

Private debt fundraising in numbers

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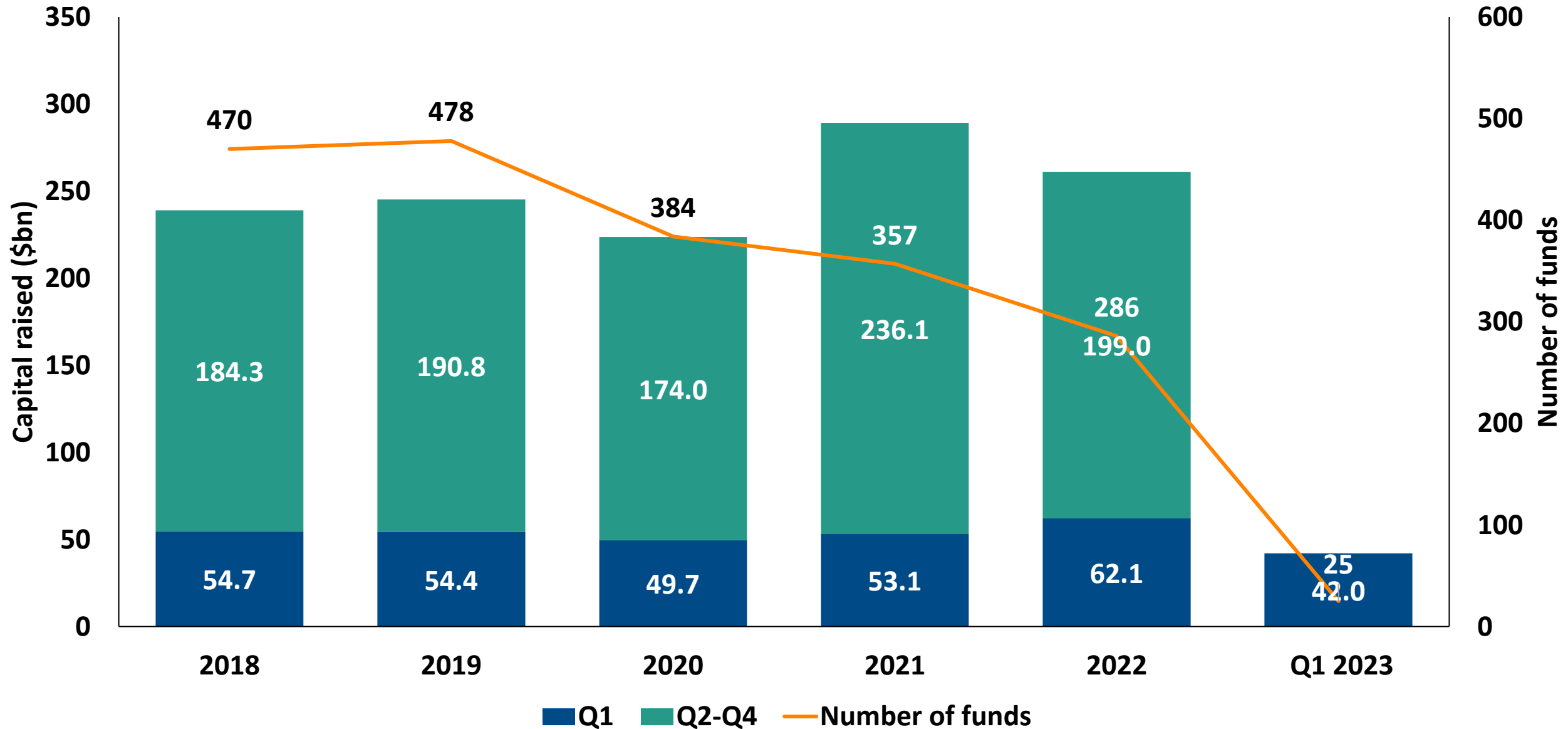
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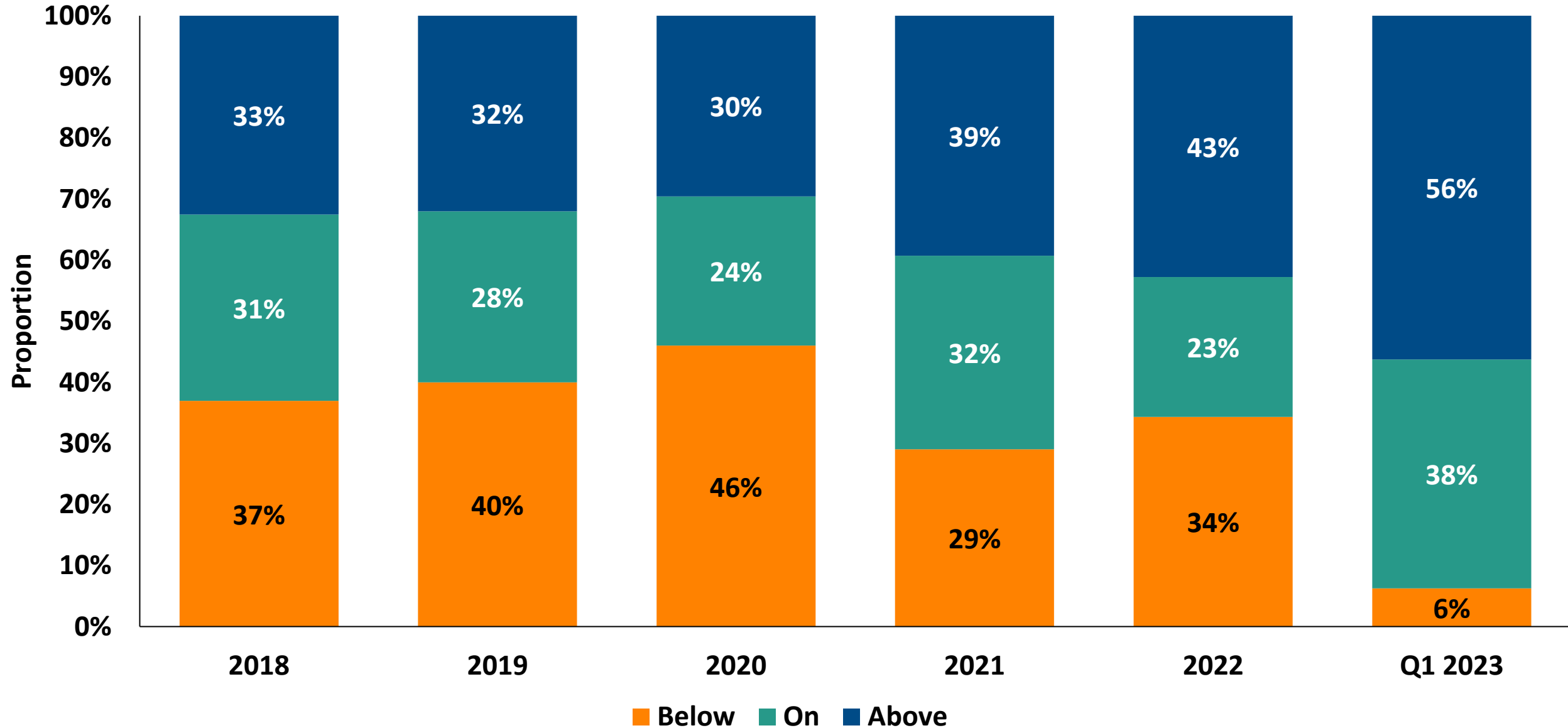
Agenda:

