



THE CAMELOT GROUP®

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Delivering Returns and Liquidity to Investors



The Camelot Group International is an Investment and Advisory firm that provides independent investment services and sophisticated advice to institutions, corporations, partnerships, governments and individuals in the Alternative Asset and Private Equity Industries. We focus on long-term relationships, consistent advisory practices and precise execution of transactions. Our professionals have been trusted advisors to corporations, institutions, Limited Partners and General Partners around the globe.



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Our Investment and Advisory practice focuses on the acquisitions and divestitures of Limited Partner interests and corporate assets in the Alternative Asset and Private Equity markets. Our core services consist of:

- Acquisitions and divestitures of Portfolios of Direct investments
- Acquisitions and divestitures Limited Partner interests
- General Partner and Limited Partner dispute resolution
- Capital-raising activities; corporate debt transactions; financial and strategic advice



Private Equity

Over the past 20 years, private equity has been one of the fastest-growing segments of the financial market. Private equity firms have raised record amounts of capital from individuals and institutions. The combination of financial investors, highly motivated owner-managers, and the opportunity for both to earn exceptional investment returns has spawned phenomenal growth. Institutional and individual investors have increased their targets in the Alternative Asset and Private Equity class.

Over the past several years many have surpassed their allocation targets. With little capacity for new commitments, many have become far more selective. Part of the reasoning stems from a sharp decline in returns and the stock market. This has created a tougher fund-raising market for private equity firms, and a growing willingness to make concessions in order to lock-in commitments. A key part of the private equity industry's expansion is the unprecedented growth of the Secondary Market in private equity. A Secondary Market is a natural step in the evolution and growth of the industry.

The Secondary Market

The Secondary Market has experienced significant growth over the past decade and is set to grow at a healthy rate in the future. The market for secondary private equity has been fueled by several key factors.

- A slowdown in distributions from venture and buy out partnerships: Limited Partners and shareholders in private equity funds have experienced a slowdown in distributions. When Limited Partners don't get liquidity from distributions, they have few options for getting their money out other than a secondary sale.
- The need of Limited Partners and Shareholders to maintain relationships with General Partners as their portfolios grow: Limited Partners need to make room for fresh commitments to funds and deals associated with many of the same General Partners whose funds were in a divested block. Limited Partners also cite the likelihood of facing high capital reserve requirements as a reason to sell interests.
- Ending relationships with General Partners and investments in private companies: Institutional investors are looking to put additional capital with better managers. As investors near allocation limits, one way to free up capital for investment with preferred firms is to sell off holdings in funds that no longer meet their criteria.

The Secondary Market

- Mergers and acquisitions: For example, sales of partnership assets have roots in takeover battles where partnership interests are sold post-merger. Portfolios of private equity partnership interests are key assets. Acquiring the assets through the purchase of other businesses has stimulated the need for divestitures.
- Changing needs of individual investors: The volume of deals offered by wealthy individuals and families has risen sharply. In several cases, the sellers and entrepreneurs committed to venture capital funds when their net worth was in the hundreds of millions of dollars. With the market downturn, these entrepreneurs and families are having difficulty meeting the capital calls of the funds to which they made commitments.
- An affordable way to enter the Alternative Asset and Private Equity class: The volume of secondary deals offered by institutions and individuals has created a unique opportunity to enter the asset class several years into a partnership at a discount with an ability to get a view on the underlying assets. Many investors are beginning to see the value and enhanced returns associated with acquisitions and divestitures of limited partnership



Key Advisors

As a key advisor, The Camelot Group International manage has managed and facilitated the execution of secondary transactions. Secondary transactions are complex and time-consuming. The amount of information necessary for purchasers to make informed buying decisions coupled with the growing number of active secondary transactions which enables buyers, sellers, and stake holders (like General Partners) to reap several of the following key benefits:

- General Partners benefit from the assurance that secondary transactions are conducted with maximum respect for the privacy of their business. Having a quality advisor who represents the confidentiality of a transaction, who can organize a smooth transfer of interests, and who can introduce new Limited Partners to the General Partners is critical to the success of a transaction.
- Limited Partners benefit from the liquidity and monetisation of assets that secondary transactions provide. The secondary market allows managers to reconstruct their asset allocation with a higher level of control. Additionally, Limited Partners can take advantage of the growing market of buyers.
- Limited Partners interested in acquiring alternative assets and private equity limited partnership interests have one of the best opportunities in the history of the asset class to purchase at attractive prices. The transparency of secondary interest acquisitions gives the buyer a unique advantage to enter the fund lifecycle closer to a point of distribution which enhances returns significantly.

Professionals

Our professionals, partners, and industry contacts are our most valuable resources. The development of a “value-added” network of Limited Partners, General Partners, and industry practitioners is a powerful resource that we bring to our transaction efforts and is instrumental to maintaining our deal flow. In addition to using their expertise, our staff takes great care in sourcing, structuring, monitoring and maintaining the necessary data to serve and respond to our clients’ needs. Our team’s rich set of experiences, perspectives, and skills runs across all layers of the private equity deal community.

The Camelot Group International brings a substantial base of experience to our target sector. This experience includes both asset management and transaction experience within the Alternative Asset and Private Equity industries. We are able to contribute more than just talented individuals with insights to a transaction. Each of our clients benefits from knowledgeable professionals and an extensive network of highly relevant executives who are active in the industry. Our team is committed to the success of every transaction.

Our team approach to transaction management is critical to our success. Our collective experience is rooted in a long history of successes and challenges, all of which offer an invaluable perspective on the issues facing the community of investors in the Alternative Asset and Private Equity industries. The Camelot Group International's value-add is a commitment to accessibility and our ability to provide constructive and creative ideas. Our commitment begins with a transaction and continues throughout the financing of a deal, culminating in the development of a long-term relationship. We offer advice, counsel and access to our high-quality network of business, academic and finance relationships.

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