based upon information derived from our Investor Intelligence online database, which has detailed profiles for over 3,300 LPs from around the world. These LPs have combined allocations to private equity of approximately \$1.8 trillion, and include all major investors in the asset class. 1,662 are from North America, 1,067 from Europe and 595 from Asia and Rest of World.

The Limited Partner Universe has two principal objectives. First, it aims to provide a comprehensive analysis of LP investment behaviour, in order to give GPs and their advisors unique insights into the market that will help them in planning their investor relations and fundraising strategies. Secondly, by providing summary profiles for over 2,700 of the largest and most important of these LPs, it gives them practical information and contacts to help them in the implementation of those strategies.

Preparation of this year's Limited Partner Universe has relied upon the never-ending task of maintaining and expanding our database of LP information, based upon comprehensive monitoring of news sources and regular contact with LPs. We have received more support this year from LPs than ever before in this process, and are grateful to them for their feedback. We are confident that they will see the benefits from this in terms of GPs that are better informed about their needs and interests.

In addition to the regular maintenance of the LP database, this year's Limited Partner Universe includes findings from specially conducted surveys of LP attitudes on such vital questions as emerging markets private equity, support for emerging managers, geographic / fund type investment preferences, the impact of the financial crisis on future investments and LP attitudes towards fund terms and conditions.

The Limited Partner Universe aims to complement the online Investor Intelligence service by giving users a convenient reference document on LPs and their private equity programs. Simply put, there is no more comprehensive printed LP directory anywhere.

The online Investor Intelligence service complements the hard copy book with the ultimate information resource on LPs. Regular research and updates, coupled with feedback from our many users, ensure that contact details and other LP profile information is current at all times, and its comprehensive coverage of over 3,300 LPs ensures that users have access to information on all relevant LPs worldwide – including new entrants to the asset class. The information available on each LP is more detailed than in the summary profiles appearing in the Limited Partner Universe, simply because the sheer volume of information is too great to fit into the hard copy book. In addition, the searching and sorting features of the online database are powerful tools to help you find the LPs that may be most relevant for your fund. We invite you to contact us to arrange demo access to the online service.

results of our survey show continuing improvement in investor attitudes towards private equity, with 54% of respondents already having made at least one commitment during the first half of the year.

Almost two-thirds (65%) of respondents told us they intend to make their next commitment to a private equity fund during the second half of 2010, as shown in Fig. 3.16. A further 19% anticipate doing so in 2011. In December 2009, a quarter of investors were uncertain when they would next be active in the asset class, but just 12% of respondents in June 2010 had yet to decide on the timing of their next commitment.

For many investors, the amount of capital they will set aside for new commitments in 2010 will be greater than the amount they pledged to vehicles in 2009. As shown in Fig. 3.17, 43% of investors intend to use more capital for new commitments in 2010 than they did in 2009 and a further third intend to commit the same amount. An investment company in the Middle East declared that it will “definitely invest more in 2010; 2009 was a ‘wait and watch’ year.” Other LPs cited the increased number of funds in the market and the improvement in the quality of opportunities available in 2010 in comparison to the previous year as reasons for their increased activity in 2010.

It is worth noting, however, that in June 2010, almost a quarter (24%) of respondents anticipated committing less capital in 2010 than in 2009, compared to just 8% that anticipated such a decrease in December 2009, showing that LPs have perhaps been less active in the asset class this year than they had initially planned.

The vast majority (88%) of LPs plan to either increase the amount of capital set aside for new commitments in 2011 compared to 2010 or invest capital at the same rate, as illustrated in Fig. 3.18. During 2011, just under

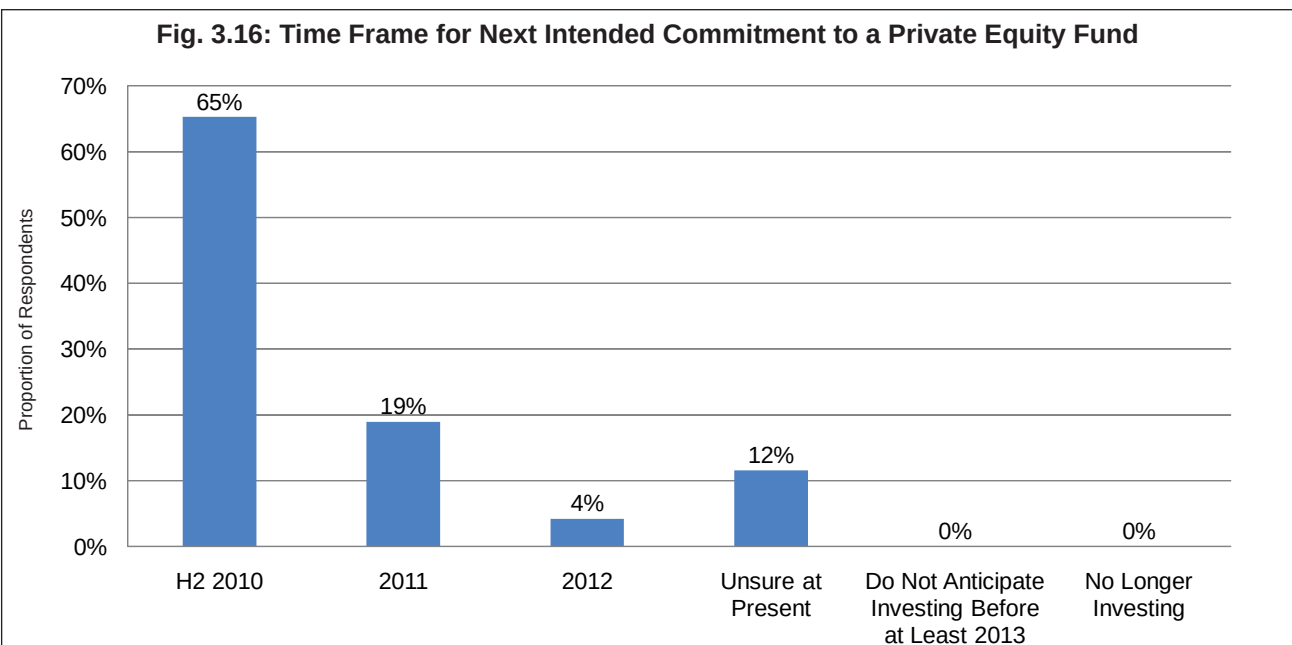
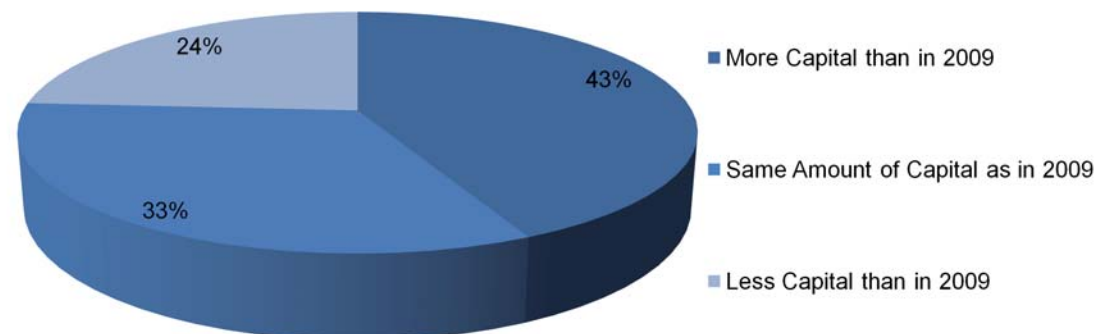