- Private debt fundraising trends
- Europe-focused fundraising
- Investor perspectives on private markets in 2023

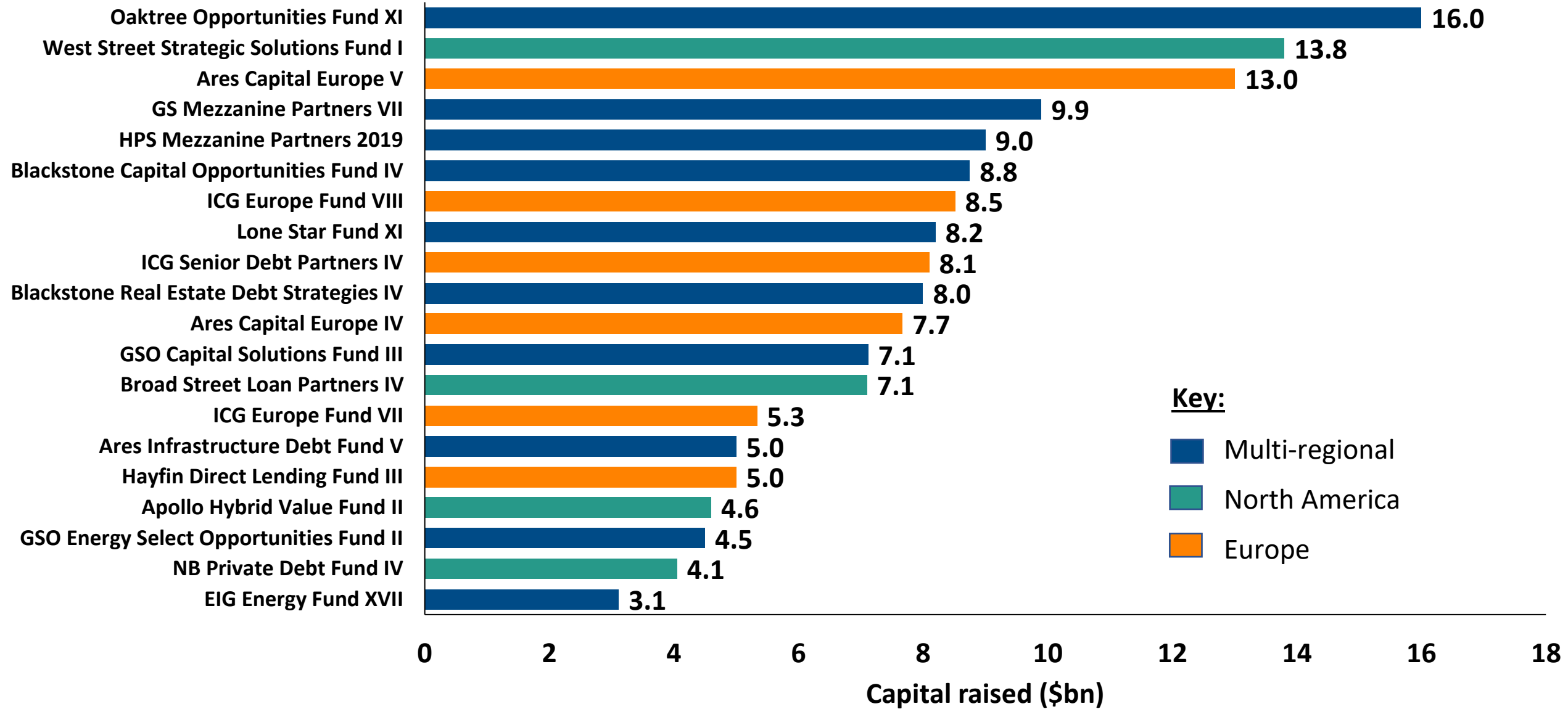
A slow Q1 fundraising in 2023 follows from the slow fundraising environment in the latter half of last year



