

Welcome to the latest edition of Hedge Fund Spotlight, the monthly newsletter from Preqin providing insights into hedge fund investors. Hedge Fund Spotlight uses information from our online product Hedge Investor Profiles

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Hedge Fund Spotlight

August 2011

Feature

The Institutional Investor in 2011

With nearly one-third of institutional investors in hedge funds looking to invest in additional vehicles over the next 12 months, it is more important than ever to understand the current make-up and preferences of the hedge fund investor universe.

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News Exclusives

Institutional Investor News

Each month Preqin's analysts speak to hundreds of investors from around the world, uncovering vital, exclusive intelligence on hedge fund investment plans. This month's News Exclusives features important updates on Milwaukee-based Marquette University and Texas County and District Retirement System, amongst others.

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Fundraising Assignment

Long / Short Equity

We evaluate institutional investor appetite for an Asia-based team marketing a long/short equity fund with \$800 million in assets under management and a track record of five years. [Page 8.](#)

The Facts

What does the investor landscape look like in each region? Which investors are most interested in each fund strategy? Which fund strategies are most sought after by each group of investors? This month, The Facts examines:

- The US investor landscape [Page 10.](#)
- Banks that invest in hedge funds [Page 11.](#)
- Conferences - Details of upcoming hedge fund conferences from around the world [Page 12.](#)

Data



You can download all the data in this month's Spotlight in Excel

Wherever you see this symbol, the data is available for free download on Excel. Just click on the symbol and your download will begin automatically. Feel free to use the data in any presentations, but please remember to cite Preqin as your source.



The Institutional Investor in 2011

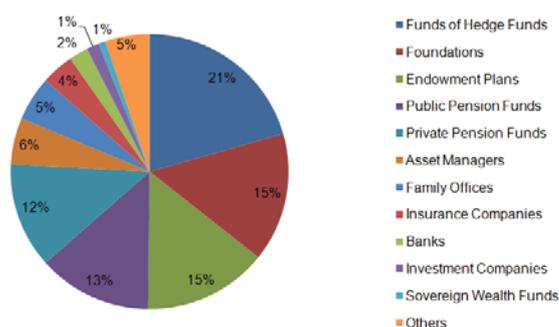
As the hedge fund industry has evolved, so too has the investor universe. [Graeme Terry](#) uncovers the current make-up of institutional investors in hedge funds.

Since Preqin launched its first institutional investor service back in 2003 there have been many changes in the alternative assets industry as a result of investments such as hedge funds becoming more “mainstream” than “alternative” within institutional portfolios. With a new institutional audience the hedge fund industry has rapidly evolved to meet the demands of a more stringent and demanding investor base. Even more changes are expected over the next few years as the industry continues to grow and adapt following the financial crisis.

Preqin’s [Hedge Fund Investor Profiles](#) database tracks over 2,850 institutions active in hedge funds. The ever-changing financial landscape has led to rapidly evolving requirements amongst institutional investors, and many new investors have made their first investments in hedge funds over the last 12 months. Tapping into this flow of new money is vital for hedge fund managers aiming to grow their funds.

Confidence has returned to the industry following the financial crisis and investors now view hedge funds as an effective way of diversifying their portfolios. However, the effects of the crisis can still be observed; many investors now have more stringent guidelines in terms of manager criteria, fees, lock-up periods and transparency. Fig. 1 shows the breakdown of the institutional investor universe as it stands at the third quarter of 2011. In this article we will examine all of the major investor groups in more detail and analyze how their investments have changed over the last five years.

Fig. 1: Breakdown of Institutional Investor Universe by Type



Source: Preqin

Funds of Hedge Funds

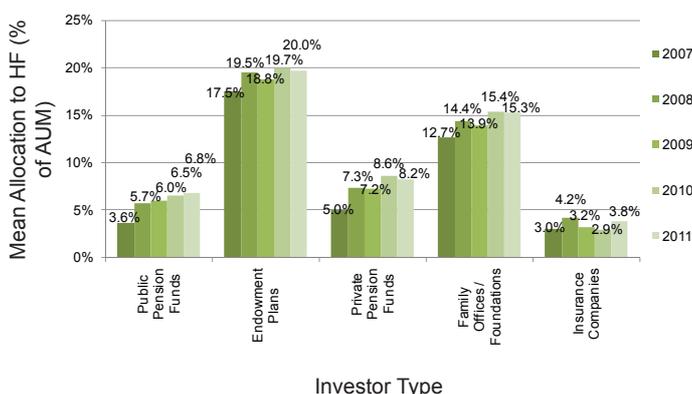
Funds of hedge funds are proportionally the largest group of investors in hedge funds, representing just over a fifth of all investors on the Preqin database. Funds of funds suffered during the financial crisis, and in the subsequent two years outflows still outweighed inflows. However, recovery is now in full swing as a result of the many changes that funds of funds have undergone. Following a number of fund closures and mergers in the immediate aftermath of the financial crisis, the number of fund of hedge funds managers is once again increasing.

