

Data Download: Private debt landscape and investor sentiment

Nicole Douglas

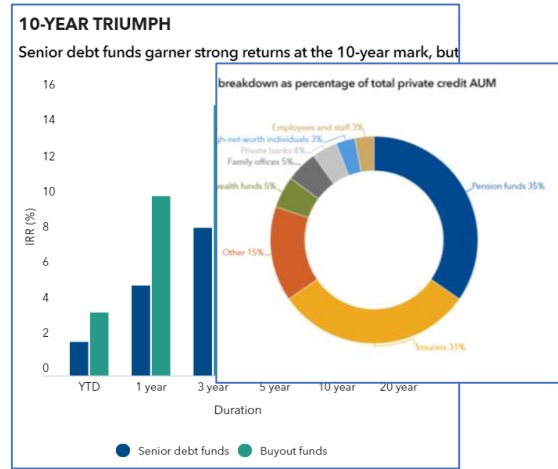
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PDI's Research & Analytics team

Our Research & Analytics team provides over 2,200 subscribers with granular data on investors, funds managers and stakeholders active in private debt. PDI offers unparalleled, actionable intelligence across various products and services:



Surveys

- Bespoke opportunities for capturing investor sentiment
- Topical findings on fees, co-investment, and performance

Ranking	Name	Investor	Date	Meeting Type
1	Goldman Sachs	Sawyer Semiconductor Manufacturing Company Limited (TSMC)	01-Apr	Q1 Earnings Conference and Conference Call
2	Blackstone	Montana Board of Investments	02-Apr	Board Meeting
3	Lone Star	Santa Barbara County Employees' Retirement System	02-Apr	Board of Investments
4	Ares Mana	San Bernardino County Employees' Retirement Association (SBCERA)	03-Apr	Board of Retirement Meeting
5	HPS Invest	Zurich Insurance Group	03-Apr	Annual General Meeting
6	AXA Invest	San Bernardino County Employees' Retirement System	04-Apr	Board Meeting
7	M&G Invest	Teachers' Retirement System of Louisiana	04-Apr	Committee and Board Meetings
8	Apollo Global	Louisiana School Employees' Retirement System	08-Apr	Investment Committee
9	Oaktree Capital	Teachers' Retirement System of the City of New York	08-Apr	Investment Meeting
10	Intermediate Capital Group	City of Tucson Supplemental Retirement System	09-Apr	Board Meeting
11	Cerberus Capital Management	Los Angeles City Employees' Retirement System	09-Apr	Board/Investment Committee
12	PGIM Real Estate	New Hampshire Retirement System	09-Apr	Board of Trustees

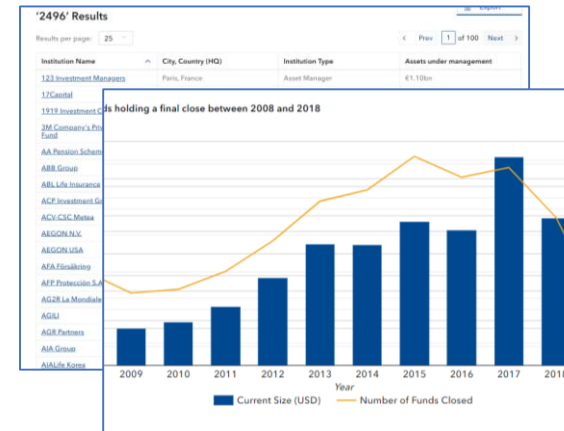
Rankings

- Benchmark against leading investors and fund managers
- Identify underlying trends and inflection points



Reports

- Quarterly fundraising reports
- Topical reports on investor sentiment, performance, and market opportunities