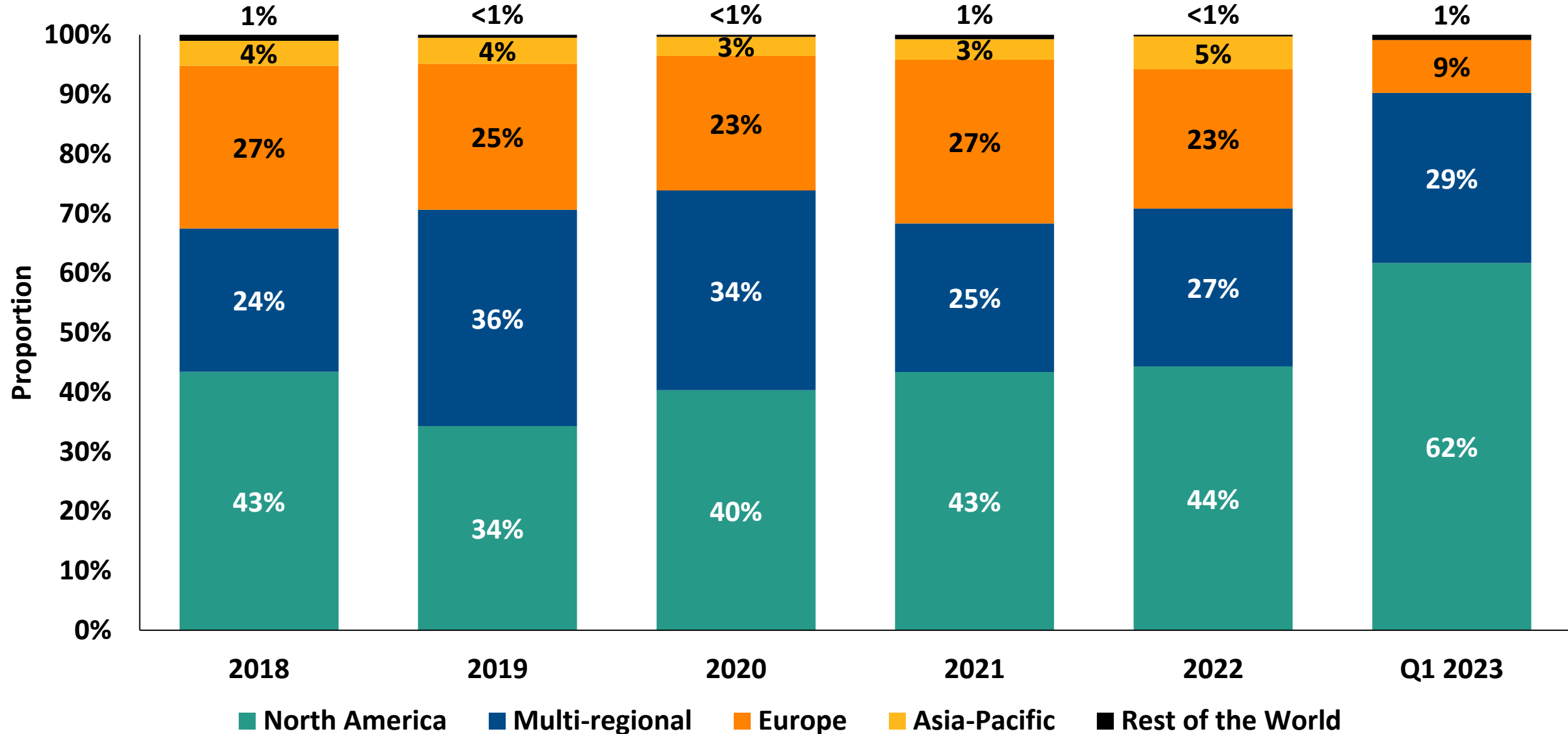
But we are seeing an increasing proportion of managers beating targets



Largest funds closed, 2018 – Q1 2023



On average, around a quarter of capital raised each year is Europe-focused



Funds in market, 1 April 2023

\$334.3bn

Amount targeted by closed-ended private debt funds in market

628

Number of managers with closed-ended private debt funds in market

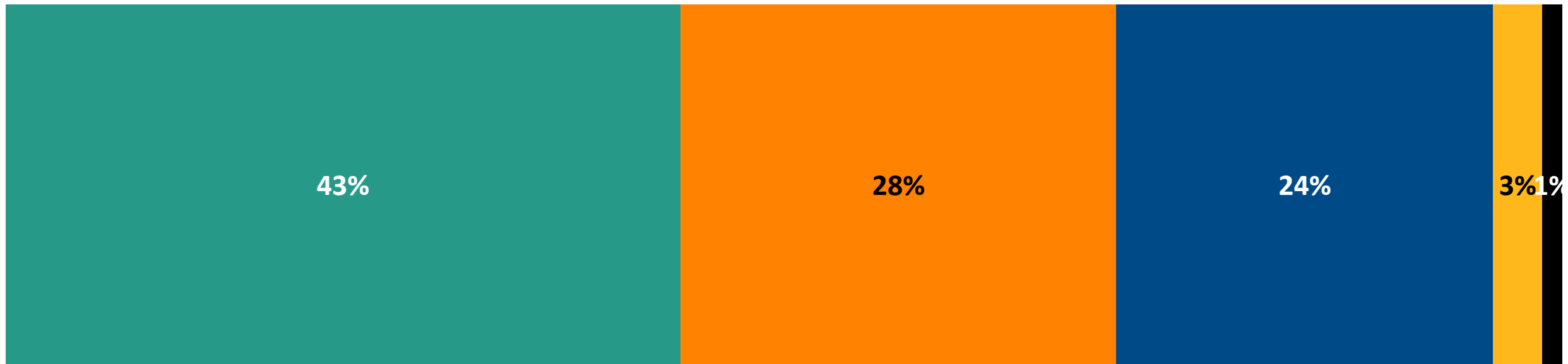
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■ North America