There has been plenty of activity in this area since the turn of the year and this trend is expected to continue over the next 12 months into 2012. Fund of funds managers are both launching new vehicles and growing the size of their existing portfolios following fresh inflows. SAIL Advisors and Parker Global Strategies have both announced plans to launch further fund of hedge funds vehicles this year. Princeton Futures, Casteel Capital, Clariden Leu and Blue Rock Advisors are adding funds to their existing fund of funds vehicles. Funds of hedge funds continue to be an important source of capital for emerging managers and there continues to be an upsurge in managers awarding seed capital, continuing a trend from 2010. For instance, New York-based Old Greenwich Capital Partners is currently looking for seeding opportunities with a particular focus on African funds.

Endowment Plans

Endowment plans form 14.5% of all investors on the Preqin database and continue to be one of the main sources of institutional investment in hedge funds. Typically these are long-term, return-

Fig. 2: Mean Allocation to Hedge Funds by Investor Type, 2007 to 2011 YTD



Source: Preqin



driven investors, and over the past 10 years they have been fundamental in shaping the institutional universe. Endowments that invest in hedge funds are almost equally split between those that invest directly through single managers, those that invest through funds of hedge funds, and those that invest via a mixture of the two methods. Funds of hedge funds are typically favoured by smaller endowment plans without the necessary resources to carry out extensive research into a sufficient number of single managers to form a portfolio. The majority of larger endowment plans, such as Case Western Reserve University Endowment and Purdue University Endowment, now tend to make all of their investments directly through single managers. Overall, the general trend suggests that many endowments, such as Marquette University Endowment, are looking to move more towards direct investment.

The current mean hedge fund allocation of endowment plans is 19.7%, and in general endowments' allocations to hedge funds have remained relatively static over the past four years, having stabilized within the 18-20% bracket. Despite the mean target allocation of endowments (19.6%) being roughly equivalent to the mean current allocation, many endowments intend to make fresh investment in hedge funds on an opportunistic basis over the next 12 months as a result of natural turnover within their portfolios. For instance, Carleton College is among those actively looking for a new investment as it seeks to fulfil its mandate for a new long/short fund. Endowments tend to have a long-term view to investment and as such are typically willing to accept funds with longer lock-up periods than other institutional investor types (Fig. 4). However, the mean lock-up period they accept has been gradually decreasing since 2008, and it appears that endowments are starting to look for funds that lock capital away for shorter periods following the liquidity crunch in 2008.

Public Pension Funds

Public pension funds represent just over 13% of all investors on the Preqin database and are an established group of investors within the institutional universe. The mean allocation to hedge

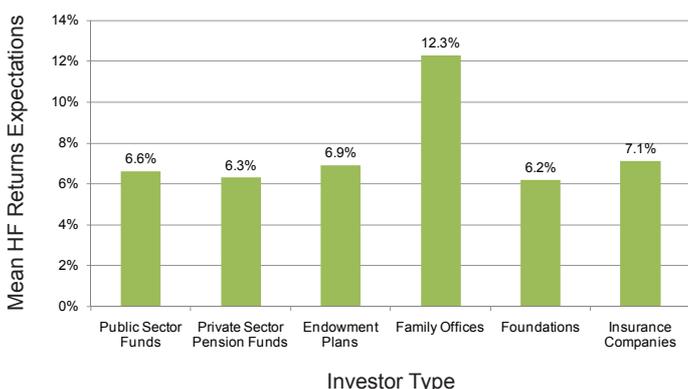
funds of this group of investors has been steadily growing over the past few years and currently stands at 6.8%. A number of public pension funds have made or plan to make their first investments in hedge funds during the course of 2011. These include the Danish pension scheme ATP Lifelong Pension, which is looking for external managers for the first time.

The mean target allocation of public pension funds currently stands at 7.7%, higher than their current mean actual allocation, and as a result these investors are likely to continue to be active over the next 12 months. Allocations amongst public pension funds have been steadily growing as they have gained confidence in the ability of hedge funds to help diversify their portfolios and produce consistent positive returns. More public pension funds are expected to begin investing in hedge funds over the next 12 months, with the City of London Corporation Fund amongst those that are actively considering entering the asset class for the first time.

The increased activity amongst this investor group is highlighted by New Jersey State Investment Council, which has already committed more than \$700 million to hedge fund investments in 2011 and is planning further investments over the next 12 months as it implements its plan to increase its hedge fund allocation from 5.3% of total assets to 10% by the end of 2012.

