IPE is a multinational, market-leading niche financial information provider which is both European and global with roots in the UK. It is focused on pension funds and other institutional investors, and those who serve them; all of IPE’s products and services have the central objective of facilitating and enhancing interaction between these groups, specifically between the buy and sell side of the industry.

We have successfully created a suite of editorial products and services which are used by the industry’s most senior executives. We also collect and publish valuable industry data on a global, European, country and asset class level. Our readers trust and value the IPE brand both for the integrity of its products and because they know that we understand our readers, their needs, and how they change.

IPE International Publishers Ltd.  www.ipe.com
**Events**

**IPE Conference & Awards**

Unparalleled networking and brand association at the largest gathering of European pension funds

---

**Regional and subject-specific events**

- IPE Real Assets & Infrastructure Conference
- IPE in Iceland
- IPE Pensions & Equities Conference
- IPE Seminar Series (multi-city)
- IPE Real Assets Seminar Series (multi-city)

Present your subject expertise to and network with European pension funds

---

**Lead Generation**

Present your expertise to an engaged audience and generate a contact list of warm business leads

---

**Services**

**IPE Reference hub**

Content marketing platform

- All Asset
- Real Estate
- Infrastructure

Showcase your expertise to leading pension funds by publishing unlimited white papers, research and other key content

---

**REIM Reference guide**

Print Guide with over 100+ profiles. Distributed to 6,000+ institutional real estate investors

---

**IPE Quest**

Manager searches

View pension fund RFIs and RFPs free of charge. Tender for business on a level playing field
IPE Magazine is the unparalleled medium for investment managers and other service providers to deliver their message to the decision makers in Europe’s pensions community.

Since the very first issue in 1997, IPE has led the field with a unique brand of information, analysis, news and data dedicated to Europe’s pension fund community. Close connections with that community are our hallmark.

KEY TARGET READERS*

**Buy Side | Investors | Capital Owners**

<table>
<thead>
<tr>
<th>Category</th>
<th>Europe</th>
<th>UK</th>
<th>Continental Europe</th>
<th>UK</th>
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<tbody>
<tr>
<td>PENSION FUNDS &amp; OTHER</td>
<td>3,672</td>
<td>792</td>
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<tr>
<td>Financial Institutions</td>
<td>596</td>
<td>275</td>
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<tr>
<td>Consultants - Continental Europe</td>
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<td>65</td>
<td>65</td>
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<tr>
<td>All buy side - Rest of World</td>
<td>327</td>
<td></td>
<td>327</td>
<td></td>
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<tr>
<td>Key Pensions Industry Influencers - Globally</td>
<td>315</td>
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**TOTAL BUY SIDE 8,488**

**Supply Side | Vendors | Service Providers**

<table>
<thead>
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<td>Investment banking</td>
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<td>Investment solutions</td>
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<td>Custody and asset servicing</td>
<td>122</td>
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<tr>
<td>Exchanges, index providers</td>
<td>93</td>
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<tr>
<td>Technology &amp; Software</td>
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<tr>
<td>Data &amp; Information Providers</td>
<td>60</td>
</tr>
<tr>
<td>Performance Monitors &amp; Measurement</td>
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<tr>
<td>Professional services</td>
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<tr>
<td>Financial Communications</td>
<td>67</td>
</tr>
<tr>
<td>Other</td>
<td>9</td>
</tr>
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</table>

**TOTAL SUPPLY SIDE 1,813**
IPE's circulation is updated regularly to give advertisers the best possible readership within our target market. The circulation is audited by the UK’s ABC, the Audit Bureau of Circulations, which is an independent association responsible for verifying a publication’s circulation. IPE’s average monthly distribution, July 2018-June 2019, was 10,300. The circulation for the June 2019 issue of IPE was 10,298.
# Editorial Calendar 2020

## Country Portfolio/Asset Class Specials

### JANUARY
- **CEE**
  - Fixed income/credit
- **Investment Grade Credit**
- **Retirement income**

### FEBRUARY
- **Ireland**
  - Alternatives
- **Hedge funds of funds**
- **Indices & benchmarks**
- **Longevity & risk transfer**

### MARCH
- **Netherlands**
  - Equities
- **European Equities**
- **Regulation**
- **Manager selection**

### APRIL
- **Germany**
  - Fixed income/credit
- **Emerging markets equities focus**
- **Impact investing**
- **Factor investing**