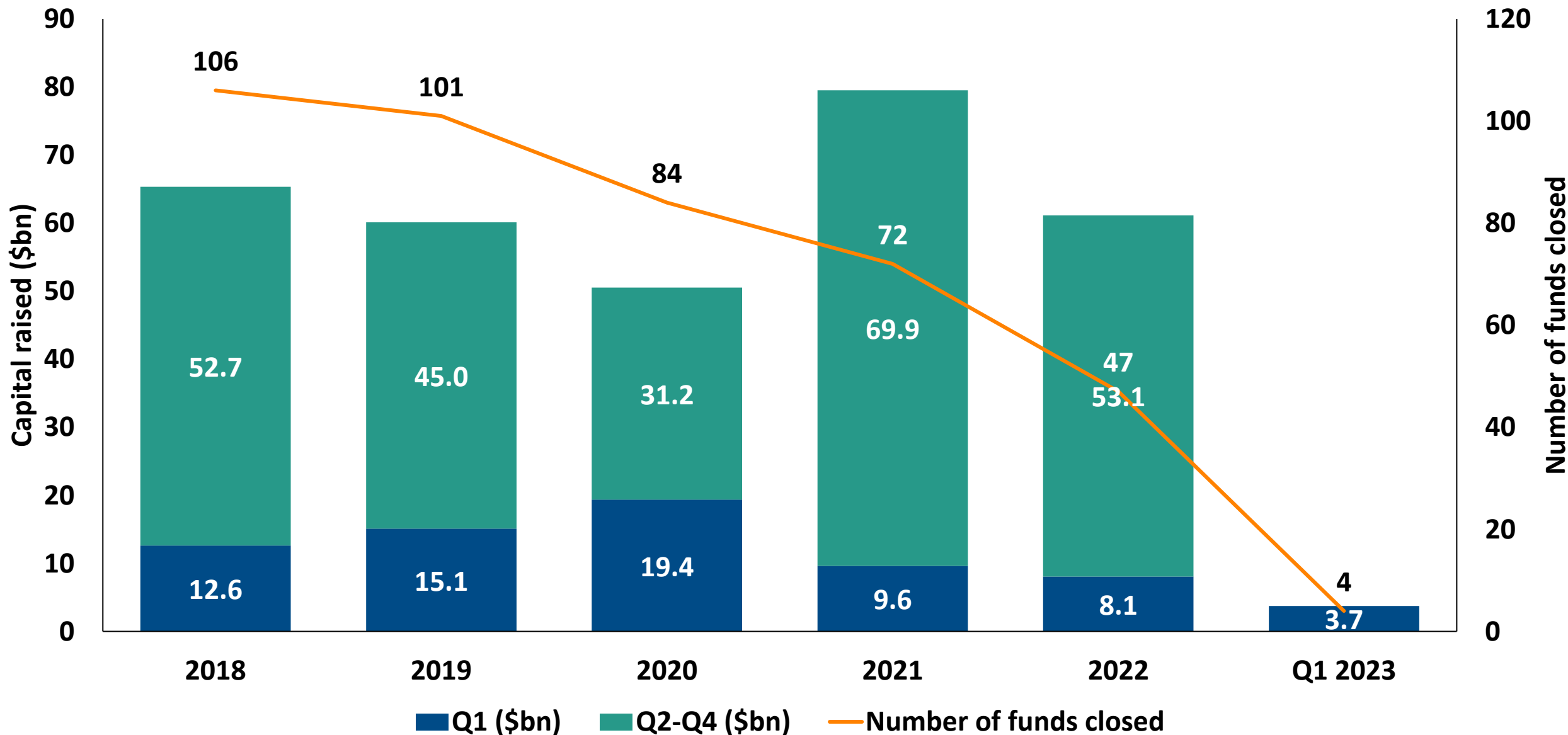
■ Europe

■ Multi-regional

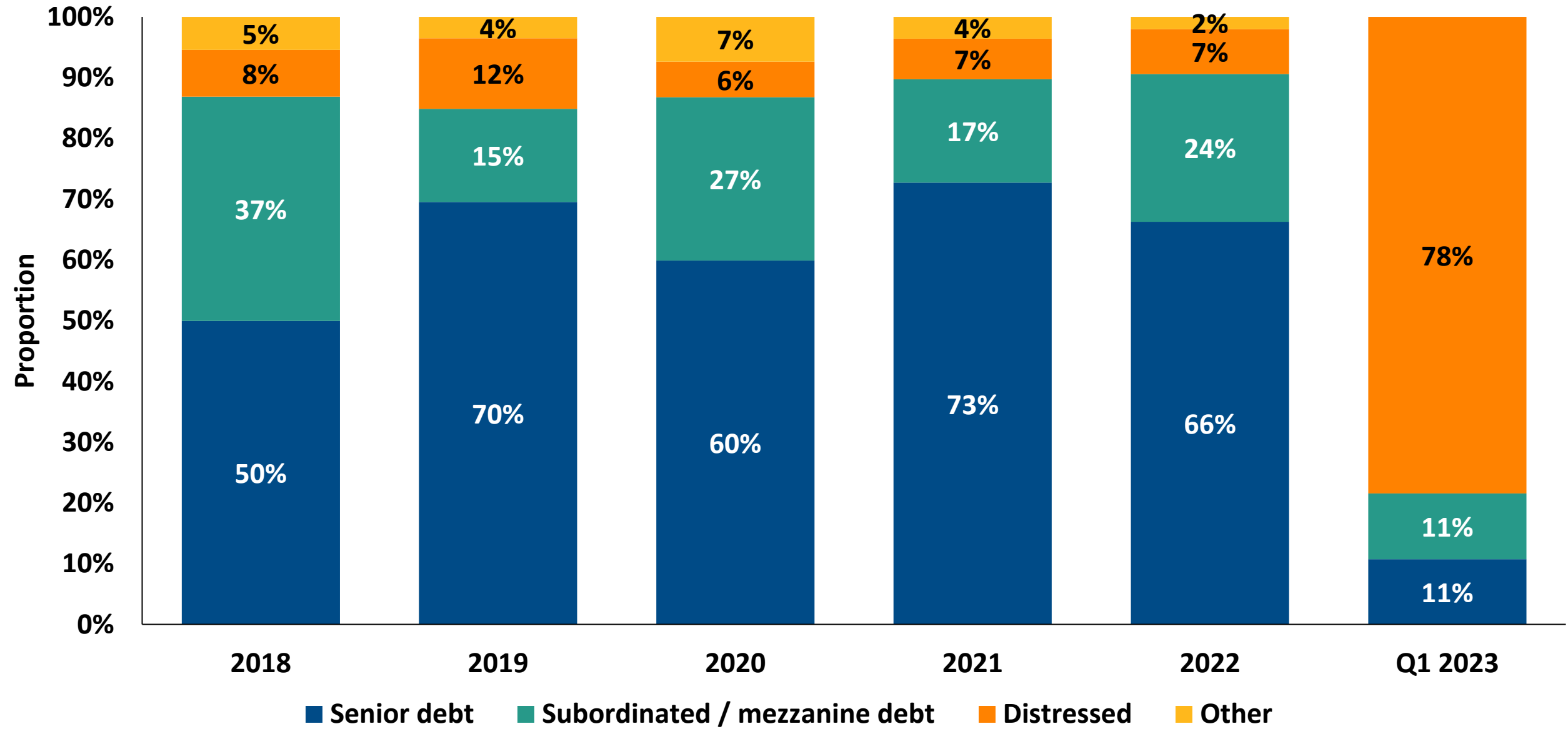
■ Asia-Pacific

■ Rest of the World

Macro headwinds continue to affect Europe-focused fundraising



A strong start for distressed debt, but this will even out



Europe-focused funds in market, 1 April 2023

\$93.5bn

Amount targeted by Europe-focused
closed-ended private debt funds in market

127

Number of managers with Europe-focused
closed-ended private debt funds in market

Europe-focused funds in market, 1 April 2023

\$93.5bn

Amount targeted by Europe-focused
closed-ended private debt funds in market

127

Number of managers with Europe-focused
closed-ended private debt funds in market



■ Senior debt

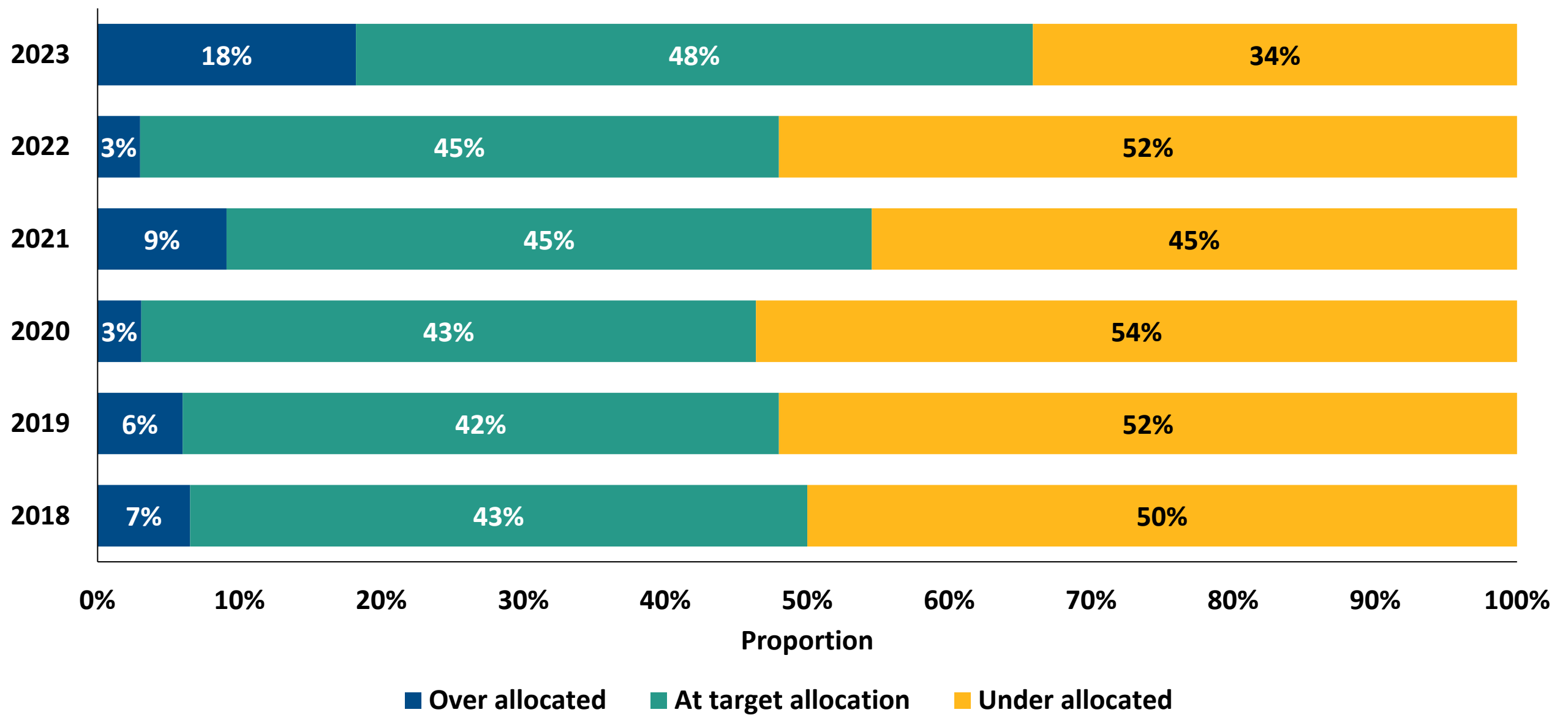
■ Subordinated / mezzanine debt

■ Distressed

■ Other

Fund name	Target size (\$b)	Capital raised (\$bn)	Strategy
ICG Senior Debt Partners Fund 5	11.0	-	Senior debt
AlpInvest Partners Credit Opportunities II	3.5	-	Subordinated / mezzanine debt
Bridgepoint Direct Lending III	3.3	1.3	Subordinated / mezzanine debt
Pemberton Mid-3ket Debt Fund III	3.0	0.8	Senior debt
Swiss Life Loan Fund ESG Infrastructure Debt	2.7	1.6	Senior debt
BentallGreenOak UK Secured Lending IV	2.5	-	Subordinated / mezzanine debt
Eurazeo Private Debt VI	2.2	-	Subordinated / mezzanine debt
Kartesia Credit Opportunities VI	2.2	-	Senior debt
BentallGreenOak European Secured Lending III	2.2	1.1	Subordinated / mezzanine debt
GGI Senior Infrastructure Debt Fund II	2.2	1.3	Senior debt

What is your current allocation to private debt?



How much capital do you plan to invest in private debt in the next 12 months compared to the previous 12 months?