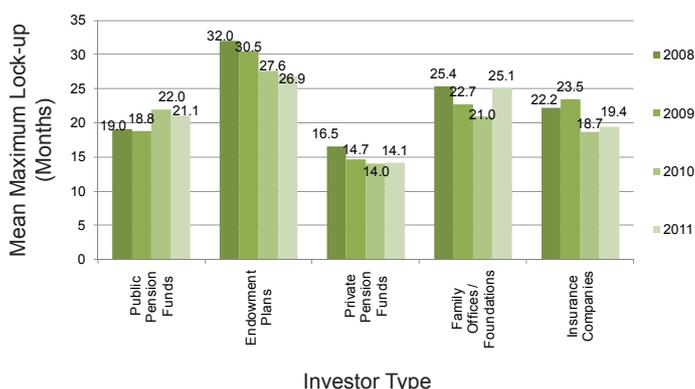
In terms of structural preferences, there has been a revival for funds of hedge funds, with 62% of public pension funds now investing solely through funds of funds (up from 53% in 2010). This reversal of the movement towards direct investment over the past few years by public pension funds is driven by the large number of public pension funds that have made their first investment in the asset class over past 18-24 months (Fig. 6). The majority of new investors prefer to access the asset class initially through funds of hedge funds due to their smaller investment sizes and relative lack of knowledge of the asset class.

Fig. 3: Mean Hedge Fund Returns Expectations by Investor Type



Source: Preqin

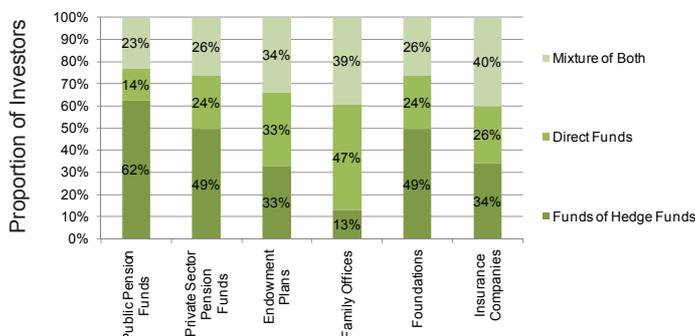
Fig. 4: Mean Maximum Lock-up Period Accepted - 2008 to 2011 YTD



Source: Preqin



Fig. 5: Hedge Fund Portfolio Composition (Direct Funds, Funds of Funds, Mixture of Both)



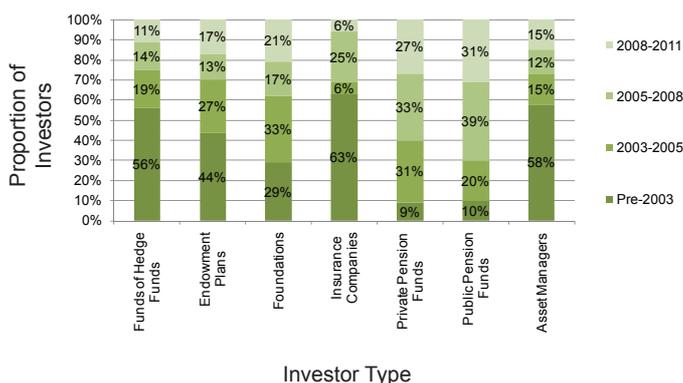
Source: Preqin

Private Sector Pension Funds

Private pension funds are also an important contributor to institutional investment in hedge funds. Their significance in the sector has been growing over the last few years, although their mean allocation has dropped slightly in the past year to 8.2% (down from 8.6% in 2010). However, the current mean target allocation amongst private pension funds is 9%, suggesting that a number of these investors are still looking to increase their level of investment in this area. This is positive news for the hedge fund industry following 2010, when there was some evidence that private sector pension funds had concerns with the asset class and many were putting investment in hedge funds on hold or completely redeeming portfolios.

Many private pension funds are planning to increase exposure to hedge funds in 2011 and 2012; one example is the Irish ESB Pension Fund's announcement of plans to invest with up to five hedge fund managers over the next 12 months. Other private pension funds, such as the QinetiQ Group Pension Fund, are considering making their first hedge fund investments. A noticeable shift towards direct investment amongst this group of investors is continuing, with 24% now making all of their hedge

Fig. 6: Year of First Hedge Fund Investment by Investor Type



Source: Preqin

fund investments directly through single managers (up from 20% in 2010).

Family Offices/Foundations

For historical comparison purposes family offices and foundations have been grouped together in Fig. 2. Foundations are increasing their allocations to hedge funds and currently invest, on average, 15.5% of their total assets in the asset class. Their mean target allocation is 16.5%, which suggests a number of foundations are looking to expand their hedge fund portfolios. The W.K. Kellogg Foundation is seeking to increase its hedge fund allocation from 6% to 8% over the next 12 months and is likely to target investments with two new managers. Despite this, a number of smaller foundations have concerns with the industry, and the Oklahoma United Methodist Foundation and the North Penn Community Health Foundation have both decided recently to redeem their hedge fund investments altogether.

The majority of foundations still prefer to invest through funds of hedge funds – 49% invest solely through this strategy while a further 24% will invest both directly and through funds of hedge funds – and this is particularly true for smaller foundations that do not have the necessary resources to carry out extensive research into potential managers. These investors are also more likely to invest with established managers with a strong track record. Both family offices and foundations invest in a similar manner to endowments in that they have a long-term investment outlook and as such will typically accept longer lock-up periods.