Fig. 3.17: Amount of Capital Investors Plan to Commit to Private Equity Funds in 2010 Compared to 2009



The rebate of transaction and other deal-related fees, the parties responsible for approving the extension of a fund's investment term, and the proportion of LPs required to terminate a partnership, were areas that were rated between 3.7 and 3.9 in terms of relative importance. The frequency with which management fees are due to be paid has a relatively low importance for LPs, averaging a rating of 2.3 out of 5.

Attitude towards ILPA's Principles

ILPA's Private Equity Principles are intended to act as a guideline for GPs and LPs when negotiating terms and conditions. The principles aim to address and improve the key issues of the alignment of interests, fund governance, and transparency to investors. The document contains a series of 'preferred terms' that prescribe various best practices, including:

- Management fees should be based on reasonable operating expenses and reasonable salaries;
- The general partner should have a substantial equity interest in the fund...and a high percentage of the amount should be in cash as opposed to being contributed through the waiver of management fees;
- No-fault rights upon a two-thirds in interest vote of limited partners for the a) removal of the general partner, and b) dissolution of the fund.

As Fig. 4.14 illustrates, the vast majority (91%) of respondents agree to some extent with ILPA's proposed principles. A considerable 67% agree with the entire proposal, while just under one-quarter of LPs agree with the bulk of the proposal but harbour some reservations. For fund managers seeking to align their interests with those of investors, this provides a clear

Fig. 4.14: Extent to Which LPs Agree with ILPA's Private Equity Principles

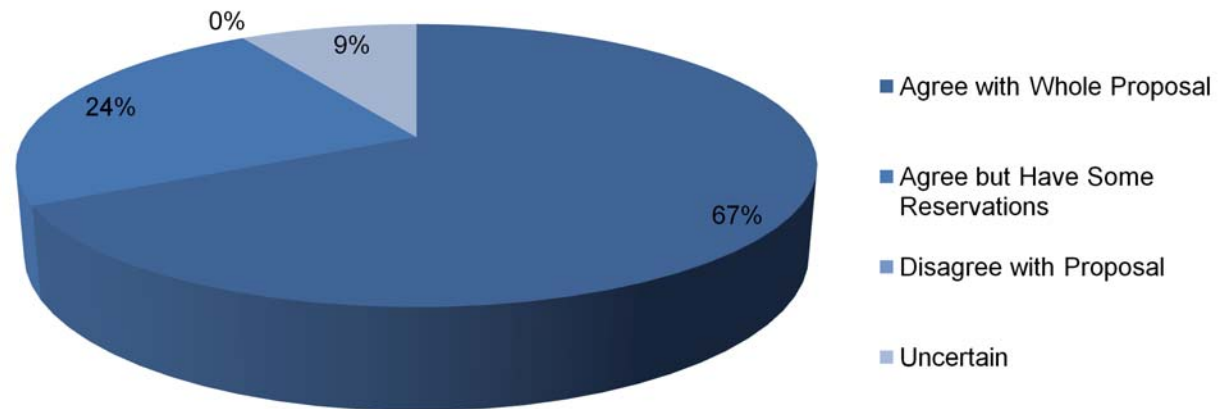
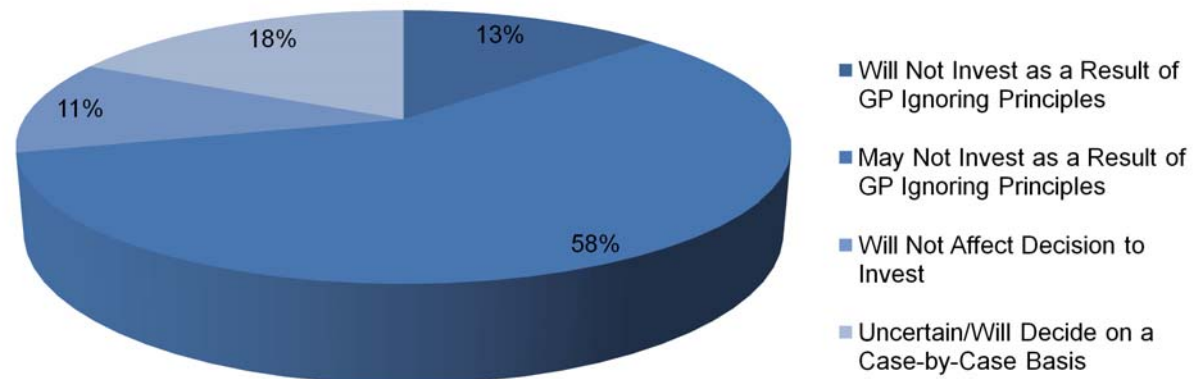


Fig. 4.15: Effect of GPs Not Adhering to ILPA's Private Equity Principles on LPs' Investment Decisions



18. Benelux

The Benelux region is home to 78 investors in private equity, according to Preqin's Investor Intelligence database. 51 are based in the Netherlands, 19 in Belgium and eight in Luxembourg, as shown in Fig. 18.5. The cities of Amsterdam and Brussels are each home to 10 investors, as Fig. 18.4 illustrates. Utrecht and The Hague accommodate seven and six LPs respectively.