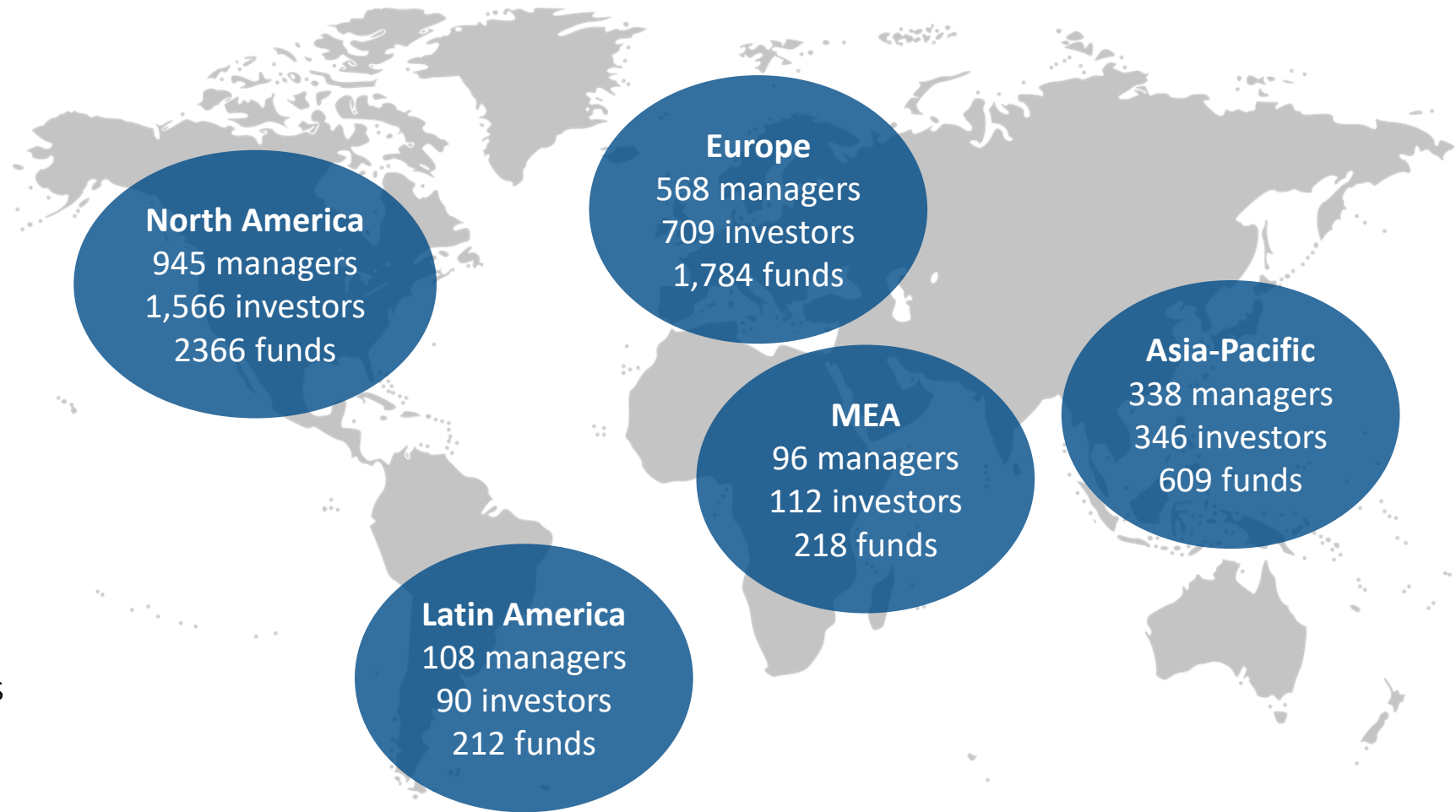
Database

- Granular insight and bespoke data cuts
- Investor appetite, portfolio, and commitments
- Funds in market, strategies, and targets

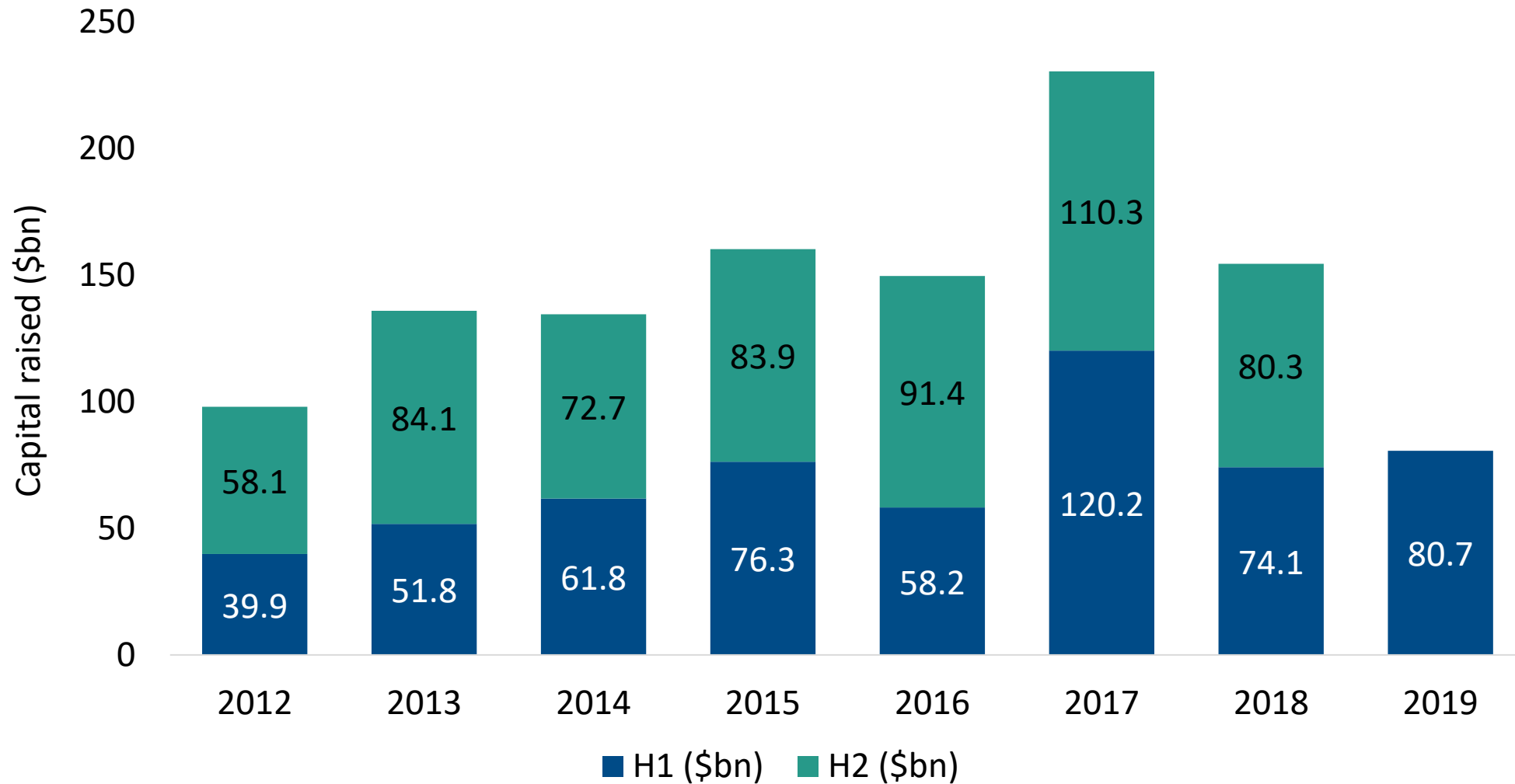
Private Debt Investor Database

Our deep relationships with investors, fund managers and other industry experts globally allows us to provide thousands of subscribers with granular private debt data:

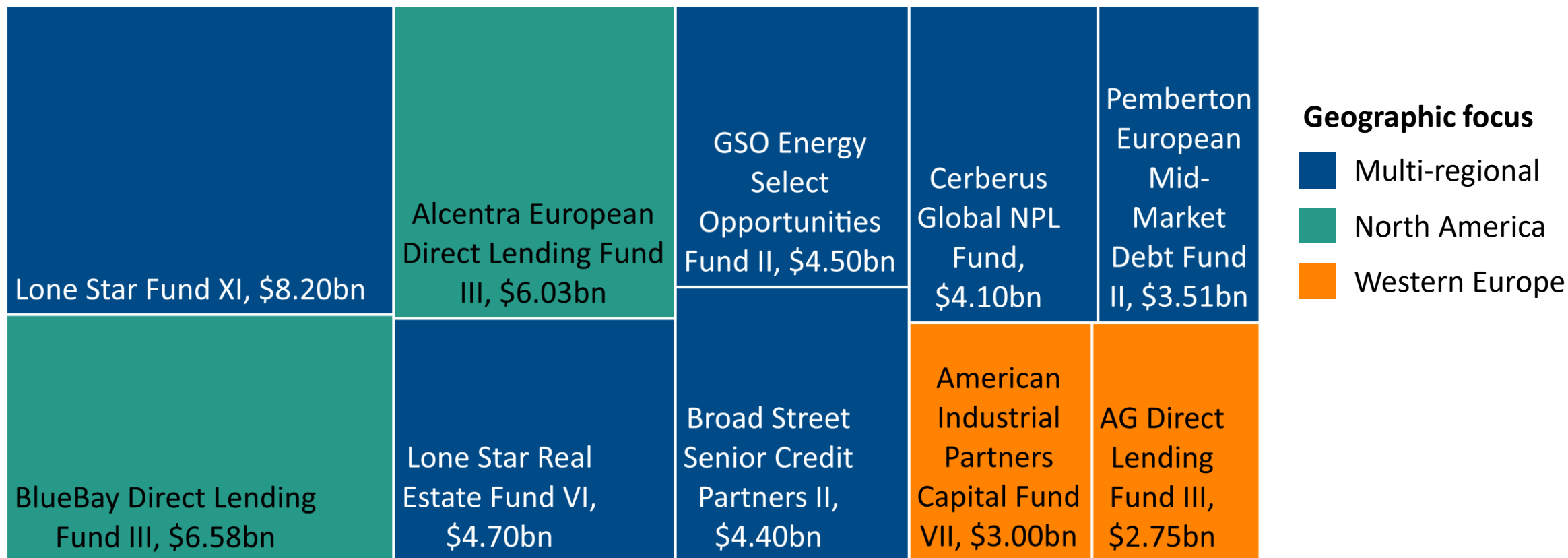
- Investor appetite (region, strategy, sector), fund commitments, asset allocations, office locations, contacts, bitesize, and complete investment portfolios
- Manager funds in market, strategies, regions, sectors, office locations, and contacts
- Fund sizes, targets, vintages, strategies, regions, and sectors
- Details of investment consultants and placement agents



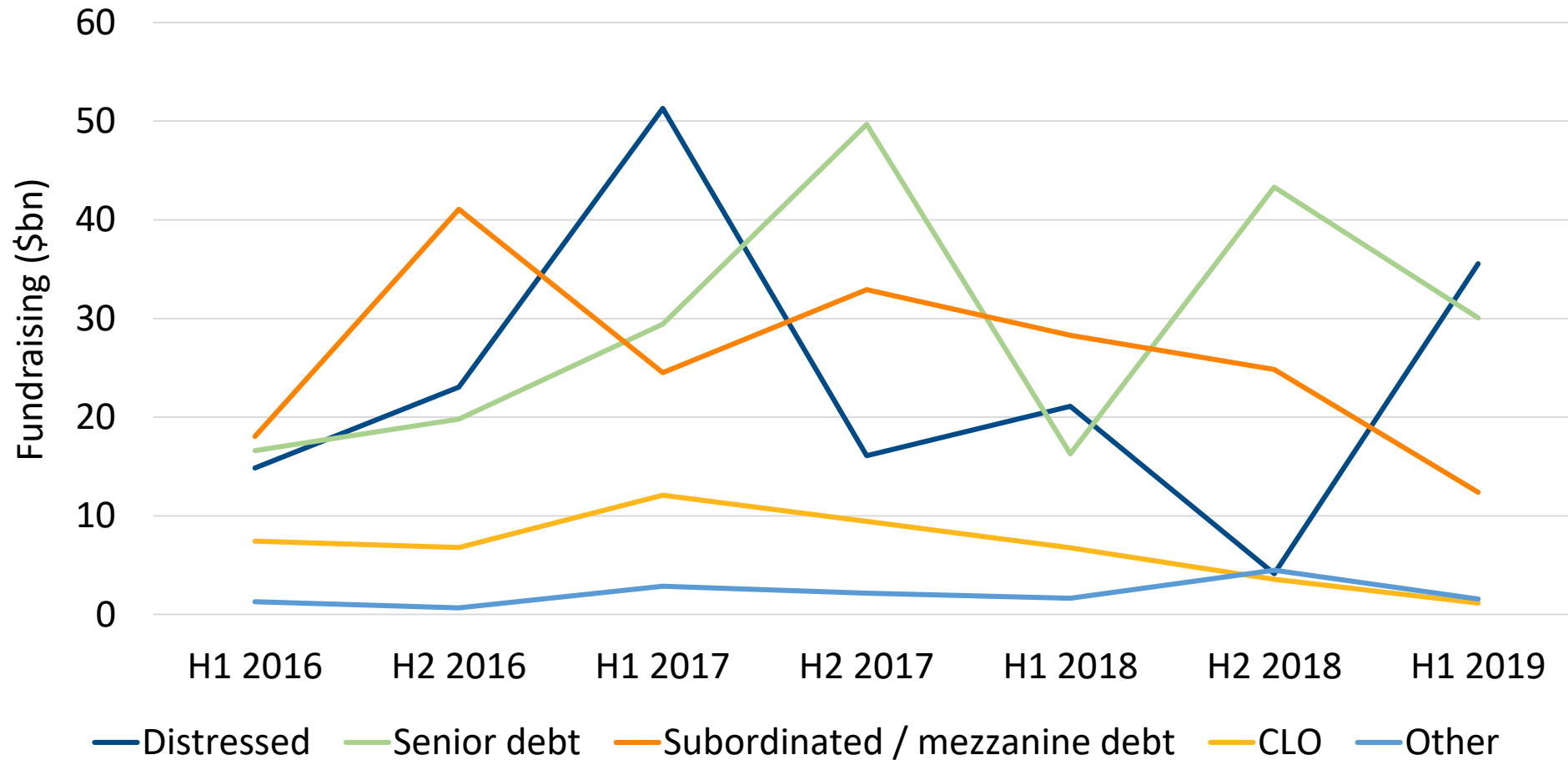
Managers raised more than \$80bn of third-party capital in H1 2019