Family offices remain an important part of the institutional investor make-up and currently they have a mean allocation of 13.3% and a mean target allocation of 18.8%. This suggests these investors are likely to be very active over the next 12 months; many family offices invest continuously on an opportunistic basis. Swiss family office Lemustrust recently revealed plans to seek up to three new hedge managers over the course of the next year. The majority of family offices prefer to invest in hedge funds directly, with 87% including direct investments in their portfolio, as these investments are typically more liquid than funds of hedge funds. Family offices have the highest average target returns of all investor types tracked by Preqin.

Insurance Companies

Insurance companies represent less than 4% of all investors on Preqin's Hedge Fund Investor Profiles database and currently have a mean hedge fund allocation of 3.8%. Despite this relatively small allocation in percentage terms, the amount of capital this represents is significant, due to the relatively larger size of these insurance companies to other groups of institutional investors. The mean allocation amongst this group of investors has shown a 32% increase from 2010 when the mean average allocation stood at 2.9%. Consequently insurance company allocations have now almost reached the same levels they were at before the financial crisis. Taking into account the mean target allocation amongst this group, 4.6%, capital inflows from insurance companies are likely to grow even further over the next year.



Outlook

The evidence suggests that institutional interest in hedge funds is continuing to grow, with most groups of investors intending to increase their target exposure to these funds over the short- to mid-term. The industry is still going through many changes and the outlook in 2011 and 2012 is positive for both single managers and fund of hedge funds managers alike, following a revival in the interest shown in multi-manager firms as a result of wide-scale changes in that sector of the hedge fund management industry. Hedge funds have had to change rapidly over the last few years in order to meet the increased demands from the institutional universe and to recoup the confidence lost following the poor performance, fund gating and scandals of 2008.

As reported in last month's Spotlight, one-third of institutional investors have plans to make further investments in hedge funds over the next year, and the actual number of firms making investments may turn out to be even higher as new investors continue to enter the sector all the time. Using Preqin's database of over 2,800 institutional investors in hedge funds, we have estimated that there could be almost \$200 billion in available institutional capital earmarked for investment in hedge funds. The institutional investor universe is clearly diverse with many different groups of investors each with their own appetite for risk and return. In order to successfully navigate the institutional

marketplace, managers will need to understand the objectives and demands of each group in order to promote their fund in the most successful way.

Data Source:

Hedge Fund Investor Profiles represents an invaluable source of intelligence to hedge fund managers and industry professionals, featuring profiles for over 2,850 hedge fund investors.

For more information on how Hedge Fund Investor Profiles can help you, or to arrange a demo, please visit:

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- Emerging Markets, Newly Developed // Kristof Bulkai, Fund Manager at Thames River Capital
- The role of alternative UCITS products - are on-shore funds replacing traditional hedge funds? // Cyril Delamare, CEO & Head of Global Distribution of ML Capital
- Active Management & Effective Risk Controls in UCITS III Funds // Christophe Reece, Chairman & CEO of Reece AiM Group SA
- Market neutral and uncorrelated returns with option strategies (presentation in German language) // Robert Beer, CEO of Robert Beer Investment
- Perceived Signs of Success - What are the signs whereby investors think they will recognize successful hedge funds manager? First results of an empirical study based on social studies of finance // Prof. Dr. Bernd Ankenbrand, Karlshochschule International University
- Panel Discussion: "Due Dilligence: what are the real risks of UCITS alternative funds?"
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News Exclusives

Claire Wilson rounds up the latest headlines, based upon intelligence gathered by Preqin analysts. Preqin Online subscribers can click on the investor name to view the full profiles.

Endowments Plan Hedge Fund Increases

A couple of endowments have announced plans to increase their hedge fund allocations in the past month.

Milwaukee-based [Marquette University Endowment](#), which currently has 25% of its AUM invested in hedge funds, is to commit a further 5% to the asset class. It hopes to add further direct investments to its portfolio which currently consists of both single-manager vehicles and two funds of hedge funds. The endowment has a preference for equity managers and prefers to invest via managed accounts.

[Bryn Mawr College Endowment](#), meanwhile, is increasing its allocation to 25% from its current level of 22%. Although the endowment will invest more capital in the asset class, it is looking to reduce the number of manager relationships in order to develop a more concentrated portfolio. It plans to allocate more capital to existing fund managers and may also commit to a global, emerging markets-focused fund.

Everything Is Bigger in Texas – Including Investment in Hedge Funds

[Texas County and District Retirement System](#) has taken steps towards meeting its target allocation to hedge fund investment by committing more capital to the asset class.

The \$18.2bn pension plan invested \$1bn across 20 hedge funds of various strategies as part of its plan to increase its allocation to 20% of total AUM. It also committed \$50mn to MKP Structured Credit Strategies, and made five new allocations as part of a separate distressed debt portfolio.

First Step into Single-Manager Hedge Funds

Change has been the order of the day for [Hyams Foundation](#), which has announced it will include a single-manager fund for the first time as part of its drive to increase its level of hedge fund investment.

The Boston-based foundation has 20% of AUM invested in the asset class and all of its holdings are currently in funds of hedge funds.