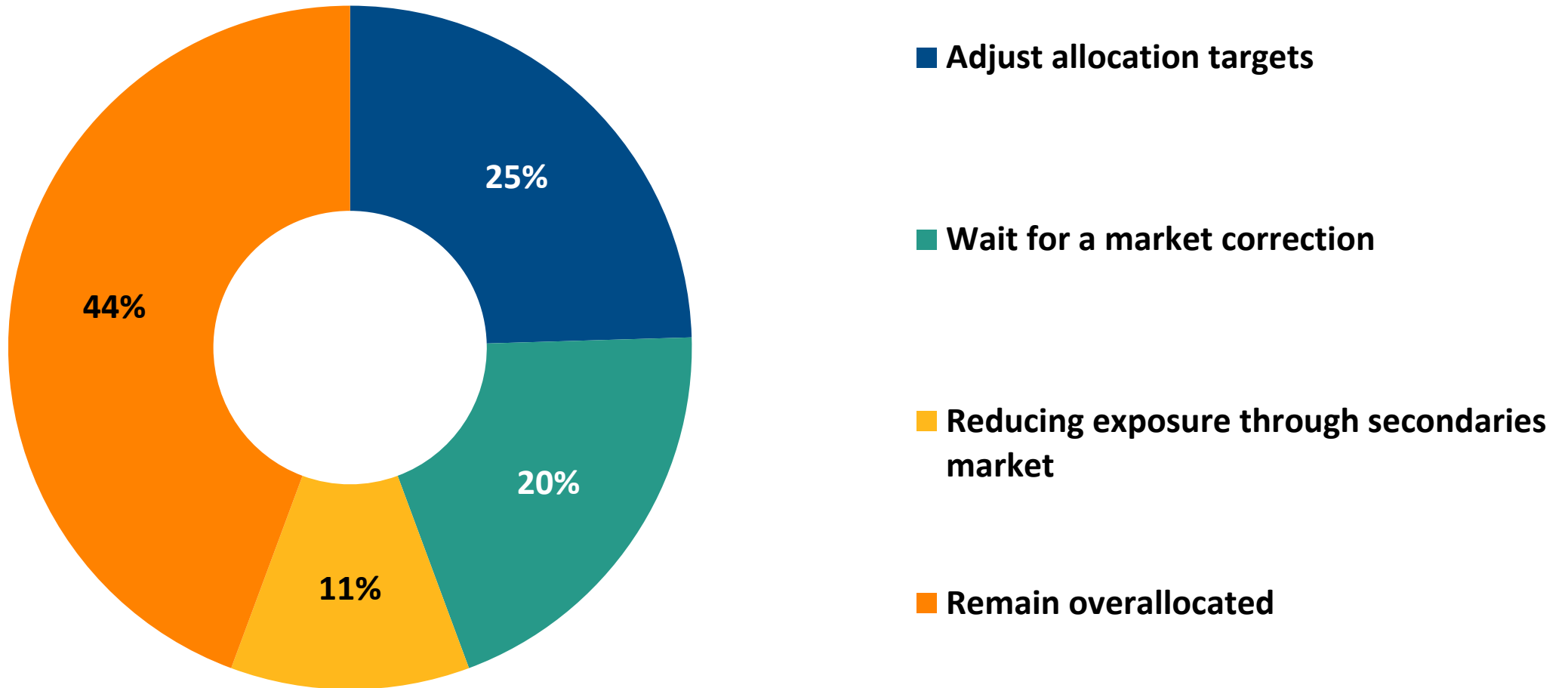


■ Invest more capital

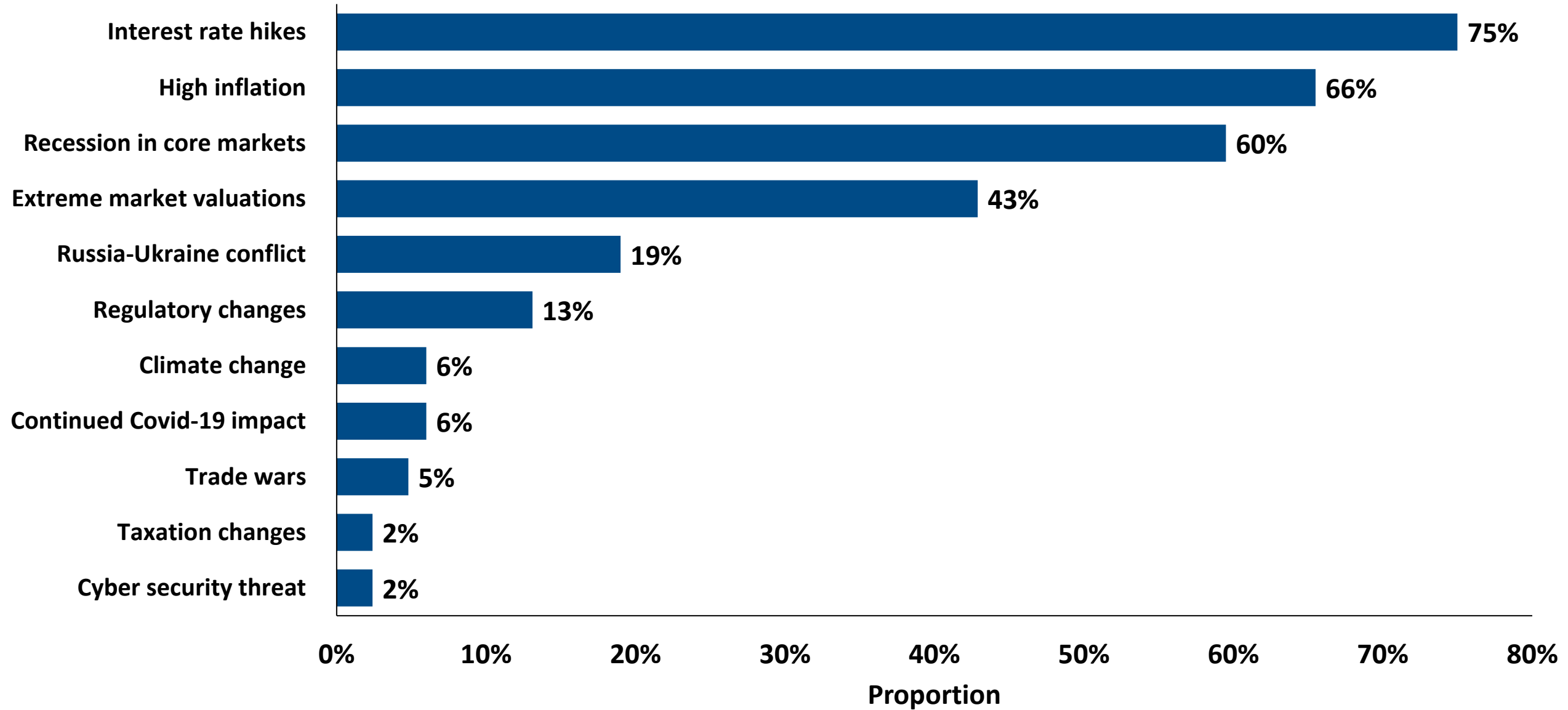
■ Keep investment amount the same

■ Invest less capital

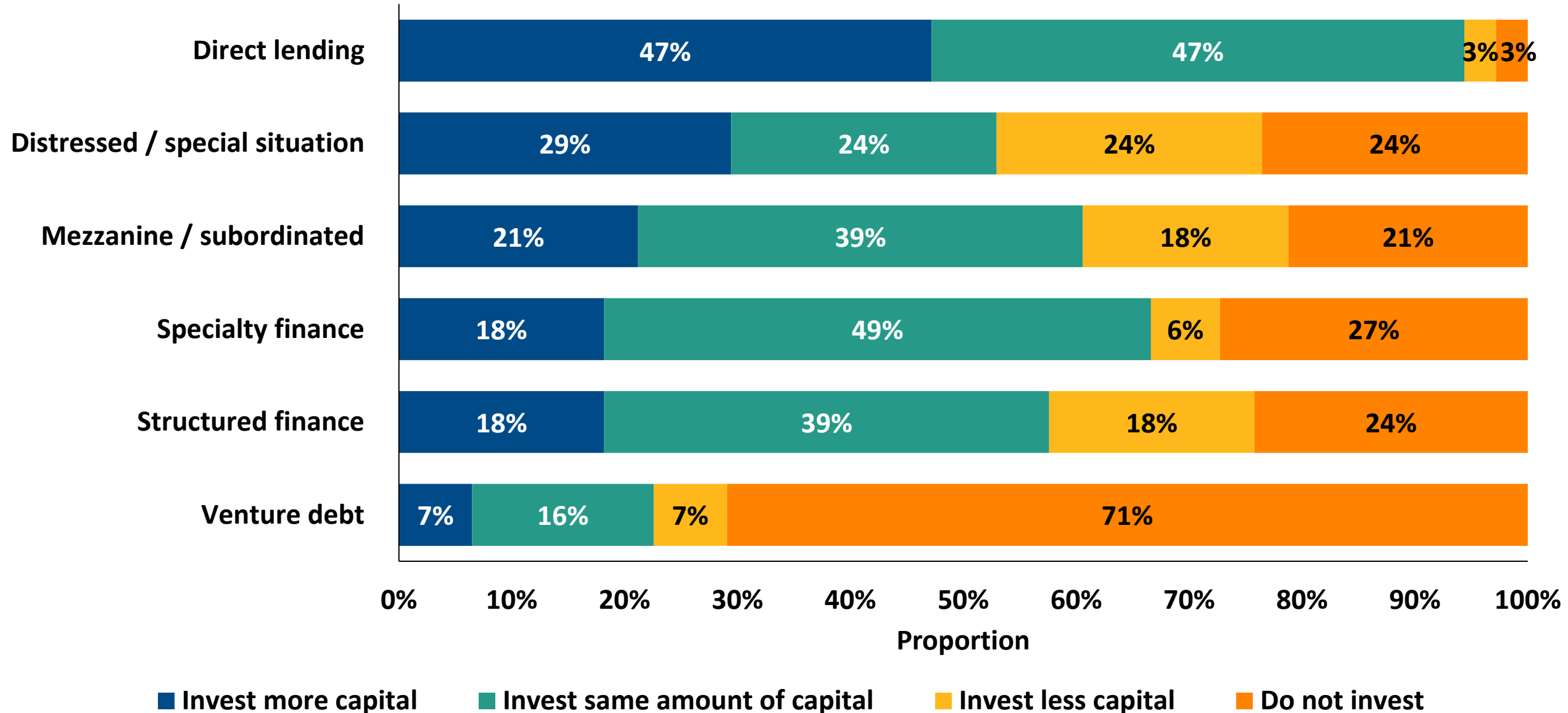