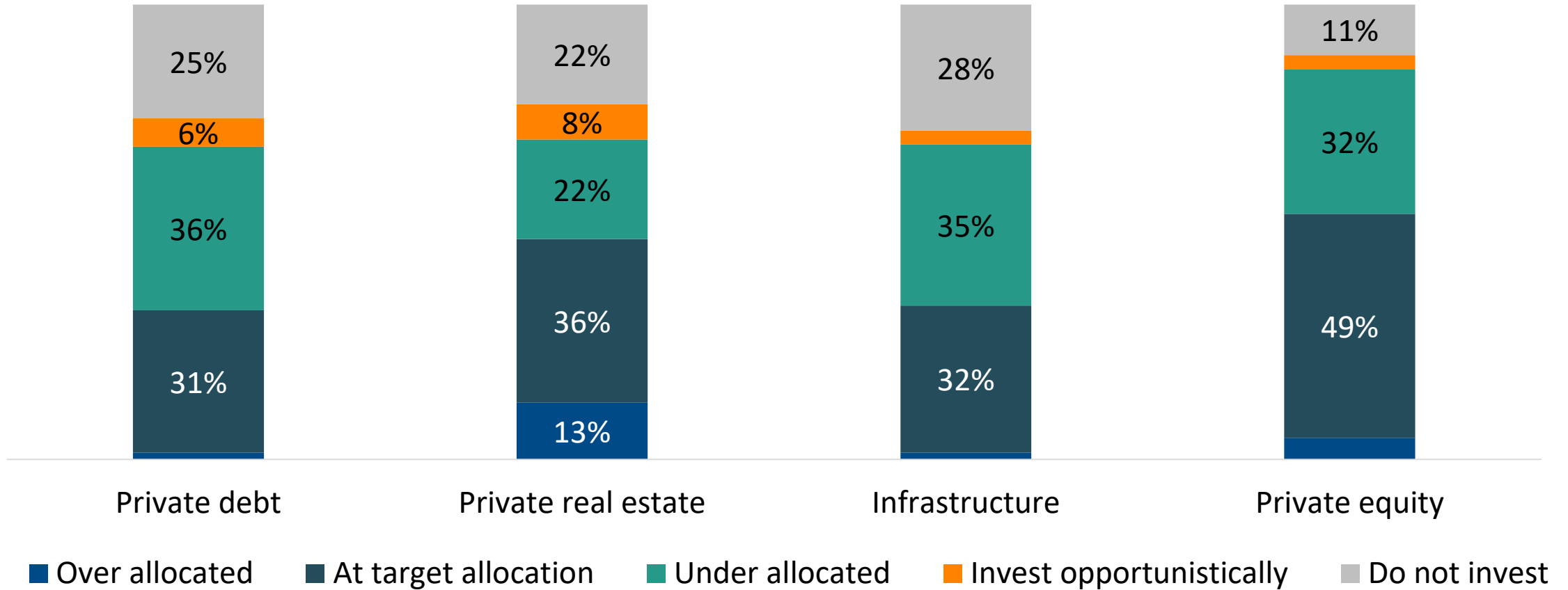
The top 10 fund closes of 2019 raised \$47.77bn, namely through multi-regional, distressed strategies



Distressed funds holding a final close gathered \$35.5bn from investors in H1 2019