### MAY
- **UK**
  - Equities
- **Emerging Market Equities**
- **Europe Outlook**
- **Top 400 Asset Managers**

### JUNE
- **Nordic Region**
  - Fixed income/credit
- **US Equities**
- **Securities & Investment Services**

### JULY/AUGUST
- **Italy**
  - Emerging markets focus
- **Currency**
- **China**
- **Commodities**

### SEPTEMBER
- **Netherlands**
  - Equities
- **Small & Mid Cap Equities**
- **Top 1000 Pension Funds**

### OCTOBER
- **France**
  - Emerging Market Debt
- **Emerging Market Debt**
- **ETFs**
- **Fees & cost reporting**

### NOVEMBER
- **Switzerland**
  - Alternatives
- **Private Equity**
- **ESG**
- **Management & Outsourcing**

### DECEMBER
- **Nordic Region**
  - Equities
- **Global Equities**
- **Prospects for 2021**

### JANUARY 2021
- **CEE**
  - Fixed income/credit
- **Investment Grade Credit**

---

*IPE Pensions Market Survey. Asset managers wishing to participate in any IPE surveys should contact dominic.gane@ipe.com*
### Publishing Schedule 2020

<table>
<thead>
<tr>
<th></th>
<th>COPY DATE FOR SPONSORED COMMENTARY</th>
<th>COPY DATE FOR ADVERTISEMENTS</th>
<th>PUBLISHING DATE</th>
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<td><strong>2020</strong></td>
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<tr>
<td>January</td>
<td>29 November 2019</td>
<td>6 December 2019</td>
<td>2 January</td>
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<tr>
<td>February</td>
<td>3 January</td>
<td>10 January</td>
<td>3 February</td>
</tr>
<tr>
<td>March</td>
<td>31 January</td>
<td>7 February</td>
<td>2 March</td>
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<td>April</td>
<td>28 February</td>
<td>6 March</td>
<td>1 April</td>
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<tr>
<td>May</td>
<td>3 April</td>
<td>10 April</td>
<td>1 May</td>
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<tr>
<td>June</td>
<td>1 May</td>
<td>8 May</td>
<td>1 June</td>
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<tr>
<td>July/August</td>
<td>5 June</td>
<td>12 June</td>
<td>3 July</td>
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<tr>
<td>September</td>
<td>31 July</td>
<td>7 August</td>
<td>31 August</td>
</tr>
<tr>
<td>October</td>
<td>4 September</td>
<td>11 September</td>
<td>1 October</td>
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<tr>
<td>November</td>
<td>2 October</td>
<td>9 October</td>
<td>2 November</td>
</tr>
<tr>
<td>December</td>
<td>30 October</td>
<td>6 November</td>
<td>1 December</td>
</tr>
<tr>
<td><strong>2021</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>January</td>
<td>27 November 2020</td>
<td>4 December 2020</td>
<td>30 December</td>
</tr>
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### Mechanical Data 2020

<table>
<thead>
<tr>
<th></th>
<th>HEIGHT</th>
<th>WIDTH</th>
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</thead>
<tbody>
<tr>
<td>Double page spread - trim</td>
<td>335</td>
<td>490</td>
</tr>
<tr>
<td>Double page spread - bleed</td>
<td>345</td>
<td>500</td>
</tr>
<tr>
<td>Full page - trim</td>
<td>335</td>
<td>245</td>
</tr>
<tr>
<td>Full page - bleed</td>
<td>345</td>
<td>255</td>
</tr>
<tr>
<td>Junior page</td>
<td>212</td>
<td>148</td>
</tr>
<tr>
<td>Half page - horizontal</td>
<td>140</td>
<td>210</td>
</tr>
<tr>
<td>Half page - vertical</td>
<td>290</td>
<td>100</td>
</tr>
<tr>
<td>Quarter page - strip</td>
<td>65</td>
<td>210</td>
</tr>
<tr>
<td>Quarter page - box</td>
<td>140</td>
<td>100</td>
</tr>
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</table>

Advertising material to be provided as a press optimised PDF file. Please add crop marks indicating trim and bleed and make sure all files are CMYK and pictures are 300dpi.