What is your investment policy in the case of overallocation?



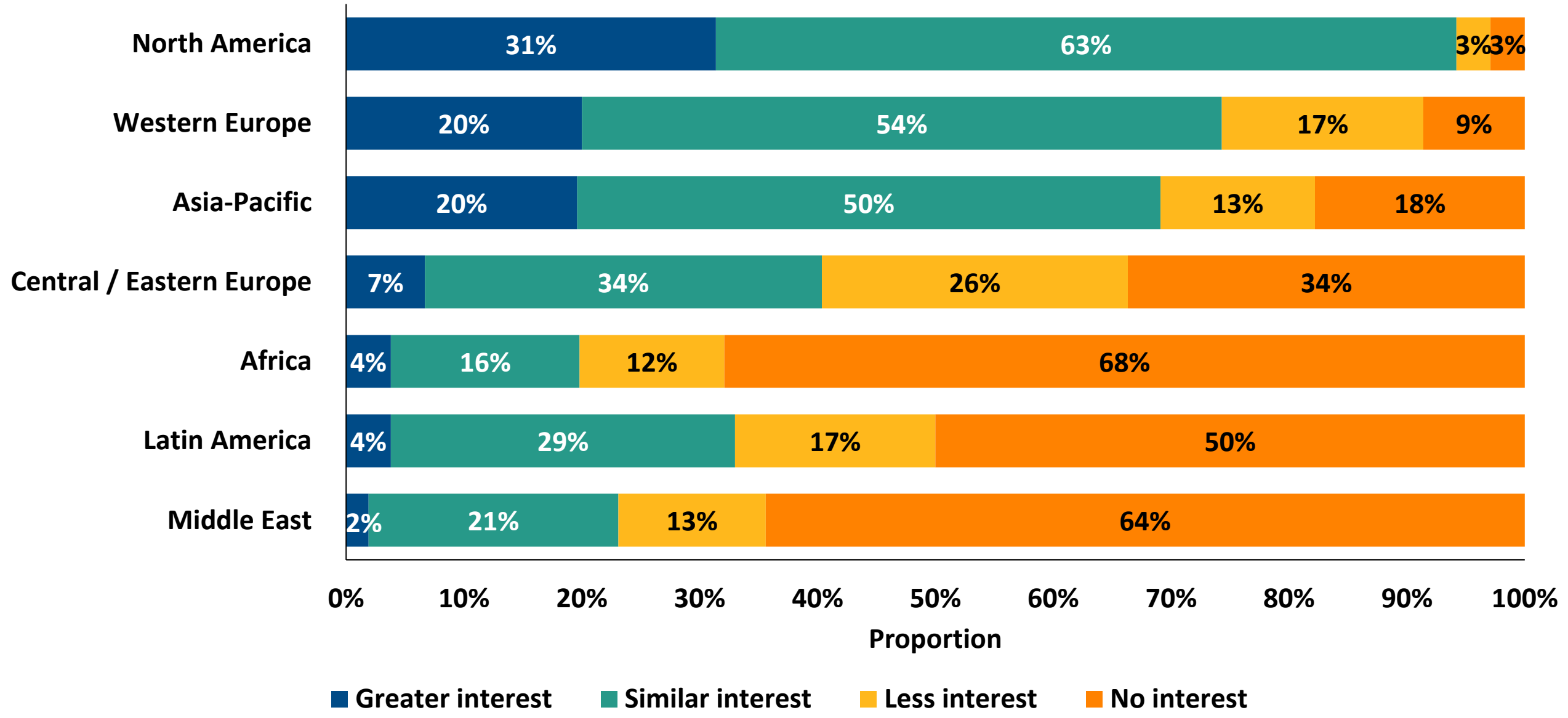
Thinking of your private markets portfolio, which three factors will have the greatest impact on performance over the next 12 months?