Fig. 18.1 reveals that just over a third of Benelux LPs (35%) have an allocation to private equity in the range of \$50 million to \$249 million. A further 34% of investors have an allocation to the asset class of between \$250 million and \$2.5 billion. A considerable 19% of Benelux-based LPs have \$2.5 billion or more currently allocated to private equity funds, and 12%

have an allocation of less than \$50 million to the asset class.

Waterloo-based Brederode has €350 million (\$440 million) currently allocated to private equity. As of March 2010, the €900 million (\$1.1 billion) investment company anticipated committing to four to five new vehicles over the following 12 months, with a particular focus on mid-cap to large buyout funds. Brederode was looking at opportunities in the US and Europe as well as emerging markets such as China and South America.

Private sector pension funds account for 22% of Benelux's LP base. Asset managers and investment companies each make up 13% of investors in the region, as Fig. 18.2 illustrates. A significant asset manager in the region is Shell Asset Management Company (SAMCO), which manages the investments of the Shell Contributory Pension Fund UK and Stichting Shell Pensioenfond. It is based in The Hague and has a €3 billion (\$3.8 billion) allocation to

private equity. SAMCO is listed among the 20 leading investors in Benelux in Fig. 18.3. As of June 2010, the €40 billion (\$50.3 billion) asset management company had a preference for small to mega buyout funds. It planned to maintain its globally diversified portfolio over the following 12 months, and felt that China and Brazil were offering good opportunities for investment.

Banks and investment banks, corporate investors and public pension funds each make up 9% of Benelux's LP community, and fund of funds managers account for a further 6%. Rotterdam-based Robeco Private Equity manages private equity assets of \$2.7 billion. As of Q2 2010, the fund of funds manager expected to focus on mid-market buyout opportunities over the following 12 months, and anticipated investing in three to five private equity vehicles.

Fig. 18.1: Breakdown of Investors by PE Allocation Size (\$mn)

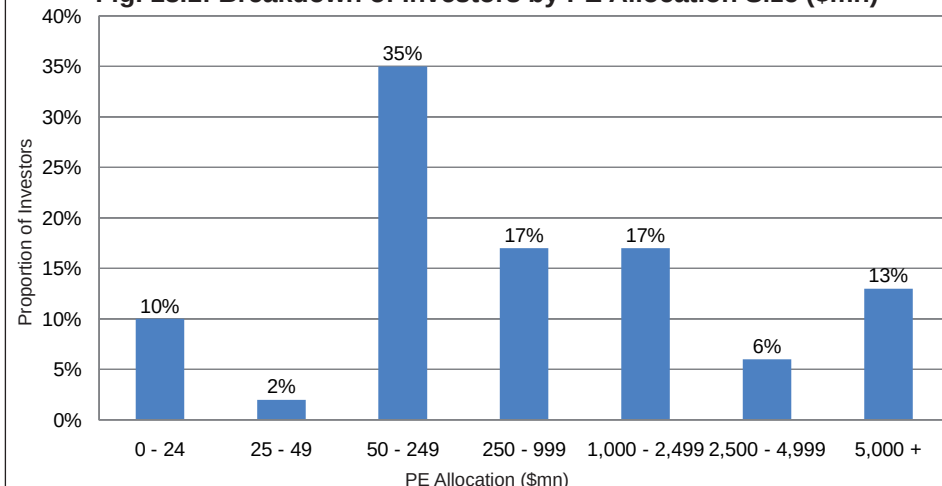


Fig. 18.2: Make-up of Universe by Investor Type

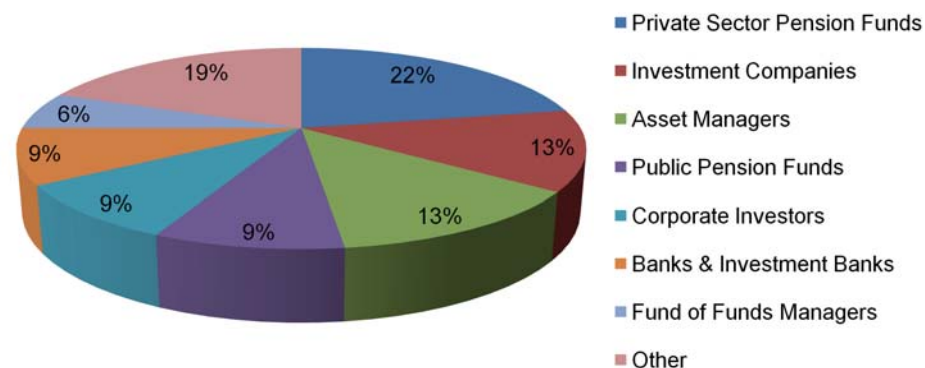


Fig. 14.3: 20 Leading Investors in US - Pacific

Investor	Investor Type	City	Assets under Management (\$bn)	PE Allocation (\$bn)
Alaska Permanent Fund Corporation	Sovereign Wealth Fund	Juneau	34.5	1.0
Alaska Retirement Management Board	Public Pension Fund	Juneau	14.5	1.2
California Public Employees' Retirement System (CalPERS)	Public Pension Fund	Sacramento	205.1	29.6
California State Teachers' Retirement System (CalSTRS)	Public Pension Fund	West Sacramento	134.4	19.2
Capricorn Investment Group	Family Office - Multi	Palo Alto	6.0	1.3
Horsley Bridge Partners	Fund of Funds Manager	San Francisco	6.6	6.6
Los Angeles City Employees' Retirement System	Public Pension Fund	Los Angeles	9.5	0.9
Los Angeles County Employees' Retirement Association	Public Pension Fund	Pasadena	35.3	3.0
Northgate Capital	Fund of Funds Manager	Danville	3.0	3.0
Northrop Grumman Pension Plan	Private Sector Pension Fund	Los Angeles	21.8	1.9
Oregon State Treasury	Public Pension Fund	Salem	65.5	9.3
Pathway Capital Management	Fund of Funds Manager	Irvine	23.0	23.0
Paul Capital Investments	Fund of Funds Manager	San Francisco	1.7	1.7
PCG Asset Management	Fund of Funds Manager	La Jolla	15.0	15.0
Regents of the University of California	Public Pension Fund	Oakland	60.6	2.3
San Francisco City & County Employees' Retirement System	Public Pension Fund	San Francisco	13.0	1.7
SunAmerica Financial Group	Insurance Company	Los Angeles	200.0	5.0
Washington State Investment Board	Public Pension Fund	Olympia	55.0	13.5
Wells Fargo Bank	Bank	San Francisco	1,243.6	3.8
Wilshire Private Markets Group	Fund of Funds Manager	Santa Monica	6.0	6.0