Long/Short Equity Funds Attract Investors

Long/short equity hedge funds are proving popular amongst investors in recent weeks, with a few key investors announcing plans to increase their exposure to the strategy.

The \$500mn [Sire Management Partners](#) is to add a number of these funds to its portfolio over the next 12 months. The New York-based multi-manager does not have any track record or AUM requirements, although it generally avoids investment with spin-off teams.

[Clariden Leu](#) is also looking to commit to both long/short equity managers and event-driven funds. The €500mn fund of hedge funds manager will invest up to \$30mn across a maximum of 10 hedge funds going forwards. It typically commits between €1mn and €5mn per new manager and it will not seed funds; however it will invest with emerging managers.

[Blue Rock Advisors](#), which presently manages \$970mn, is planning to add seven long/short equity managers to its portfolio in the next year. The firm pursues equity market strategies alongside long/short funds and currently has two multi-manager vehicles, one of which is geared towards emerging managers. In this fund it generally invests between \$1.5mn and \$3.5mn per vehicle, and underlying managers must have at least \$8mn under management to be considered. Managers for its core fund, however, must have a higher minimum of \$50mn in assets. The fund of hedge funds manager invests on a global scale and generally avoids funds with lock-up periods.

Ohio Calls for Consultants

Change is on the cards for [School Employees' Retirement System of Ohio](#), which has issued an RFP for a new hedge fund investment consultant.

The \$10.5bn retirement system is looking for qualified firms to submit proposals for providing consulting services to include advising on and management of its hedge fund portfolio. The investor has a 15% target allocation to hedge funds, bounded by a range of 10% - 20%. The deadline for proposals is August 12th.

Data Source:

Preqin gathers industry news from our direct communication with hedge fund investors. In the last month Preqin's team of dedicated research analysts have added 84 new hedge fund investors and updated 315 investor profiles.

For more information please visit:
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2011 Preqin Global Hedge Fund Investor Review

The 2011 Preqin Global Hedge Fund Investor Review provides profiles and analysis for the most important institutional investors in hedge funds from around the world.

- Profiles for 1,000 key institutional investors arranged into 23 key regions from around the world
- Profiles include fund preferences by strategy and geography, key financial information, direct contact details for key personnel, sample investments
- Analysis and league tables for investors from each region
- Analysis for investors in each of the ten most important hedge fund strategies with listings for active investors
- Analysis and listings for investors looking to allocate to UCITS or managed account vehicles
- Exclusive results of Preqin investor surveys
- Listings and analysis for 167 third party marketers and 103 prime brokers
- Analysis of emerging manager investors
- Exclusive information gained through direct contact with institutional investors



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Long/Short Equity

Each month, Spotlight examines the makeup of investors who are most likely to be interested in specific fund types. This month, [Dami Solebo](#) looks at the best prospects for an Asia-based team targeting European investors for a long/short equity fund.

Fig. 1: The Assignment

Fund Strategy	Long/Short Equity
Fund Location	Asia
Track Record	5 Years
Assets Under Management	\$800mn

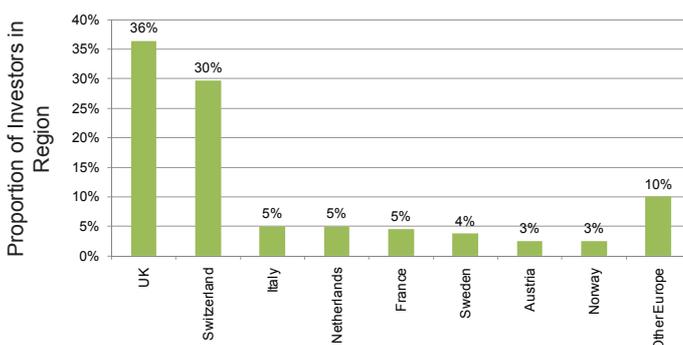
Source: Preqin

The Long List

This month we are looking at an Asia-based long/short equity hedge fund manager that is seeking to grow through institutional marketing in Europe for the first time following the opening of a new regional marketing office in the UK. The fund in question is a large Hong Kong-based fund with a track record of five years. Preqin's Hedge Fund Investor Profiles product shows 239 institutional investors based in Europe that may invest in a fund like this in the future, demonstrating that Asia and emerging market hedge funds are popular with the institutional market in Europe, especially when long/short equity is the strategy in question.

The fund would appeal to investors from a variety of countries within Europe, as shown in Fig. 2. UK and Swiss investors show the greatest appetite for the fund, with this demand being driven by the higher incidence of funds of hedge funds in these regions. Despite investors from the northern and central parts of Western Europe making up a significant majority of the potential interest in this fund, Italian investors also show an appetite for such funds.