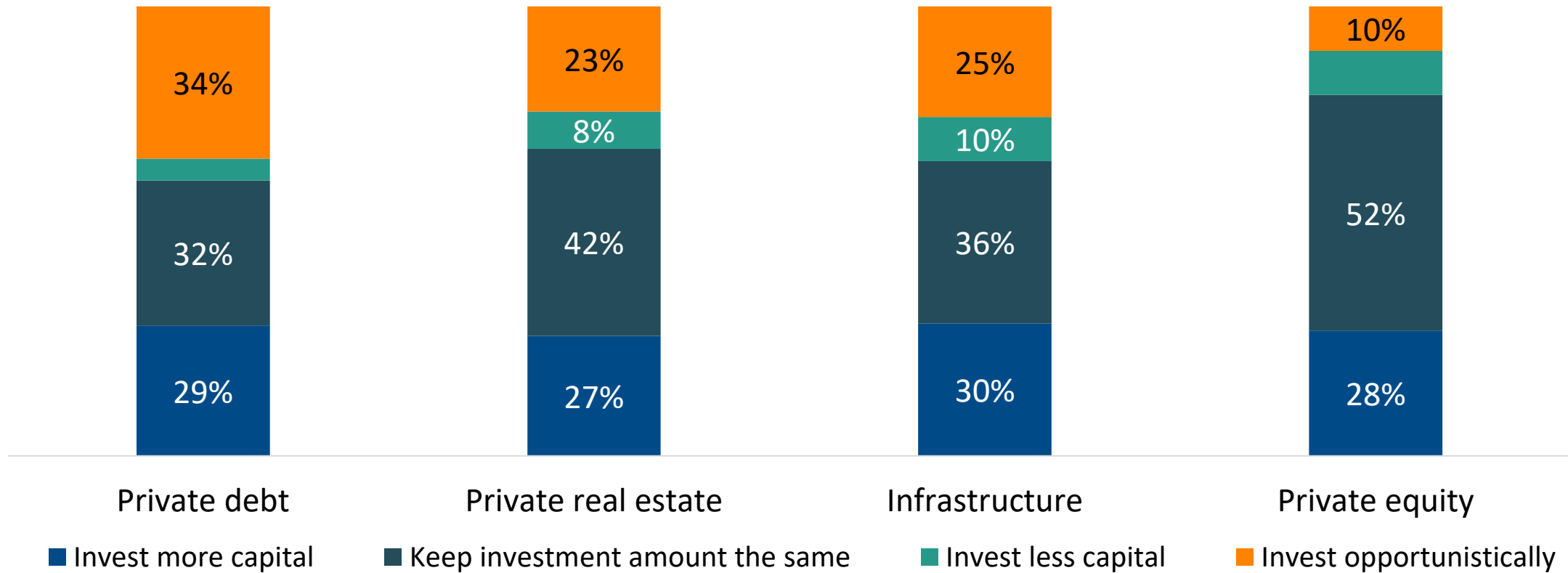
36% of investors are underweight in private debt



Q: Please indicate your current allocation position for the following asset classes.

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

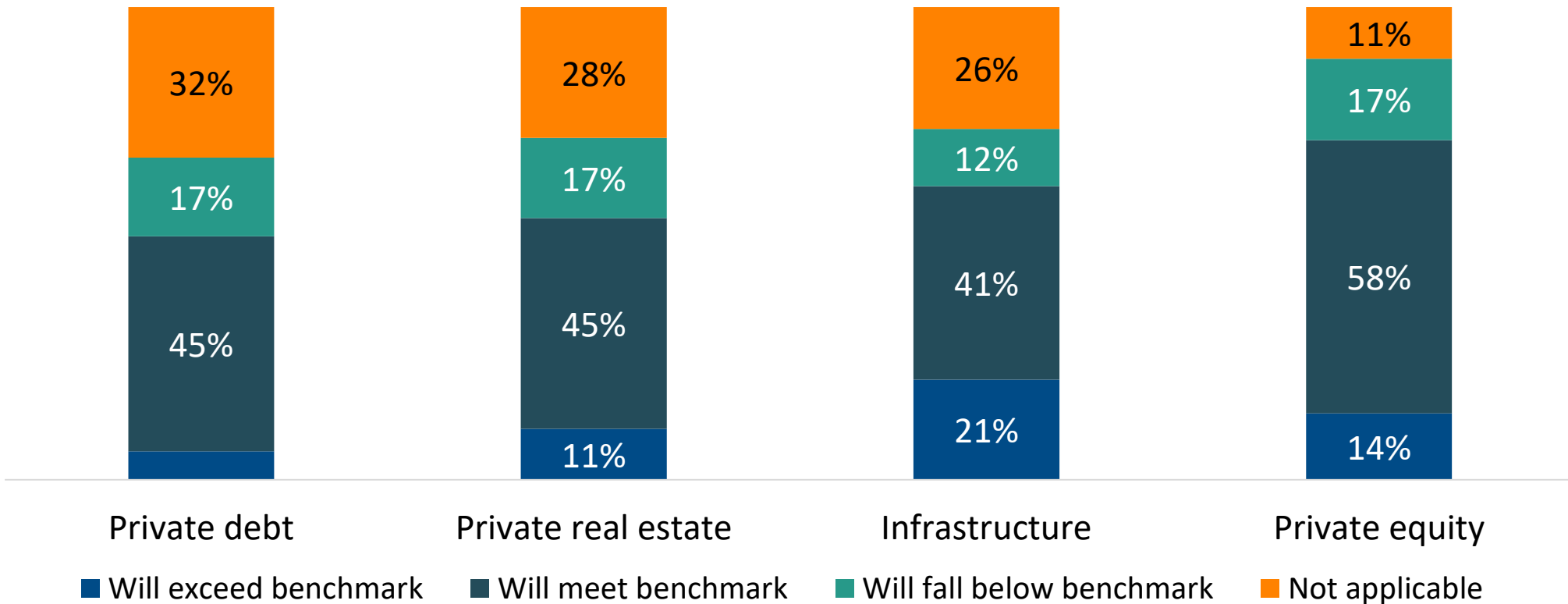
More than half of investors plan to maintain or increase their investment amount to private debt



Q: How much capital do you plan to invest in the following asset classes in the next 12 months compared to the previous 12 months?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