Fig. 14.4: Top Cities by Number of Active LPs

City	Number of Active Investors
San Francisco	32
Los Angeles	26
Seattle	11
San Diego	10
Palo Alto	9

Fig. 14.5: Top States by Number of Active LPs

State	Number of Active Investors
California	184
Washington	32
Oregon	16
Alaska	5
Hawaii	3

Sample Investments:	TL Ventures VII (2009), Epic Venture Partners IV (2007), Yaletown Ventures II (2007), Angel Venture Partners (2008), Riverlake Equity Partners Fund II (2008), Pivotal Investments I (2009), DFJ Frontier II (2007), Madrona Venture Fund IV (2008), Adventure Fund I (2007), OVP Venture Partners VII (2006), Montlake Capital II (2006), Madrona Venture Fund III (2005), Fluke Ventures II (2004), Riverlake Partners Fund I (2003), Northwest Technology Ventures (2001), Endeavour Capital Fund III (2000), SmartForest Ventures I (2000), Tamarack Mezzanine I (2000), Timberline Ventures (1997)		
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James Sinks	Communications Director	+1 503 378 4000	jame.sinks@ost.state.or.us

Oregon Health & Sciences University Foundation					Endowment Plan	
1121 S.W. Salmon Street, Suite 200, Portland, OR, 97205 2021, US			www.ohsu.edu/ohsufoundation			
Tel: +1 503 228 1730		Fax: +1 503 228 9588		ohufinfo@ohsu.edu		
Total Assets:		USD 390 mn		Next 12 Months:		
PE Allocation:		USD 30 mn (7.7%)		USD 3-15 mn (1-3 funds)		
PE Consultant:		Cambridge Associates		Target PE Allocation:		
				USD 39 mn (10.0%)		
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 3 - 5		•		•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
No	•	•				•
Contact Name	Position		Telephone		Email	
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Lori Mueller	Senior Vice President of Finance & Administration		+1 503 220 8313		muellerl@ohsu.edu	

Oregon Shakespeare Festival Endowment						Endowment Plan
15 South Pioneer Street, Ashland, OR, 97520, US			www.osfashland.org/membership/give/endowment.aspx			
Tel: +1 541 482 2111		Fax: +1 541 482 0446		administration@osfashland.org		
Total Assets:	USD 24 mn		Next 12 Months:	USD 1-2 mn (Up to 1 fund)		
PE Allocation:	USD 3 mn (11.0%)		Target PE Allocation:	USD 2 mn (10.0%)		
General Consultant:	R.V. Kuhns & Associates					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 1 - 2	•	•		•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
No	•	•				
Sample Investments:	INVESCO Partnership Fund IV (2004)					
Contact Name	Position	Telephone	Email			
Jerry Roos	Director of Finance	+1 541 482 2111	jerryr@osfashland.org			

Oregon State Treasury					Public Pension Fund	
350 Winter Street NE, Suite 100, Salem, OR, 97301 3896, US					www.ost.state.or.us	
Tel: +1 503 378 4000					oregon.treasurer@state.or.us	
Total Assets:		USD 65,497 mn		Next 12 Months:	Up to USD 1,500 mn	
PE Allocation:		USD 9,259 mn (14.1%)		Target PE Allocation:	USD 8,246 mn (12.6%)	
PE Consultant:		PCG Asset Management				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
At least USD 100	•	•	•	•	•	•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Considering	•	•	•	•	•	•

Sample Investments:	Aquiline Financial Services Fund II (2010), BlackRock Credit Investors II (2010), Francisco Partners III (2010), Lion Capital Fund III (2010), Fisher Lynch Co-investment Partnership II (2010), Wellspring Capital Partners V (2010), Gores Capital Partners III (2010), Littlejohn Fund IV (2010), BDCM Opportunity Fund III (2010), OCM Opportunities Fund VIII (2010), Castle Harlan V (2010), Aurora Resurgence Fund (2007), JPMorgan Venture Capital Investors IV (2008), Angel Venture Partners (2008), Blackstone Capital Partners VI (2010), Oak Investment Partners XIII (2010), Avista Capital Partners II (2008), Caduceus Private Investments IV (2010), OCM Principal Opportunities Fund V (2009), GI Partners III (2008)		
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Jay Fewel	Private Equity Investment Officer	+1 971 673 2800	jay.b.fewel@ost.state.or.us
Sam Green	Private Equity Investment Officer	+1 971 673 2804	sam.green@ost.state.or.us
Ron Schmitz	CIO	+1 503 378 4111	ron.schmitz@ost.state.or.us

Oregon State University Foundation					Endowment Plan	
850 SW 35th Street, Corvallis, OR, 97333, US				www.osufoundation.org		
Tel: +1 541 737 4218		Fax: +1 541 737 0498		osufoundation@oregonstate.edu		
Total Assets:	USD 433 mn		Next 12 Months:	Currently investing		
PE Allocation:	USD 22 mn (5.1%)		Target PE Allocation:	USD 22 mn (5.0%)		
General Consultant:	Hammond Associates					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 5 - 15	•			•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•					
Sample Investments:	HRJ Growth Capital Partners II (2005), GI Partners II (2005)					
Contact Name	Position		Telephone		Email	
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Tim Westrich	Consultant, Hammond Associates		+1 314 746 1600		twestrich@haifc.com	
Jerry Woodham	Consultant, Hammond Associates		+1 314 746 1600		jwoodham@haifc.com	