### Advertisement Rate Card 2020

<table>
<thead>
<tr>
<th>RATE</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full page, Run of magazine</td>
<td>10,750</td>
</tr>
<tr>
<td>Full page, Page 4 or 6</td>
<td>11,500</td>
</tr>
<tr>
<td>Full page, First RHP page 9</td>
<td>11,500</td>
</tr>
<tr>
<td>Junior page</td>
<td>6,950</td>
</tr>
<tr>
<td>Half page</td>
<td>6,500</td>
</tr>
<tr>
<td>Quarter page</td>
<td>4,250</td>
</tr>
<tr>
<td>Double page spread</td>
<td>21,500</td>
</tr>
<tr>
<td>Half page spread</td>
<td>12,500</td>
</tr>
<tr>
<td>Guaranteed Position</td>
<td>+15%</td>
</tr>
<tr>
<td>Outside back cover</td>
<td>13,950</td>
</tr>
<tr>
<td>Inside front cover</td>
<td>12,750</td>
</tr>
<tr>
<td>Inside back cover</td>
<td>11,500</td>
</tr>
</tbody>
</table>

**MULTIPLE INSERTION DISCOUNTS**  
3+ 10%  6+ 15%  9+ 20%

+VAT where applicable  Note: IPE reserves the right to update the rate card in line with fluctuations in the international currency markets.

Notice for cancellation not less than one month prior to copy date. We reserve the right to invoice for orders cancelled within this period.
IPE.com enables asset managers and other service providers to reach pension funds via creative advertising opportunities, thought leadership and content marketing, webcasts for lead generation and email newsletter advertising.

**Daily news email statistics**

- **91,900** Average monthly unique users
- **14,025** Average users visiting four or more times per month
- **239,000** average monthly page views

**Usage by device**

- **73%** Desktop
- **27%** Mobile/tablet

**IPE.com geographical breakdown**

- United Kingdom: 38%
- Continental Europe: 24%
- US and Canada: 18%
- Asia: 16%
- Rest of World: 4%

*Source: Google Analytics 2019*
Unlimited content uploads that will help to showcase your expertise and thought leadership.

- Promote your expertise with unlimited uploads of your white papers, research reports, videos;
- Reach IPE’s industry-leading database of pension funds and other institutional investors;
- Creative email campaigns.

You provide the content, we do everything else

- We upload and classify your content and build your profile for your sign-off
- Your fully searchable online profile includes:
  - Company overview, key data, bios of your key people, video promotion;
  - Key investment strategies, white papers, research reports, videos.

Hub user statistics

<table>
<thead>
<tr>
<th>Average monthly regular users:</th>
<th>Average monthly unique users:</th>
<th>Recipients of the weekly IPE Reference Hub Digest email: (Investors only)</th>
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</thead>
<tbody>
<tr>
<td>2,971</td>
<td>17,058</td>
<td>16,050</td>
</tr>
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</table>
A GLOBAL PUBLICATION

IPE Real Assets is the leading information resource for the global institutional real assets investment industry.

IPE Real Assets is the leading information resource for the institutional real assets investment industry. Through print publications, online media and events it delivers critical intelligence, data and analysis of global property markets and institutional investors.

The magazine has widened its remit in recent years to cover the burgeoning real assets markets, reflecting a similar shift among institutional investors. We apply the same approach to these markets, whether infrastructure, agriculture, forestry or alternative property types like healthcare and social housing.

IPE Real Assets magazine is delivered to the top decision-makers and asset allocators at pension funds and other institutional investors, including heads of real estate, chief investment officers and consultants.

realassets.ipe.com provides cutting edge daily news on a global basis to a global audience.

Editorial Calendar 2020

<table>
<thead>
<tr>
<th>Month</th>
<th>Investors &amp; Fund Managers</th>
<th>Macro Themes</th>
<th>Markets &amp; Sectors</th>
<th>Funds &amp; Strategies</th>
<th>Geographic Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>JAN/FEB</td>
<td>Top 100 Real estate managers</td>
<td>Aircraft, Shipping</td>
<td>ESG</td>
<td>Infrastructure debt</td>
<td>Lisbon</td>
</tr>
<tr>
<td>MARCH/APRIL</td>
<td>Top 100 Global Real Estate Investor Issue</td>
<td>Timber, Agriculture</td>
<td>Technology</td>
<td>Core real estate</td>
<td>China</td>
</tr>
<tr>
<td>MAY/JUNE</td>
<td>Top 75 Global Infrastructure Manager Issue</td>
<td>Top 100 real estate investors</td>
<td>Life sciences</td>
<td>Value-add real estate</td>
<td>CEE</td>
</tr>
<tr>
<td>SEP/OCT</td>
<td>Expo Real &amp; Top 100 Global Infrastructure Investor Issue</td>
<td>Top 75 infrastructure managers</td>
<td>Consumer trends</td>
<td>Infrastructure equity</td>
<td>Germany</td>
</tr>
<tr>
<td>NOV/DEC</td>
<td>Top 100 RE Investment Manager Issue</td>
<td>Top 100 real estate managers</td>
<td>Employment</td>
<td>Opportunistic real estate</td>
<td></td>
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</table>