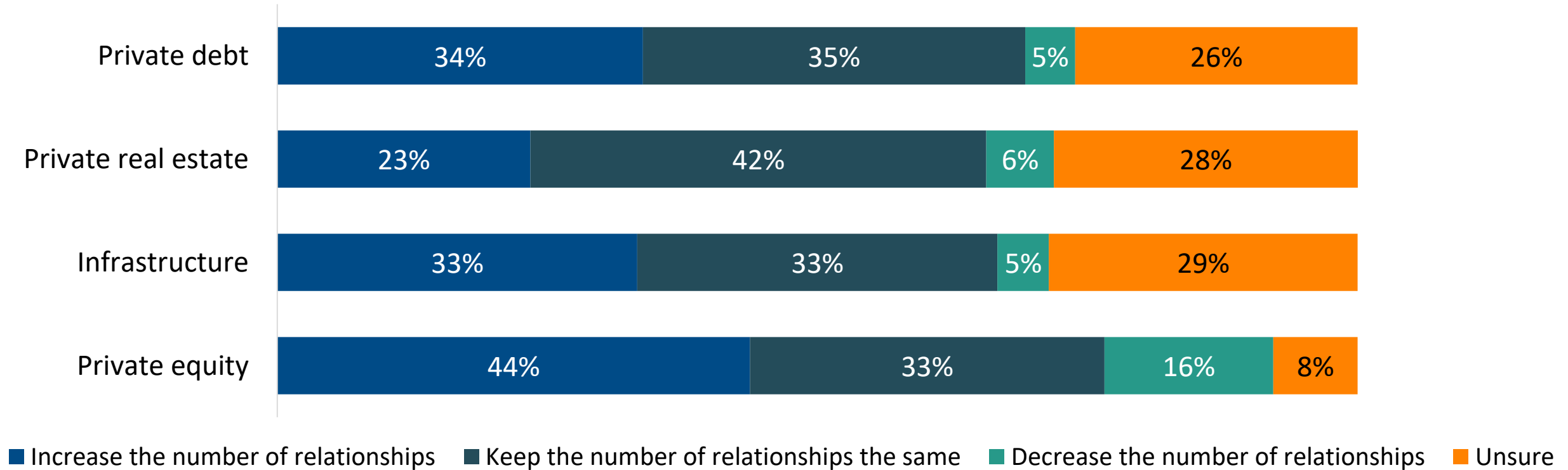
Investors are confident in the performance of their private debt investments over the next 12 months



Q: How do you feel asset classes will perform against their benchmark in the next 12 months?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

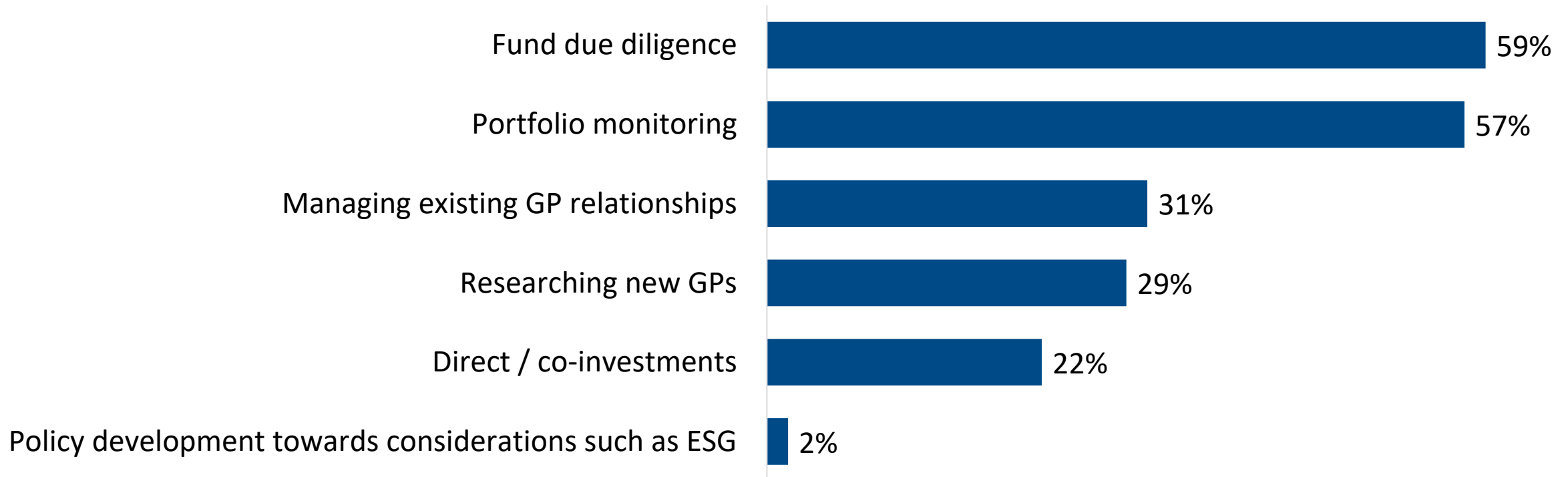
Investors are most likely to maintain their number of GP relationships



Q: Thinking of your current fund manager relationships, would you like to increase, decrease, or keep the number of relationships the same?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