Pacific Life Insurance Company					Insurance Company		
700 Newport Center Drive, Newport Beach, CA, 92660-6397, US					www.pacificlife.com		
Tel: +1 949 219 3011			Fax: +1 949 219 5406		info@pacificlife.com		
Total Assets:		USD 109,954 mn		Next 12 Months:		USD 250 mn (10-12 funds)	
PE Allocation:		USD 912 mn (0.8%)					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other	
USD 10 - 30	•	•	•	•	•	•	
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts	
Yes	•	•	•			•	
Sample Investments:	Psilos Capital IV (2010), ABRY Advanced Securities Fund (2008), ESD Fund IV (2008), Paul Capital Partners IX (2007), Brentwood Associates Private Equity IV (2006), Montauk Triguard IV (2008), Spire Capital Partners II (2007), TCW Energy Fund XIV (2007), GPE III (2006), Greenpark International Investors III (2006), RLH Investors II (2007), Lightyear Fund II (2006), Gleacher Mezzanine Fund II (2007), Industry Ventures IV (2005), Pantheon Global Secondary Fund III (2006), Landmark Equity Partners XIII (2006), TCW / Crescent Mezzanine IV (2006), Windjammer Senior Equity Fund III (2006), Lexington Capital Partners VI (2006), Francisco Partners II (2006)						

Sample Investments:	Draper Fisher Jurvetson X (2010), Caduceus Private Investments IV (2010), New Enterprise Associates XIII (2009), Highland Capital Partners VIII (2009), Trinity Ventures X (2009), Charles River XIV (2009), Atlas Ventures VIII (2009), Morgenthaler Ventures IX (2008), Mayfield XIII (2008), Austin Ventures X (2008), InterWest Partners X (2009), Lightspeed Venture Partners VIII (2008), Canaan Equity VIII (2008), Bessemer Venture Partners VII (2007)		
Contact Name	Position	Telephone	Email
Michael Bacine	Managing Director	+1 610 822 0502	mbacine@franklinparkllc.com
Karl Hartmann	Director	+1 610 822 0503	khartmann@franklinparkllc.com

Gefinor Capital Advisors						Investment Company
375 Park Ave, Suite 2401, New York, NY, 10152, US						www.gefinor.com
Tel: +1 212 308 1111 Fax: +1 212 308 1182						
Total Assets:	USD 300 mn		Next 12 Months:	USD 50 mn (10 funds)		
PE Allocation:	USD 30 mn (10.0%)		Target PE Allocation:	USD 100 mn (33.3%)		
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 2 - 5	•	•	•	•	•	•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
No	•	•	•	•	•	•
Contact Name	Position	Telephone	Email			
Chris Davis	Senior Associate	+1 212 308 1111	cdavis@gefinor.com			
Michael Mazzola	Managing Director	+1 212 308 1111	mmazzola@gefinor.com			
Kyle Reesing	Analyst	+1 212 308 1111	kreesing@gefinor.com			

Gettysburg College Endowment						Endowment Plan
300 North Washington Street, Gettysburg, PA, 17325, US					www.gettysburg.edu	
Tel: +1 717 337 6000		Fax: +1 717 337 6214.				
Total Assets:		USD 443 mn		Next 12 Months:		Currently investing
PE Allocation:		USD 27 mn (6.0%)				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•	•				
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Yes	•					
Sample Investments:	Carlyle Europe Partners II (2003)					
Contact Name	Position		Telephone		Email	
Christopher Delaney	Associate Vice President for Financial Services		+1 717 337 6200		cdelaney@gettysburg.edu	

Glenmede						Private Equity Fund of Funds Manager
1 Liberty Place, 1650 Market Street, Suite 1200, Philadelphia, PA, 19103-7391, US						www.glenmede.com
Tel: +1 215 419 6000 Fax: +1 215 419 6196						
Total Assets:	USD 1,000 mn		Next 12 Months:	USD 75 mn (5 funds)		
PE Allocation:	USD 1,000 mn (100.0%)		Target PE Allocation:	USD 1,000 mn (100.0%)		
PE Consultant:	In-House					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 15	•	•	•	•	•	•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Yes	•	•	•	•	•	•

Sample Investments:	Cerberus Institutional Partners (Series Four) (2006), JC Flowers II (2006), Blackstone Capital Partners V (2006), TA X (2006), Silver Lake Partners II (2004), BDCM Opportunity Fund (2003), Sofinnova Venture Partners VI (2003), Blackstone Capital Partners IV (2003), Austin Ventures VIII (2001), TA IX (2000)		
Contact Name	Position	Telephone	Email
Anthony Albuquerque	Vice President	+1 302 661 4560	anthony.albuquerque@glenmede.com
Diane Sterthous	Vice President & Portfolio Manager, Private Equity	+1 215 419 6757	diane_sterthous@glenmede.com
Laura A. Williamson	CFO	+1 215 419 6124	laura_williamson@glenmede.com

Goldman Sachs Private Equity Group						Private Equity Fund of Funds Manager
85 Broad Street, 9th Floor, New York, NY, 10005, US						www.gs.com/peg
Tel: +1 212 902 1000						peg@gs.com
Total Assets:	USD 32,800 mn		Next 12 Months:	Currently investing		
PE Allocation:	USD 32,800 mn (100.0%)		Target PE Allocation:	USD 32,800 mn (100.0%)		
PE Consultant:	In-House					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 50 - 100	•	•	•	•	•	•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Yes	•	•	•	•	•	•
Sample Investments:	Transportation Resource Partners III (2010), HgCapital 6 (2009), AAC Capital NEBO Fund II (2008), Vision Capital Partners VII (2009), Brantley Partners V (2006), CCMP Asia Opportunity Fund III (2008), Herkules Private Equity Fund III (2008), Darwin Fund I (2008), Capital Z (2007), Water Street Capital Partners II (2008), Hopu USD Master Fund I (2008), MVM Fund III (2008), Petra Growth Fund II (2007), Carmel Ventures III (2008), CCMP Capital Investors II (2006), Bencis Buyout Fund III (2007), Court Square Capital Partners II (2006), Graphite Capital Partners VII (2007), Littlejohn Fund III (2005), Navigation Capital Partners Fund IV (2007)					
Contact Name	Position	Telephone	Email			
Charles Baillie	Managing Director & Portfolio Manager	+1 212 902 0831	charles.baillie@gs.com			
Daria Bekersky	Vice President, Alternative Investments & Manager Selection	+1 212 902 5229	daria.bekersky@gs.com			

