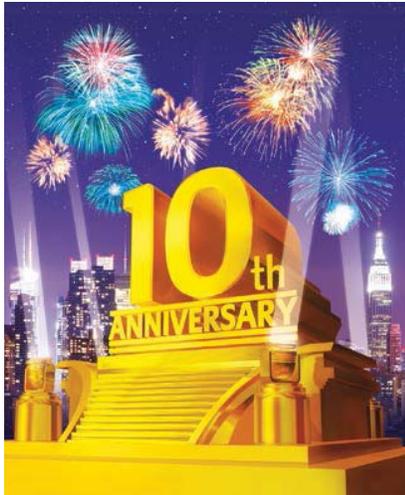


**INSTITUTIONAL INVESTORS FUNDS**

**Ten Years**

*Asia Alternatives closes the largest Asia-focused FoFs*

On its tenth anniversary, **Asia Alternatives Management LLC** ('Asia Alternatives'), a pioneer of Asia's home-grown managers of funds of



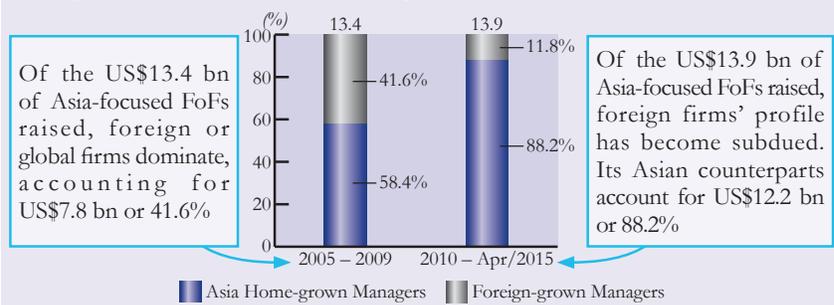
funds ('FoFs'), celebrated the final close of its latest fund, Asia Alternatives Capital Partners IV, LP and related fund vehicles (collectively 'AACP IV'), at US\$1.8 billion. It is the largest fund raised to-date for those with the mandate to manage FoFs. The closing of AACP IV further highlights the commanding profile that Asia's home-grown private market managers have achieved during the past decade.

In the period between 2005 and 2009, over US\$13.4 billion in Asia-focused FoFs was raised. Of this, foreign or global firms accounted for

41.6%. But the equation has changed since 2010. From that year to April 2015, of the US\$13.9 billion FoFs raised, the profile of foreign firms has been subdued, while their Asian counterparts took the lion's share, at 88.2%, or US\$12.2 billion (Fig. 14).

As an illustration of the growing presence of Asia's home-grown managers of FoFs, since 2008, there were four funds that were at US\$1 billion or above. Asia Alternatives and **Axiom Asia Private Capital Pte. Ltd.** ('Axiom Asia') claimed title to three out of the four funds, a

**Foreign & Asian-Home Grown Managers in FoFs (2005 - Apr/2015)**



No. above each bar denotes the aggregate FoFs pool in billion

Fig. 14

Source: ASIA PRIVATE EQUITY REVIEW

**Dossiers of Asia Alternatives & Axiom Asia**



Asia Alternatives Management LLC    Axiom Asia Private Capital Pte. Ltd.

Date of Establishment					
2005			Apr/2006		
Headquarters					
Hong Kong			Singapore		
Total Fund Pool					
US\$4.8 billion			US\$2.5 billion		
Funds of Funds					
Fund Name	Closing Date	Closing Size	Fund Name	Closing Date	Closing Size
Asia Alternatives Capital Partners IV, LP and related fund vehicles	Apr/2015	1,800	Axiom Asia Private Capital Fund III, L.P.	Mar/2012	1,150
Asia Alternatives Capital Partners III, L.P. and related fund vehicles	Aug/2012	1,500	Axiom Asia Private Capital Fund II, L.P.	Jan/2010	950
Asia Alternatives Capital Partners II, LP	Sep/2008	950	Axiom Asia Private Capital Fund I, L.P.	Mar/2007	440
Asia Alternatives Capital Partners, LP	May/2007	515			

On average, Asia Alternatives raises a US\$1.2 bn fund once every 2.5 years

On average, Axiom Asia raises a US\$846.7 m fund for every 3 years

Fig. 15

Source: ASIA PRIVATE EQUITY REVIEW

development that further underscores the changing landscape in Asia's FoFs management industry.

Both Asia Alternatives and Axiom Asia have demonstrated their ability to attract overwhelming interest from investors of their respective funds. For Asia Alternatives, in the ten years since it first came into operation, it has raised four funds with an aggregate US\$4.8 billion in its fund pool. This translates into an average of one US\$1.2 billion fund for every 2.5 years.

Axiom Asia also boasts an elating fund raising record. Its partners joined the FoFs management ranks in 2006, and in these nine years the private market manager raised an aggregate

US\$2.5 billion, through three funds. On average, it is one US\$846.7 million fund for every three years.

At a time when managers of FoFs are seeking a new identity, the fund raising records of both Asia Alternatives and Axiom Asia are the envy of all (Fig. 15).

Most recently, **ROC Partners**, the unit resulting from the management buyout of Macquarie Investment Management Private Markets, another Asian home-grown management team with FoFs, began to take steps to raise its latest fund. If the response of international investors to funds managed by both Asia Alternatives and Axiom Asia can be used as a yardstick,

then ROC Partners may one day tread the same path that Asia's two largest home-grown private market managers are now journeying upon.

*Editor's note: in recognition of the evolution of the funds of funds industry and with a rising number of firms describing themselves as "private market investment managers" and/or "private equity investment firms", "private market managers" is deemed as the most appropriate description applicable to this pool of management firms. ■*