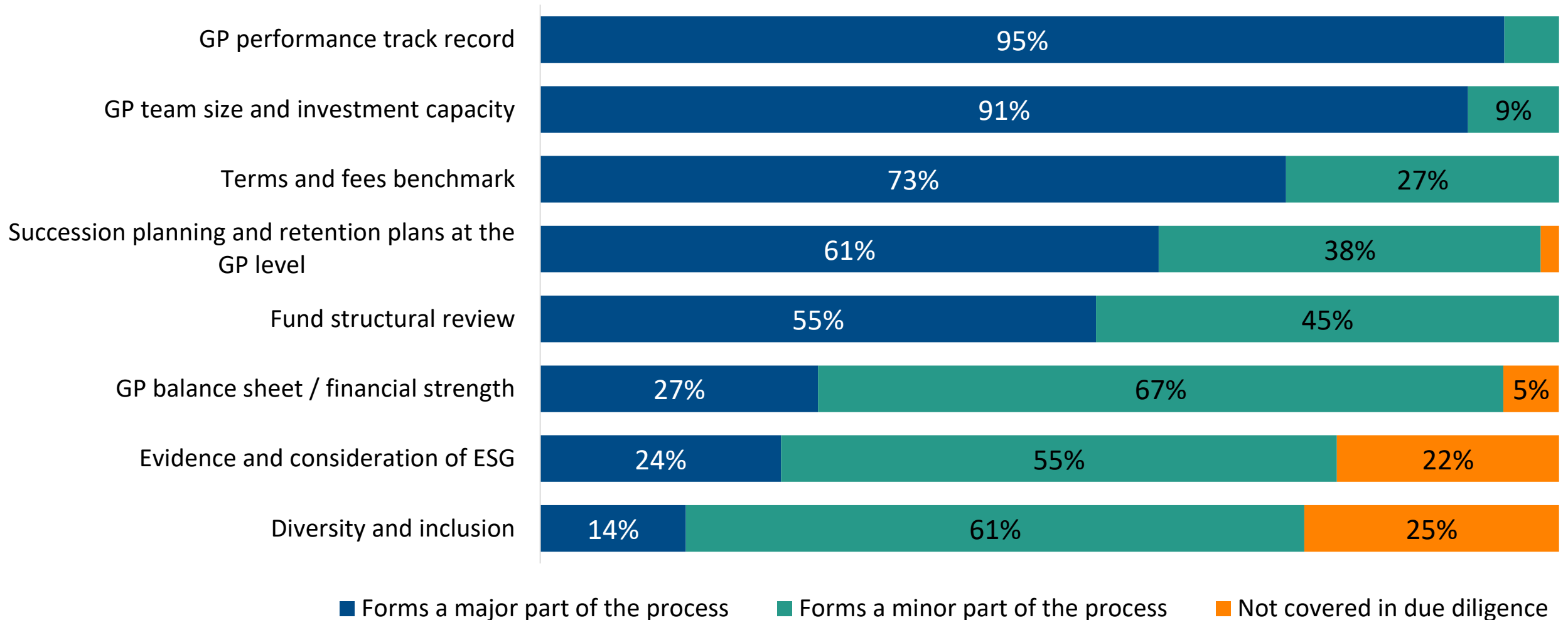
Unsurprisingly, fund due diligence requires the greatest amount of time



Q: Which two of the following activities requires the greatest amount of your time?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

GP track record and capacity are crucial to conducting fund due diligence

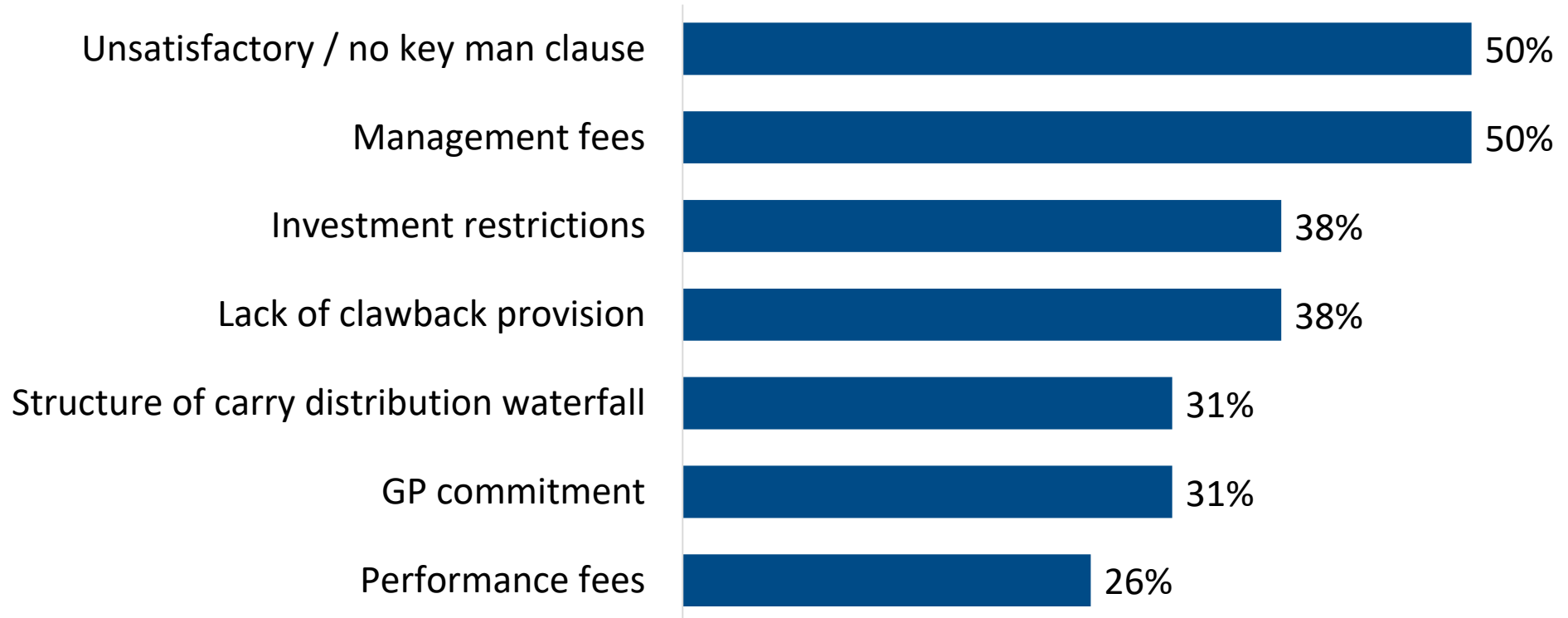


■ Forms a major part of the process ■ Forms a minor part of the process ■ Not covered in due diligence

Q: How significant a part do the following play in due diligence?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