Grable Foundation						Foundation
650 Smithfield Street, Suite 240, Pittsburgh, PA, 15222, US						www.grablefdn.org
Tel: +1 412 471 4550 Fax: +1 412 471 2267						grable@grable.org
Total Assets:	USD 240 mn		Next 12 Months:	Currently investing		
PE Allocation:	USD 24 mn (10.0%)		Target PE Allocation:	USD 34 mn (14.0%)		
PE Consultant:	Hammond Associates					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•	•	•	•	•	•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Spin-Offs	•	•	•	•	•	•
Sample Investments:	Sigma Partners VIII (2007), Sigma Partners VII (2005), Sevin Rosen Fund VIII (2000), Newbury Ventures III (2001), Private Advisors Small Company Buyout Fund (2001), Sigma Partners VI (2001), US Venture Partners VIII (2001), Newbury Ventures Cayman I (1999), Sigma Partners V (1999), US Venture Partners VI (1999), CHL Medical Partners (1998), Geocapital V (1998), Sevin Rosen Fund VI (1998), Frontenac Ventures VII (1997), Sigma Partners IV (1996)					

Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•					
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•	•				
Sample Investments: ECI 9 (2010)						
Contact Name	Position	Telephone	Email			
Elaine Halliday	Investment Assistant, Scottish Widows Investment Partnership	+44 (0)131 655 5533	elaine.halliday@swip.com			

Clothworkers' Company						Corporate Investor
Clothworkers' Hall, Dunster Court, Mincing Lane, London, EC3R 7AH, UK					www.clothworkers.co.uk	
Tel: +44 (0)20 7623 7041			Fax: +44 (0)20 7397 0107		info@clothworkers.co.uk	
Total Assets:		GBP 91 mn		Next 12 Months:		GBP 3-6 mn (1-2 funds)
PE Consultant:		Cambridge Associates				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
GBP 3				•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•	•	•			
Contact Name	Position		Telephone		Email	
Andy Boon	Company Accountant		+44 (0)20 7397 0103		ajboon@clothworkers.co.uk	
Andrew Woods	Company Secretary		+44 (0)20 7623 7041		andrewwoods@clothworkers.co.uk	

Clwyd Pension Fund							Public Pension Fund
County Hall, Mold, Flintshire, CH7 6NB, UK							www.clwydpensionfund.org.uk
Tel: +44 (0)1352 752121							info@flintshire.gov.uk
Total Assets:	GBP 900 mn		Next 12 Months:	Up to GBP 25 mn (5-10 funds)			
PE Allocation:	GBP 90 mn (10.0%)		Target PE Allocation:	GBP 72 mn (8.0%)			
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other	
GBP 2 - 5	•	•		•	•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts	
Considering	•	•	•		•	•	
Sample Investments: HarbourVest Partners Cleantech Fund I (2010), HarbourVest International Private Equity Partners VI Asia Pacific (2009), Capital Dynamics Generation VII - European Mid-Market Buyout (2008), Partners Group Secondary 2008 (2008), Partners Group European Buyout 2008 (A) (2007), Stafford International Timberland Fund V (2008), Capital Dynamics European Co-Investments (2008), Charterhouse Capital Partners IX (2009), Partners Group Emerging Markets 2007 (2008), ECI 9 (2010), August Equity Partners II (2008), Partners Group Asia-Pacific 2007 (2008), Partners Group US Venture 2006 (2008), Apax Europe VII (2007), Environmental Technologies Fund (2007), HarbourVest Partners VIII - Buyout (2007), Partners Group US Buyout 2007 (2008), Stafford International Timberland Fund IV (2007), Granville Baird Deutschland Fund (2007), HIPEP V-Asia Pacific and Rest of World Partnership (2006)							
Contact Name	Position	Telephone	Email				
Debbie Fielder	Fund Manager	+44 (0)1352 702264	debbie.a.fielder@flintshire.gov.uk				
Philip Latham	Head of Pension/Funds	+44 (0)1352 702264	philip.latham@flintshire.gov.uk				
Robert Young	Consultant, YCS Consulting	+44 (0)1352 752121	bob.young@y-c-s.co.uk				

Consensus Business Group							Corporate Investor
35 Park Lane, London, W1K 1RB, UK							www.consensusbusiness.com
Tel: +44 (0)20 7355 7777 Fax: +44 (0)20 7409 2304							info@cbg.uk.com
Total Assets:	USD 1,500 mn		Next 12 Months:	Currently investing			
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other	
		•					
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts	
Yes	•	•				•	
Sample Investments: Evolution One Fund (2008), iNovia Investment Fund II (2007), Aeris Technology Fund (2006), Trapezia (2006), Masdar Clean Tech Fund (2006), Eden One (2005)							
Contact Name	Position	Telephone	Email				
Belinda Marks	Investment Manager	+44 (0)20 7355 7777	b.marks@cbg.uk.com				
Mike Watson	CFO	+44 (0)20 7355 7777	m.watson@cbg.uk.com				

Co-operative Group Pension Scheme					Private Sector Pension Fund	
P.O. Box 53, New Century House, Manchester, Lancashire, M60 4ES, UK					www.pace-pensions.co.uk	
Tel: +44 (0)845 602 3665					cgpensions@co-op.co.uk	
Total Assets:		GBP 5,800 mn		Next 12 Months:		Currently investing
PE Allocation:		GBP 15 mn (0.3%)				
PE Consultant:		Mercer Investment Consulting				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•	•				
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•	•	•			
Contact Name	Position		Telephone		Email	
Andy Wallis	Investment & Risk Manager		+44 (0)161 827 5168		andrew.wallis@co-operative.coop	

Co-operative Insurance Society					Insurance Company		
Miller Street, Manchester, Lancashire, M60 0AL, UK					www.cooperativeassetmanagement.co.uk		
Tel: +44 (0)161 903 4639			Fax: +44 (0)161 903 5896		tcam.alternatives@cfs.coop		
Total Assets:		GBP 11,500 mn		Next 12 Months:		GBP 30-80 mn (3-4 funds)	
PE Allocation:		GBP 380 mn (3.3%)		Target PE Allocation:		GBP 460 mn (4.0%)	
PE Consultant:		In-House					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other	
GBP 10 - 20	•	•		•	•	•	
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts	
Spin-Offs	•	•	•				
Sample Investments:	UMIP Premier Fund (MTI V) (2008), Environmental Technologies Fund (2007), Zeus Private Equity Fund I (2007), Rising Stars Growth Fund II (2007), SEP III (2007), CBPE Capital Fund VII (2004), Rising Stars Growth Fund (2003), CBPE Capital Fund VI (2001), Duke Street Capital V (2001), Foundation Capital IV (2001), Aberforth Partnership Fund (2001), MTI IV (2000), BC European Cap VII (2000), Grosvenor Venture Partners III (1999), BC European Cap VI (1997), Novak Biddle Venture Partners I (1997), The Third Brown Shipley Fund (1996), BC European Cap V (1994), BC European Cap IV (1991), Baronsmead Reorganisation Fund 1 (1989)						
Contact Name	Position		Telephone		Email		
Simon Rubingh	Head of Alternative Investments		+44 (0)161 903 4639		simon.rubingh@cfs.coop		

