

German institutions target secondaries

GREENPARK CAPITAL AND Unigestion have released findings of a new report on the appetite for secondaries funds amongst German institutional investors. It highlights a 25% increase in private equity commitments from German institutions since 2003, with 7% allocated to secondaries funds. This is more than double the global average (3%), according to the report. The study, conducted by Prof Dr Stefan Jugel from the Wiesbadener Private Equity Institut, also reflects a growing interest in this niche investment area, with 62% of existing institutional investors in Germany intending to invest in secondaries going forward. Secondaries are regarded by these groups as an important portfolio management instrument. Joanna Jordon at Greenpark Capital commented: 'The characteristics cited as being important when considering a sale to a secondaries manager, namely discretion, being able to achieve a fair consideration for assets and the ability to structure complex transactions, show a high level of sophistication among German institutional investors.' (page 14)

Greenpark Capital and Unigestion release new secondaries report

GREENPARK CAPITAL AND Unigestion have released a research report into private equity commitments through dedicated secondaries funds. The report shows that German institutional investors have raised their allocation to private equity funds by 25% since 2003, with 7% of their allocation now going to secondaries funds, against a global average of 3%. The report also discovered that 62% of German institutional investors intend to invest in secondaries going forward, with 27% of respondents citing impressive returns and 23% citing risk diversification portfolios as the key reasons for investing. The report was conducted by Professor Stefan Jugel from the Wiesbadener Private Equity Institut in Germany.