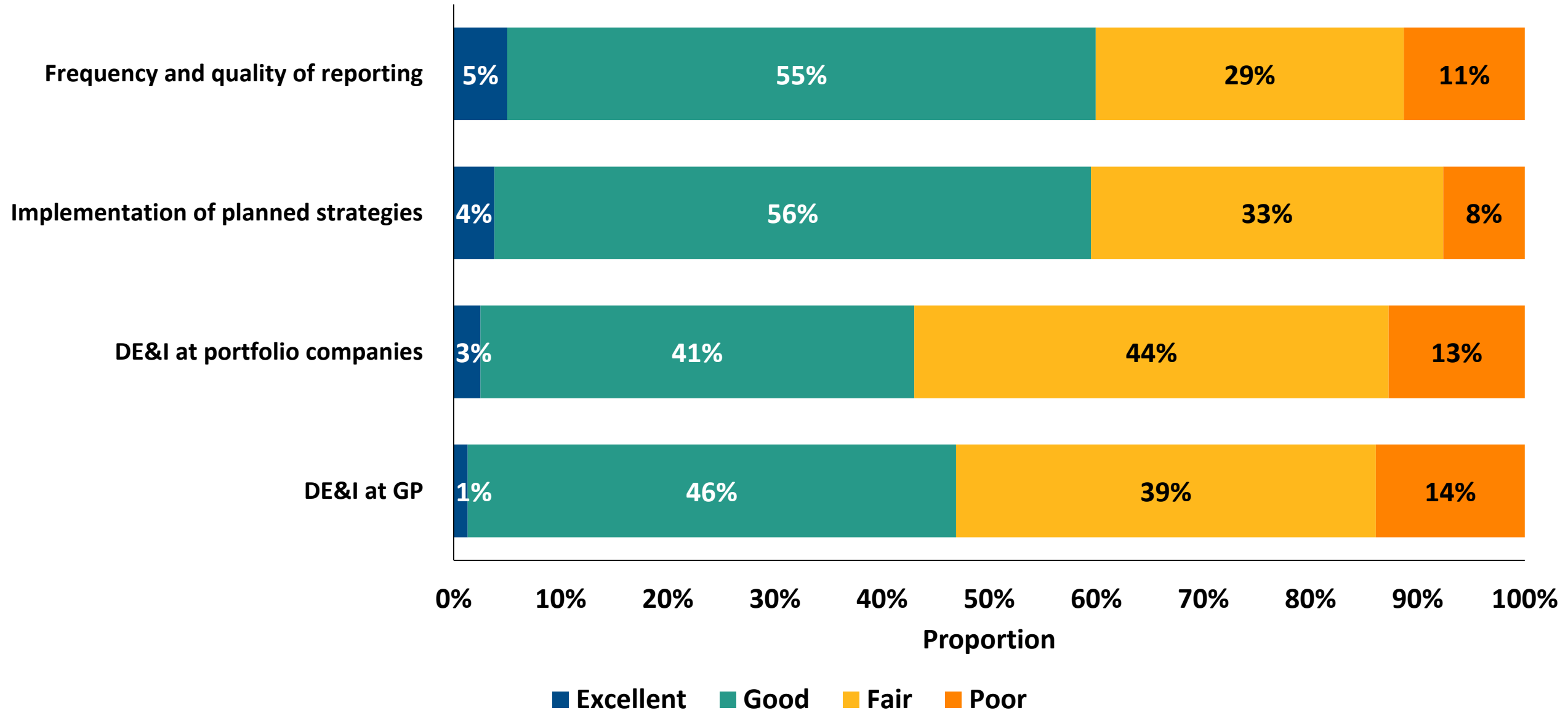
How do you plan to invest in the following fund strategies in the next 12 months compared to the previous 12 months?



How do you plan to invest in the following regions in the next 12 months compared to the previous 12 months?



How satisfied are you with your GPs' ESG performance in the following areas:



Summary:

- Private debt funds in market are targeting an aggregate \$334 billion which proves that a strong appetite for the asset class persists despite the recent slow-down in fundraising
- Europe-focused fundraising continues to be a victim of negative sentiment given all the macro headwinds – interest rates, inflation, Ukraine war, Brexit / supply chain issues
- More LPs want to increase private debt exposures than don't and direct lending is front of mind for this pool of investors, although interest hikes and high inflation give them cause for concern

Thank you

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