New Zealand Venture Investment Fund				Private Equity Fund of Funds Manager		
P.O. Box 74211, Market Road, Auckland, New Zealand				www.nzvif.co.nz		
Tel: +64 (0)9 951 0170		Fax: +64 (0)9 951 0171		venture@nzvif.co.nz		
Total Assets:	NZD 200 mn		Next 12 Months:	NZD 30-40 mn (1-2 funds)		
PE Allocation:	NZD 200 mn (100.0%)		Target PE Allocation:	NZD 200 mn (100.0%)		
PE Consultant:	Wilshire Associates					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
NZD 10 - 20		•				
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Yes			•			
Sample Investments:	Endeavour Growth Capital I (2010), Pioneer Capital Partners Fund I (2007), BioPacificVentures (2005), Endeavour I-Cap (2004), No 8 Ventures No 2 Fund (2002), TMT Ventures (2001), No 8 Ventures No 1 Fund (1999), iGlobe Treasury (1998)					
Contact Name	Position		Telephone		Email	
Franceska Banga	CEO		+64 (0)9 951 0170		franceska.banga@nvzif.com	
Ruth Malo	Senior Administrator		+64 (0)9 951 0170		ruth.malo@nzvif.com	
Aaron Tregaskis	Investment Director		+64 (0)9 951 0173		aaron.tregaskis@nzvif.com	

Non-Government Schools Superannuation Fund					Superannuation Scheme	
P.O. Box 2095, Milton, Brisbane, QLD, 4064, Australia					www.ngssuper.com.au	
Tel: +61 1300 133 177		Fax: +61 (0)3 8640 0813			administration@ngssuper.com.au	
Total Assets:	AUD 2,668 mn		Next 12 Months:	Currently investing		
PE Allocation:	AUD 120 mn (4.5%)		Target PE Allocation:	AUD 160 mn (6.0%)		
General Consultant:	JANA Investment Advisers					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•		•	•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•	•	•			
Sample Investments:	Paragon Private Equity Fund I (2004), Insight Equity Partners I (2005), Wilshire Private Markets Australia No.1 (2004), Macquarie Alternative Investment Trust III (2004), Quay Australia 2 (2004), Quay Australia 1 (2001), IFM International Private Equity Fund I (2000), Macquarie Alternative Investment Trust (1998), IFM Australian Private Equity Fund I (1995)					
Contact Name	Position		Telephone	Email		
Tim Hughes	CIO		+61 1300 133 177	thughes@ngssuper.com.au		
Anthony Rodwell-Ball	CEO		+61 1300 133 177	arodwell-ball@ngssuper.com.au		

Perpetual Investments					Asset Manager	
P.O. Box 4172, Sydney, NSW, 2001, Australia					www.perpetual.com.au	
Tel: +61 1800 631 381		Fax: +61 (0)2 8256 1450		investments@perpetual.com.au		
Total Assets:	AUD 42,026 mn	Next 12 Months:	AUD 60 mn (3-4 funds)			
PE Allocation:	AUD 50 mn (0.1%)	Target PE Allocation:	AUD 125 mn (0.3%)			
PE Consultant:	In-House, Sovereign Investment Research					
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
AUD 15 - 20	•	•	•			•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Spin-Offs	•	•	•			•

Contact Name	Position	Telephone	Email
Thomas Choi	Investment Communications Analyst	+61 (0)2 9229 9135	thomas.choi@perpetual.com.au
Theo Sofios	Portfolio Manager	+61 (0)2 9229 9678	theo.sofios@perpetual.com.au

Prime Super					Superannuation Scheme	
P.O. Box 2229, Wollongong, NSW, 2500, Australia					www.primesuper.com.au	
Tel: +61 (0)2 4298 6008			Fax: +61 1800 023 662		administration@primesuper.com.au	
Total Assets:		AUD 905 mn		Next 12 Months:		Currently investing
PE Allocation:		AUD 39 mn (4.3%)		Target PE Allocation:		AUD 136 mn (15.0%)
General Consultant:		Access Capital Advisers				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•	•		•		
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•	•	•			
Sample Investments:		Blackstone Capital Partners VI (2010), CM Capital Venture Trust 4 (2006)				
Contact Name	Position	Telephone	Email			
Lachlan Baird	CEO	+61 (0)2 4298 6008	lbaird@primesuper.com.au			

QANTAS Super					Superannuation Scheme	
Locked Bag A4075, Sydney, NSW, 1235, Australia					www.qantassuper.com.au	
Tel: +61 (0)2 9374 3930			Fax: +61 (0)2 9372 6288		qsl@qantas.com.au	
Total Assets:		AUD 4,994 mn		Next 12 Months:		Currently investing
PE Allocation:		AUD 130 mn (2.6%)		Target PE Allocation:		AUD 200 mn (4.0%)
General Consultant:		Towers Watson				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	.		.			
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
			.			.
Contact Name	Position		Telephone		Email	
Kerrie Lyons	Superannuation Analyst		+61 (0)2 9691 5674			
Andrew Spence	CIO		+61 (0)2 9374 3930		andrew.spence@qantas.com.au	
Janet Tornev	CEO		+61 (0)2 9374 3930		janet.tornev@qantas.com.au	

QIC					Asset Manager		
Level 6, Central Plaza Two, 66 Eagle Street, GPO Box 2242, Brisbane, QLD, 4001, Australia					www.qic.com.au		
Tel: +61 (0)7 3360 3800			Fax: +61 (0)7 3360 3996				
qic@qic.com							
Total Assets:		AUD 52,900 mn		Next 12 Months:		AUD 500-750 mn (10-20 funds)	
PE Allocation:		AUD 709 mn (1.3%)		Target PE Allocation:		AUD 1,700 mn (3.2%)	
PE Consultant:		In-House					
Typically Invest (mn)		Buyout	Venture	Distressed	F of Fs	Secondaries	Other
AUD 20 - 100		•	•	•	•	•	•
First-Time Funds		North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
No		•	•	•			•
Sample Investments:		Exponent Private Equity Partners II (2008), Segulah IV (2008), Chequers Capital XV (2006), Charterhouse Capital Partners VIII (2006)					