Fig. 2: Proportional Appetite of Investors by Region

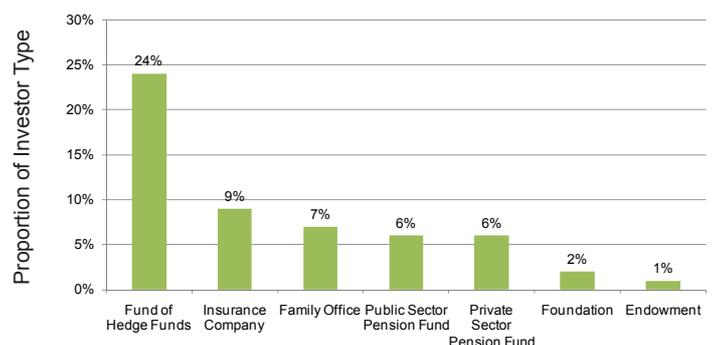


Source: Preqin

In terms of investor type, funds of hedge funds would be most likely to allocate capital to this particular fund, with nearly a quarter of all such firms potentially interested in this vehicle. Potential investors include France-based hedge fund multi-manager Alternative Leaders France, which has assets under management of \$800 million, and the \$104 million Norway-based Orkla Finans. Insurance Companies also present good marketing candidates, with possible investors including the Sweden-based Skandia, and Finnish corporation Nordea Life and Pensions. Pension funds and family offices are other types of investors which the fund manager should target in its initial rounds of fund marketing.

The Investor Barometer in Fig. 4 highlights how the final list of 239 investors is determined from the overall universe of investors. By adding levels of investment criteria we come to the final list of European investors prepared to invest in an Asian long/short equity fund. More than half of the private sector pension funds active in hedge funds that Preqin tracks are based in Europe. However, European private pension funds allocating to single manager long/short equity vehicles form less than 10% of all private pension funds active in hedge funds globally, thus suggesting that the nature and structure of the vehicle is what reduces its appeal to these investors, rather than its Asian focus necessarily. A similar pattern applies for other investors such as family offices and insurance companies. This implies that Asia-based funds of hedge funds may be more successful with some of these groups of investors, which are more likely to allocate via

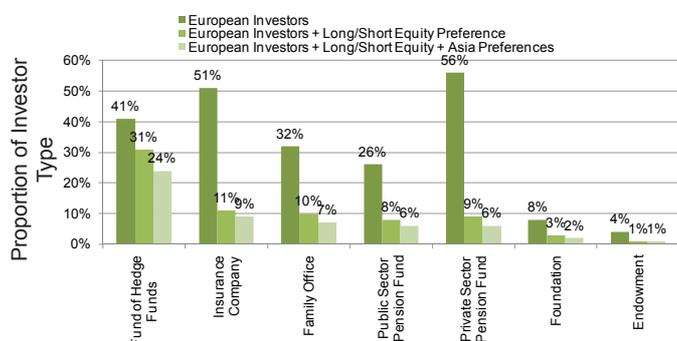
Fig. 3: Proportional Appetite of Investors by Investor Type



Source: Preqin



Fig. 4: Investor Barometer: Proportion of Investors with Interest in Fundraising Assignment by Type



Data Source:

There are currently profiles for 239 European hedge fund investors with a preference for Asia-based long/short equity hedge funds on Preqin Hedge Investor Profiles.

How can Hedge Fund Investor Profiles help you target the most likely investors for your fund? For more information please visit:

www.preqin.com/hedge

Source: Preqin

multi-manager vehicles in order to gain exposure to the region within their hedge fund portfolios.

The Short List

A few key targets for an Asia-based long/short equity hedge fund have been outlined in Fig. 5 below.

Fig. 5: The Short List

Investor	Type	Location	Details
Stichting Shell Pensioenfond	Private Sector Pension Fund	Netherlands	<ul style="list-style-type: none"> Currently looking for new funds on a global scale. Investments likely to be made in single-manager hedge funds as opposed to funds of hedge funds. Long/short equity is a strategic preference.
City Financial	Hedge Fund of Funds	UK	<ul style="list-style-type: none"> Plans to increase the number of underlying funds in its Asian Absolute Growth Fund. Looks to specifically invest in Hong Kong (alongside India and Singapore). 70% of its portfolio is in long/short funds.
Brunner Invest	Hedge Fund of Funds	Switzerland	<ul style="list-style-type: none"> Plans to add investments valued at up to CHF 150 million over 2011. Long/short equity is one of its preferred strategies. Asia is a region of focus for its hedge fund investments.
Nordea Life and Pensions	Insurance Company	Finland	<ul style="list-style-type: none"> Is in the process of doubling its allocation to hedge funds. Has a preference for long/short equity and global macro funds for this expansion. Although it predominantly invests in Europe and North America, Asia is a region it will consider should the right opportunity be presented.
Stapi Lifeyrissjodur	Public Pension Fund	Iceland	<ul style="list-style-type: none"> Transitioning its portfolio towards single manager hedge funds. More direct investments expected as it redeems its fund of funds holdings. Invests globally including Asia and long/short equity is a strategic focus.