IPE International Publishers Ltd. www.ipe.com
REIM REFERENCE GUIDE

In Print
The REIM Guide is mailed to a circulation of 8,219 with additional copies distributed at key industry events. Present your company information across a double-page spread in the regions where you invest. The Guide is divided into four regions: Europe, Asia Pacific, North America and Latin America.

Online
The IPE Reference Hub enables your firm to engage with over 15,000 institutional investors. An investment manager profile on the IPE Reference Hub is a versatile branding and content marketing tool that provides scope and flexibility.

Now in its 16th year, the IPE Real Estate Global Conference & Awards has become the premier event of its kind for institutional investors. The Conference is a forum for investors examining the key issues they face. The evening Awards Ceremony recognises and rewards best practice, outstanding performance and innovation within the real estate sector. In 2020, this premier level event will take place at the Villa Hotel in Copenhagen on Thursday 14 May.

REAL ASSETS & INFRASTRUCTURE CONFERENCE

IPE’s Real Assets and Infrastructure Investment Strategies Conference in Amsterdam on 24 September 2020 will explore these fast growing asset classes. This event will bring together investment decision makers at global pension funds, experts from the asset management community, leading consultants and academics.

An exciting high-level informal marketing and networking opportunity with decision makers at pension funds and other institutional investors in selected key European cities.

Copenhagen Tuesday 28 January
Amsterdam Wednesday 29 January
Munich Thursday 30 January
Overview

- IPE Webcasts enable asset managers to speak directly to prospects to showcase their expertise and thought leadership and help them to convert engaged viewers into customers.
- IPE Webcasts are one of the most effective tools for lead generation of potential institutional clients for asset managers.

Simple and measurable

- Your Webcast subscriber details (including job title, phone number and email address) are delivered to you post event in a fully documented activity report.
- Your audience is interested and engages with your message only.
- Our unparalleled access to investors gets you directly to your market.
- You will have the opportunity to vet registrations.
- Webcasts have a long shelf life: a recording is stored permanently.

You decide the subject matter and the speaker, we do the rest!

- We appoint an independent moderator who works with your speaker or speakers to chair the event including managing the Q&A.
- We also offer rehearsals to prepare your speaker or speakers and ensure the smooth running of the webinar.
- We are responsible for marketing your webinar and for capturing registered subscribe details.
- On request we can invite your wish-list of names to attend the webinar.
- Each webinar is streamed live with your branding, the speaker’s photograph, the facility to support the webinar with slides and to ask pre-agreed questions of the audience.
- The audience has the opportunity to ask questions by emailing the moderator, which the speaker can answer live.
- Full technical support is provided throughout.

IPE typically runs:

15-18 webcast events per year

250-450 registrations per webcast

IPE has successfully run:

120+ webcasts since 2010
# Digital advertising rates and specifications 2020

## IPE.com rates | GBP per cpm | cost per thousand impressions £

<table>
<thead>
<tr>
<th>Digital Ad Format</th>
<th>Rate</th>
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<tbody>
<tr>
<td>Run of site Leaderboard and MPU</td>
<td>£75 cpm</td>
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<tr>
<td>Half page MPU and expandable MPU and leader board</td>
<td>£95 cpm</td>
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<tr>
<td>Floor Ad</td>
<td>£120 cpm</td>
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<tr>
<td>Site takeover (inc x1 email promotion)</td>
<td>£10,000 per day</td>
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## IPE.com | Technical specifications

<table>
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<tr>
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<tr>
<td>Floor Ad</td>
<td>728 x 90</td>
</tr>
<tr>
<td>MPU</td>
<td>300 x 250</td>
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<tr>
<td>Half page MPU</td>
<td>300 x 600</td>
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<tr>
<td>Expandable MPU</td>
<td>300 x 250 (must expand to left 600 x 250)</td>
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<tr>
<td>Expandable Leaderboard</td>
<td>728 x 90 (must expand down to 728 x 180)</td>
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## IPE Daily Email Newsletter Advertising