First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Spin-Offs	•	•	•	•		•
Sample Investments:	Jade China Value Partners (2007), OCM European Principal Opportunities Fund II (2008), Nautic Partners VI (2007), Investcorp Gulf Opportunity Fund I (2007), Capital International Private Equity Fund V (2007), Evolve India Life Sciences Fund (2007), KKR Fund 2006 (2006), Thomas H Lee VI (2006), Evolve India Fund (2005), OCM Principal Opportunities Fund IV (2006), Collier International Partners V (2006), Irving Place Capital Partners III (2006), Blackstone Capital Partners V (2006), MBK Partners I (2005), Platinum Equity Capital Partners Fund I (2004), CBPE Capital Fund VII (2004), Gores Capital Partners (2004), Sevin Rosen Fund VIII (2000), Collier International Partners IV (2002), Blackstone Capital Partners IV (2003)					
Contact Name	Position	Telephone		Email		
Maha Al Kadi	VP - Private Equity	+965 2224 8041		mkadi@markaz.com		
Pramod Nair	Manager - Private Equity	+965 2224 8043		pnair@markaz.com		

Kuwait Fund for Arab Economic Development						Government Agency
Mubarak Al-Kabeer Street, Murgab, P.O. Box 2921, Kuwait City, 13030, Kuwait						www.kuwait-fund.org
Tel: +965 2299 9000						info@kuwait-fund.org
Fax: +965 2299 9390						
Total Assets:	USD 8,000 mn		Next 12 Months:		Currently investing	
PE Allocation:	USD 480 mn (6.0%)		Target PE Allocation:		USD 640 mn (8.0%)	
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 20 - 40	•					
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
No	•	•	•	•		•
Sample Investments:	GIH Global Buyout Fund (2007), Granville Private Equity Fund VI (1999), Charterhouse Capital Partners V (1994)					
Contact Name	Position	Telephone		Email		
Emad Al-Naqib	Director of Investments	+965 2299 9388		al-naqib@kuwait-fund.org		
Raeed Alnusif	Head of Private Equity	+965 2299 9332		raeed@kuwait-fund.org		

Kuwait Investment Authority					Sovereign Wealth Fund	
P.O. Box 64, Safat, 13001, Kuwait					www.kia.gov.kw	
Tel: +965 2248 5600			Fax: +965 2245 4059		information@kia.gov.kw	
Total Assets:		USD 202,800 mn		Next 12 Months:		Up to USD 1,000 mn (3-6 funds)
PE Allocation:		USD 20,280 mn (10.0%)				
PE Consultant:		StepStone Group				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 100	•	•		•		•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
No	•	•	•	•	•	•
Sample Investments:	Jade China Value Partners (2007), Apollo Investment Fund VII (2008), GIH Global Buyout Fund (2007), SGAM Al Kantara (2007), Lion Capital Fund II (2007), SV Life Sciences Fund IV (2007), 3i Europe Partners V (2006), Baring Asia Private Equity Fund III (2005), Gilde Buyout Fund III (2006), ChrysCapital IV (2005), CBPE Capital Fund VII (2004), Langholm Capital Partners (2002), Charterhouse Capital Partners VII (2002), Barclays Private Equity European Fund (2002), Cinven III (2002), CBPE Capital Fund VI (2001), Duke Street Capital V (2001), Thomas H Lee V (2000), Morgan Stanley Capital Partners IV (1999), Alta California Partners II (1998)					
Contact Name	Position		Telephone		Email	
Farouq Bastaki	Executive Director, Alternative Investments		+965 2243 7661		did_director@kia.gov.kw	
Hadeel Boukhadour	Assistant Investment Manager		+965 2248 5893		hadeelb@kia.gov.kw	
Philip Rotheram	SVP Private Equity & Property		+965 2248 5600		protheram@kia.gov.kw	

Kuwait Projects Company						Investment Company
P.O. Box 23982, Safat, 13100, Kuwait						www.kipcogp.com
Tel: +965 1805 885						kipco@uggi.com
Fax: +965 2435 790						
Total Assets:	KWD 5,335 mn		Next 12 Months:		Currently investing	
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
	•	•				•
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
		•	•	•		•
Sample Investments:	Millennium Private Equity Global Energy Fund (2008), Millennium Private Equity Media & Telecommunication (2008), Kuwait Private Equity Opportunities Fund (2004), Alta California Partners II (1998), Crimson Asia Capital (1997), Permira UK II (1989)					
Contact Name	Position	Telephone		Email		
Osama Al Kayyali	Head of Private Equity	+965 1805 885 Ext. 1393				

Legatum						Investment Company
Level 9, Convention Tower, P.O. Box 71082, Dubai, United Arab Emirates						www.legatum.com
Tel: +971 (0)4 317 5800						legatum@legatum.com
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
		•				
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
	•					•
Sample Investments:	Elevor Equity II (2008)					
Contact Name	Position	Telephone		Email		
Rebecca Dunbar	Operations Manager	+971 (0)4 317 5800		rebecca.dunbar@legatum.com		

Liberty Global Capital					Investment Company	
P.O. Box 49546, Dubai, United Arab Emirates					www.libertyglobalcapital.com	
Tel: +971 (0)50 653 9054					info@libertyglobalcapital.com	
Total Assets:		USD 40 mn		Next 12 Months:		Up to USD 12 mn (Up to 2 funds)
PE Allocation:		USD 24 mn (60.0%)				
PE Consultant:		In-House				
Typically Invest (mn)	Buyout	Venture	Distressed	F of Fs	Secondaries	Other
USD 3 - 6	•	•				
First-Time Funds	North America	Europe	Asia Pacific	MENA	Latin America	Emerging Mkts
Yes			•			•
Contact Name	Position		Telephone		Email	
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Tel: +218 21 444 1481			Fax: +218 21 444 1488		info@lia.ly		
Total Assets:		USD 70,000 mn		Next 12 Months:		Considering PE allocation	
General Consultant:		Mercer Investment Consulting					
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			•				
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	•	•	•		•	•	

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