Source: Preqin



US Investors

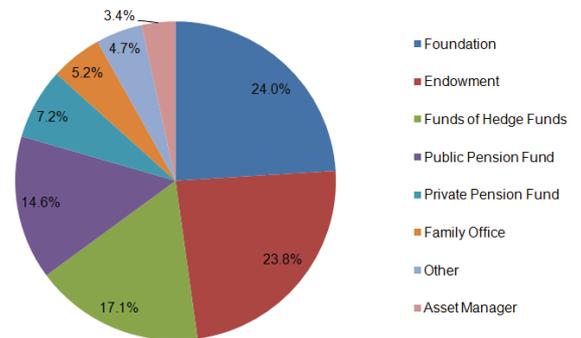
In this month's Regions section, [Joanna Hammond](#) investigates US-based institutional investors in hedge funds.

Fig. 1: Key Facts: US Institutional Investors

Median AUM (\$mn)	554
Mean allocation to HFs	15%
Mean target allocation to HFs	15.3%
Typical portfolio size	16-20 funds
Typically been investing for	8 years

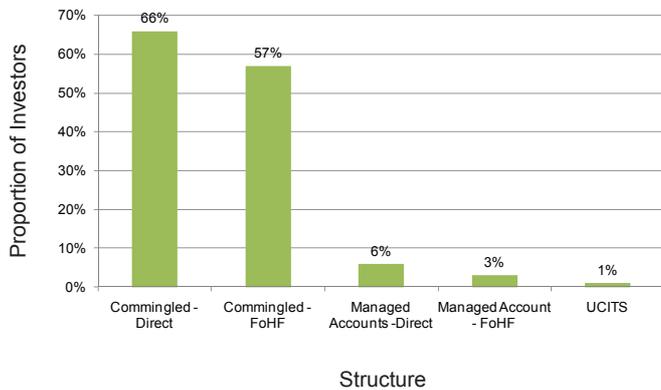
Source: Preqin

Fig. 2: Breakdown of US Institutional Investors by Type



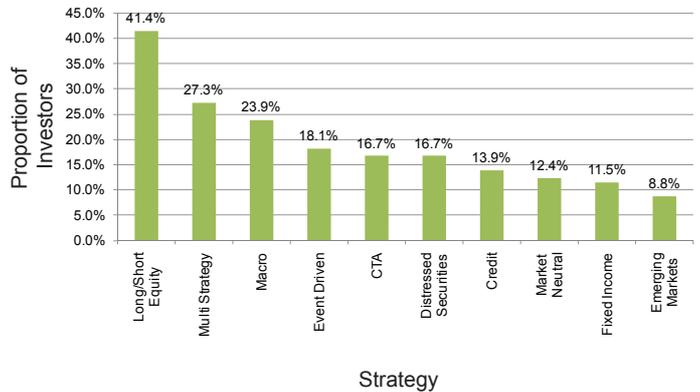
Source: Preqin

Fig. 3: Structures of Hedge Funds Used by US Institutional Investors



Source: Preqin

Fig. 4: Strategic Preferences of US Institutional Investors



Source: Preqin

Fig. 5: Key US Institutional Investors

Investor	Investor Type	AUM (\$bn)	Allocation to HF (%)
California Public Employees' Retirement System (CalPERS)	Public Sector Pension Fund	237.6	2.4
Raytheon Company Pension Plan	Private Sector Pension Fund	13	20
Gordon and Betty Moore Foundation	Foundation	5	30
Nuclear Electric Insurance	Insurance Company	4.5	6
Mount Sinai School of Medicine	Endowment Plan	1.1	75

Source: Preqin

Preqin Hedge Investor Online subscribers can click on the firm name to see the full profile.



Banks

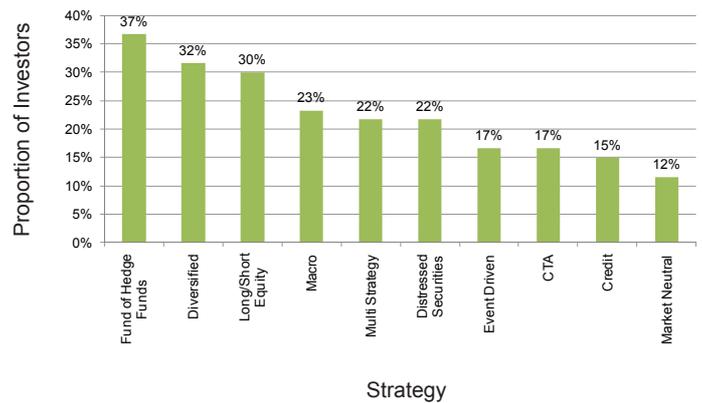
Joanna Hammond examines banks around the world investing in hedge funds.