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<th>Sponsored message</th>
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<td>Per daily email</td>
<td>£1,500</td>
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<tr>
<td>For 5 days of emails (not consecutive)</td>
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</table>

## IPE newsletter | Technical specifications

<table>
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<tr>
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<tr>
<td>Per daily email</td>
<td>£750</td>
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<tr>
<td>For 5 days of emails (not consecutive)</td>
<td>£3,000</td>
</tr>
<tr>
<td>For 20 days of emails (not consecutive)</td>
<td>£12,000</td>
</tr>
</tbody>
</table>

## Webcast

Each webcast includes pre event marketing, event hosting and a file of all attendee contact details £16,500 per webcast

+VAT where applicable

## Reference Hub

For a package of an annual digital profile, unlimited content hosting and multiple email promotions of your content across a range of IPE email services. Prices range from £9,840 p.a. to £15,000 p.a. depending on the volume of email promotion of your content.
Increase your visibility in your target market with this important print guide

A double page spread of company information will be delivered to the readership of IPE magazine, which includes over 6,000 senior pension fund executives.

A double page spread for your company profile, consisting of:

- Company name & logo
- Overview
- Investment process & research
- Strategies & products
- Key Data
- Key People
- Locations

Cost per print profile: £3,750
For German-speaking institutional investors

IPE’s business in the D.A.CH region continues to develop through IPE D.A.CH, our Munich-based subsidiary, through business breakfasts, a directory of asset managers active in the region, an annual survey of investor needs in the region and an annual yearbook rounding up developments in the institutional investment industry in the German speaking countries.

**Asset Management Guide**
IPE D.A.CH Asset Management Guide provides detailed profiles of over 100 asset managers active in the D.A.CH market. The Guide is distributed to over 4,700 institutional investors in the Germanspeaking region. The guide is available as a searchable online tool which can be updated any time. Published in January.

**Survey of German Institutional Investors**
The annual survey of over 120 German investors with a combined €600bn of AuM is a study of what respondents are thinking about their strategies, asset allocation, as well as their asset managers and consultants. Published in May.

**Asset Management Yearbook**
This established German language publication reports on the trends in the German institutional market, with analysis of a detailed survey of pension funds and other investors in Germany. Published in June.

**Institutional Asset Class Focus**
Published quarterly, this new publication will focus on a specific asset class and will be tailored specifically for investors in the D.A.CH region.

**Business breakfasts**
Series of educational and networking events on specific topics, held throughout the year for local investors in four German cities.
The most important event for European pension funds, other institutional investors and their service providers

Now in its 20th year, the IPE Annual Conference is a well established fixture in the European pensions calendar. Top-level international speakers with a background in politics, academia and industry practice make this event the leading international forum for discussion of the key trends and issues facing pension funds and other institutional investors.

The Awards Dinner and Ceremony recognises and rewards best practice and innovation among Europe’s diverse pensions providers, and the contribution of leading industry figures. Each year close to 700 senior professionals from across the industry join us for this key event.

Why do pension funds and other institutional investors attend the IPE Awards?

- Rich, top level content
- Topical panel discussions
- Top international speakers
- Networking with other senior professionals at the Conference and at the Awards Dinner
- Recognition of the bar-raising achievements of a diverse range of pension funds from across Europe
- Celebration of excellence by creating a meaningful and broad set of benchmarks
- A rigorous and independent judging process

Unique sales and marketing opportunities

This event affords multiple opportunities to reach and influence the key players in the industry across print, online and at the event itself, with a particular focus on fulfilling the following marketing objectives:

- arrange high-level introductions, meetings & networking
- increase brand awareness
- promote brand positioning & association with specific topics
- showcase your expertise
- generate qualified leads
- deepen your market research and intelligence
Rich, top-level content
Top International Speakers

At the Conference...

Networking with other senior professionals

At the Awards Dinner...

Recognition of achievement

Celebration of excellence

To request a brochure with full details of the IPE Conference & Awards and discuss sponsorship opportunities please contact Ben Pritchett-Brown on +44 20 3465 9315 or email ben.pritchett-brown@ipe.com.
IPE’s 2020 events calendar is available on request

Regional & subject-specific events

- **Seminar and Half-Day Conference Series**
  
  With each seminar focusing on a specific theme or topic, these series visit different cities across Europe bi-annually, providing pension funds and other local institutional investors with insight and advice as well as a forum for informal discussion.

- **IPE In Iceland**
  
  IPE In Iceland is a unique one-day forum for senior Icelandic pension fund investors, aiming to examine global diversification opportunities in Iceland’s post-capital controls environment.