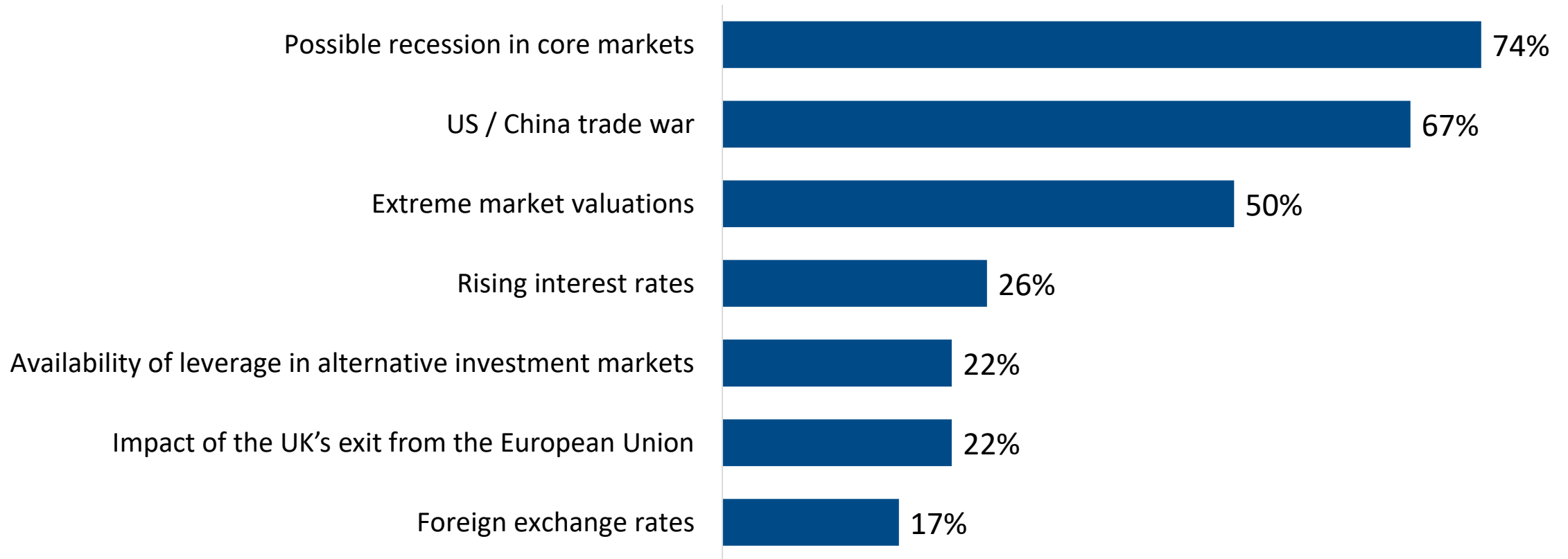
Key man clauses and management fees cause the most disagreement when conducting fund DD



Q: Which three LPA terms cause the most disagreement with GPs when conducting fund due diligence?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

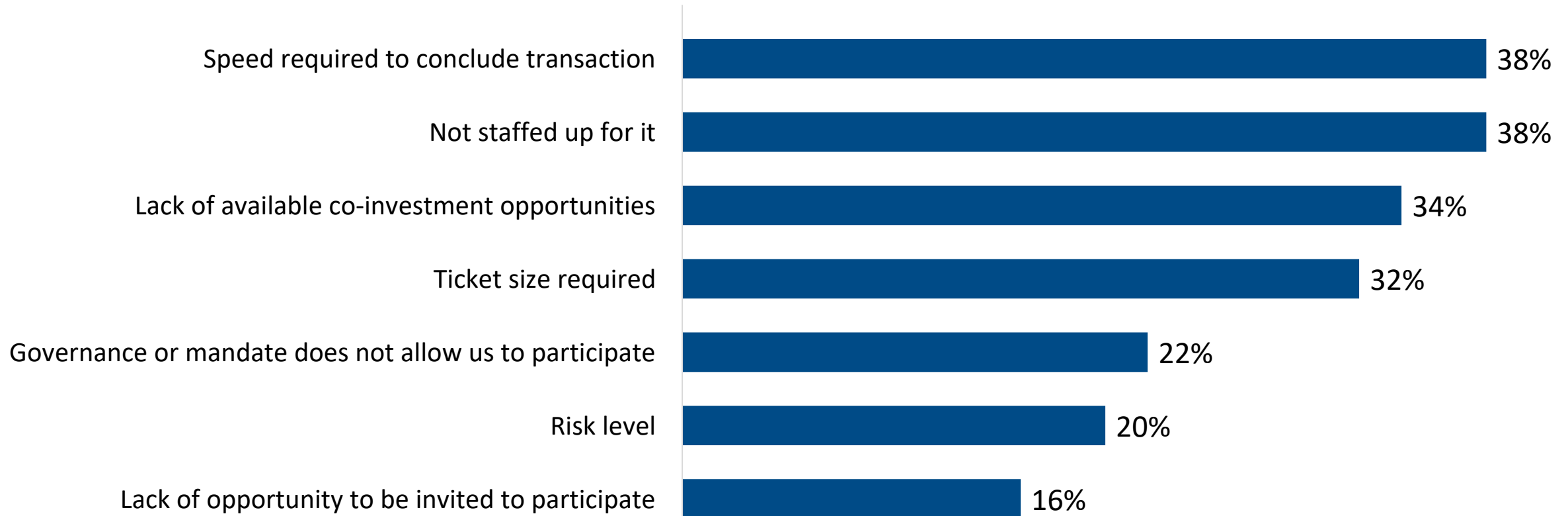
Investors anticipate the possibility of a recession having the greatest impact on performance



Q: Thinking of your private markets portfolio, which three factors will have the greatest impact on performance over the next 12 months?

Source: Private Debt Investor's LP Perspectives 2020 study – preliminary findings

Speed of transaction and staff are most likely to hinder participation in co-investments



Want more data? (of course you do!)

Private Debt Investor's Research & Analytics team offers granular insight into the alternatives landscape via rankings, surveys, and our private debt database of 2,500 investors and 1,500 managers.

To receive insight from *LP Perspectives 2020* or the PDI database, please email Nicole Douglas: nicole.d@peimedia.com