Fig. 1: Key Facts: Banks

Average allocation to hedge funds	4.3%
Average target allocation to hedge funds	5.0%
Most favoured investment approach (direct funds, funds of funds, mixture of both)	Mixture of both
Average number of hedge fund investments in portfolio	42-52
Typically been investing for	9 years

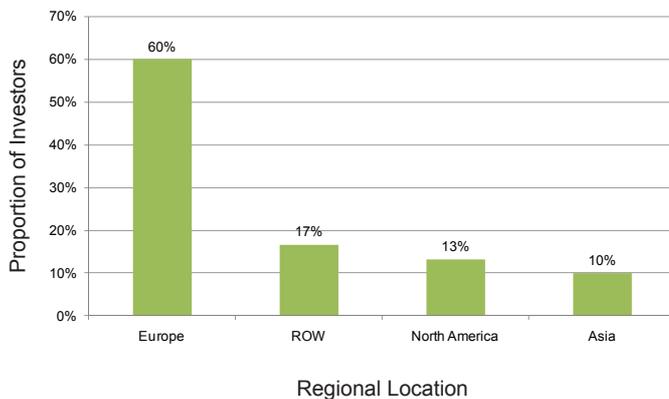
Source: Preqin

Fig. 2: Strategic Preferences of Banks Investing in Hedge Funds



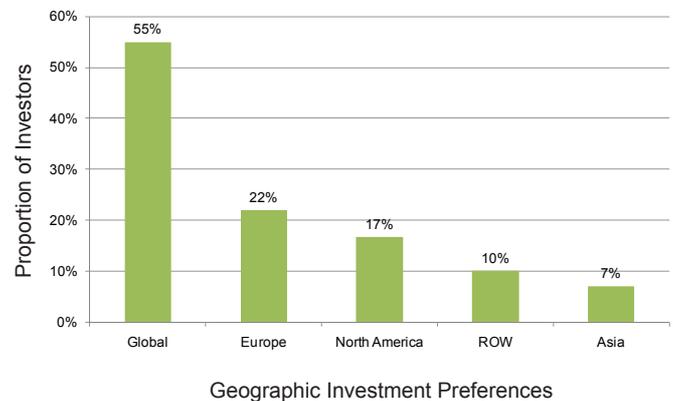
Source: Preqin

Fig. 3: Geographic Location of Banks Investing in Hedge Funds



Source: Preqin

Fig. 4: Regional Preferences of Banks Investing in Hedge Funds



Source: Preqin

Fig. 5: Five Leading Banks Active In Hedge Funds

Name	Location	AUM (\$bn)	Allocation to HF (%)
Royal Bank of Canada	Canada	751.9	0.4
Pictet & Cie	Switzerland	302.3	4
F. van Lanschot Bankiers	Netherlands	29.0	10
Investec	UK	4.0	30
Crédit Mutuel de Maine-Anjou, Basse-Normandie	France	0.2	50

Source: Preqin

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Conferences Spotlight

Forthcoming Events

Conference	Dates	Location	Organizer
UCITS Alternatives Conference	19 - 20 September 2011	Zurich	2n20
Shorex Annual Wealth Management Forum Zurich	05 October 2011	Zurich	Shorex
Emerging Hedge Funds World New York 2011	07 October 2011	New York	Terrapinn
GAIM GMA	11 - 12 October 2011	New York	IIR
Hedge 2011	12 - 14 October 2011	London	Terrapinn
GAIM Ops Europe 2011	12 - 14 October 2011	Geneva	IIR

UCITS Alternatives Conference 2011

Date: 19th-20th September 2011

Location: Kongresshaus Zurich, Switzerland

Organiser: 2n20.com AG

Information: <http://ucitsindex.com/index.php/ucits-alternatives-conference-2011.html>

The UCITS Alternatives Conference 2011 is the first conference to focus solely on topics related to UCITS funds that employ absolute return strategies. As these topics are neglected by traditional mutual fund as well as hedge fund conferences this will be the first time that Investors, Managers and Service Providers in the UCITS alternative space will have a venue to meet, share know-how and do business.

Shorex Wealth Management Forum Zurich 2011

Date: 5th October 2011

Location: SIX Swiss Exchange ConventionPoint, Switzerland

Organiser: Shorex Ltd

The event, held on 5th October 2011, at the Convention Point Zurich, will attract over 600 participants from Switzerland and other countries. The exhibition and conference is a unique platform where professionals can network to explore new services, products and ideas. The forum is Europe's leading event for Wealth management professionals.

Information:

www.shorexzurich.com

GAIM Ops International

Date: 12th -14th October 2011

Location: President Wilson Hotel - Geneva, Switzerland

Organiser: Institute for International Research

GAIM Ops International brings together COOs, CCOs, and Heads of Operational Due Diligence from top-tier hedge funds, leading fund of funds, and major institutional investors to discuss best practices, debate trends, and network over 3 productive, educational days.

Information:

<http://www.iirusa.com/gaimopseurope/home.xml?registration=XU2288PREQ>



THE SHOREX[®]
WEALTH MANAGEMENT FORUMS
ZURICH & GENEVA

Shorex Zurich
 5th October 2011
 ConventionPoint, Zurich

Shorex Geneva
 7th-8th December 2011
 Kempinski Hotel, Geneva

Main themes:

Commodities
 Gold & Precious Metals
 Fixed Income
 Emerging Markets
 ETFs/ETPs
 UCITS Hedge Funds
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