- **IPE Real Assets & Infrastructure Conference**
  
  The IPE Real Assets & Infrastructure Investment Strategies conference is a specialist event for European pension funds and their service providers to discuss real asset and infrastructure.

- **IPE Real Assets Half-Day Seminar Series**
  
  IPE Real Assets half-day seminars visit different cities across Europe annually and are targeted, niche, educational events designed to provide valuable insight for local pension funds and other institutional investors as well as a forum for informal discussion.

- **IPE Equities Conference**
  
  IPE’s equities focused conference targets an audience of senior investment leaders at pension plans in Europe and beyond, covering the latest topics surrounding equities investment.

For more detailed information on all the IPE events please visit: [ipe.com/events](https://ipe.com/events)
IPE Quest is an online asset manager search facility connecting investors with asset managers. It is used by asset owners to place before asset managers either a Search (RFI/RFP) or Discovery (pre-RFI). Over 2,000 asset managers located worldwide are alerted of the request.

Key Features: **Asset owners**
- Bespoke service for asset owner RFPs, RFIs and pre-RFI research
- Guaranteed anonymity
- Discover over 2,000 vetted global managers of any size and asset class
- Prepare research with collated and comparable data
- Service is free of charge for asset owners; managers pay a fee to respond to your request

Key Features: **Asset managers**
- Receive alerts of new, fully vetted RFPs, RFIs and pre-RFI research on all asset classes
- Respond to requests on a level playing field
- Opportunity to put your firm forward in front of key decision makers at asset owners
- Service is free to register and receive alerts; managers pay a fee to respond to a request

### Searches & discoveries placed on IPE Quest

<table>
<thead>
<tr>
<th>Searches</th>
<th>Discoveries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Switzerland Equities</td>
<td>Global Developed Markets Infrastructure</td>
</tr>
<tr>
<td>Global Equity Smart Beta</td>
<td>Latin America Real Estate</td>
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<td>OECD Infrastructure</td>
<td>Frontier Markets Equities</td>
</tr>
<tr>
<td>USA All/Large Cap</td>
<td>Emerging Markets All/Large Cap Equities</td>
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<tr>
<td>Global Convertibles</td>
<td>Europe Office Real Estate</td>
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<td>Australia Equities</td>
<td>Europe Residential Real Estate</td>
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<td>Emerging Markets All/Large Cap Equities</td>
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<tr>
<td>Global Liquid Alternatives</td>
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</table>

- **Searches**
  - CHF100m+
  - $50–100m
  - €20m
  - $500m+
  - $20m
  - AUD100m+
  - €200m
  - €100m
- **Discoveries**
  - Global Developed Markets Infrastructure
  - Latin America Real Estate
  - Frontier Markets Equities
  - Emerging Markets All/Large Cap Equities
  - Europe Office Real Estate
  - Europe Residential Real Estate

Over 1,000 mandates placed since 1999
A significant growth in direct lending has helped boost the private equity market, especially in emerging markets. Asset-liability management has played a crucial role in the performance of defined benefit pension schemes. Equity fundraising backed by strong market conditions has been a key driver of the private equity market's growth.

However, deal sourcing poses significant challenges. In the current low-interest-rate environment, traditional investment approaches may not be as effective as they were in the past. Investors are increasingly looking for strategies that can offer superior returns to public markets. One such strategy is the use of low-volatility strategies, such as those offered by MSCI's low-vol indices, which can provide a hedge against market volatility.

The rise of closing the damage gap in infrastructure projects has also contributed to the growth of private equity. Public-private partnerships (PPP) have become increasingly popular as a way to finance large-scale projects, especially in the transport and healthcare sectors. The PPPs offer investors a steady stream of income, which can be a attractive in a low-interest-rate environment.

In the coming years, the private equity market is expected to continue to grow, driven by a combination of factors, including the aging population, rising demand for infrastructure, and the need for innovation in healthcare and technology. However, investors must be aware of the risks associated with private equity, including regulatory changes and geopolitical risks, and have a clear investment strategy in place to manage these risks.

Investors can achieve the best results by working with a diversified team of investment professionals who have experience in various sectors and can offer insights into the latest trends and market conditions. It is also important to have a clear exit strategy in place to ensure that investments are made with the intention of achieving a positive return. By taking a disciplined and strategic approach to investing, investors can capitalise on the opportunities presented by the private equity market.