

Present

## Singapore Private Equity Research Symposium

Monday 24<sup>th</sup> February, 2025 | 8:30 – 13:00

The Fullerton Hotel | 1 Fullerton Square Singapore 049178 | The Straits Room (Level 4)

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**8:30 - 9:00**     **Registration (Coffee & Continental Breakfast)**

**9:00-10:30**     **Session I: Scale, Scope, and Fees in Private Funds**

Straits Room

### **Welcome**

Greg Brown, *UNC Kenan-Flagler Business School & Institute for Private Capital*  
Stefan Morkoetter, *University of St. Gallen Institute of Management*

### **What Fees do Investors Really Pay for Private Capital Funds?**

Oliver Bell, *Leeds University Business School*  
Iain Clacher, *Leeds University Business School*  
Tim Jenkinson, *University of Oxford, Saïd Business School*  
Christopher Sier, *ClearGlass*

**Abstract:** Using proprietary client-specific fee data from private equity funds, we investigate the fee schedules of limited partners (LPs) when investing in private equity. Our analysis finds that management fees are almost half the level perceived by the market, and that economies-of-scale, though significant, fail to explain the majority of variance in management fee levels. Third-party expenses e.g. interest expenses, can reach significant levels. The accrual and distribution cycle of US-waterfall funds is also explored.

### **Scale, Scope, and Speed in Private Funds**

Gregory Brown, *UNC Kenan-Flagler Business School & Institute for Private Capital*  
Elyas Fermand, *Santa Clara University*  
Wendy Hu, *MSCI*  
Christian Lundblad, *UNC Kenan-Flagler Business School & Institute for Private Capital*  
Richard Maxwell, *UNC Kenan-Flagler Business School*  
William Volckmann, *Institute for Private Capital*

**Abstract:** The substantial growth in both size and scope of the private fund industry has resulted in much discussion about the effects of this growth on performance. In this white paper we examine how a range of size and growth characteristics are related to market-adjusted fund performance. More specifically, we use detailed MSCI-Burgiss data to investigate how private fund performance is related to total capital committed to an investment strategy, fund size, and fund size growth from the previous fund, among other factors. Our analysis is the most comprehensive to date and utilizes a global sample of 10,276 buyout, venture capital, credit, infrastructure & natural resource, and real estate funds representing 8.7 trillion USD in committed capital.

### **Panel Discussion: Application of AI in Private Equity**

Managers and investors are increasingly looking to use AI to improve portfolio companies' operations, increase efficiency of due diligence, and even assist making portfolio decisions. This panel will examine issues related to the adoption of AI that is important for all parts of the private market ecosystem to consider.

Moderator:     TBD  
Panelists:     Paul Poh, Hg Capital  
                    Kenrick Guo, Temasek

**10:30 - 11:00**     **Networking Break**

11:00 - 12:30

Straits Room

**Session II: Current Issues in Private Markets**

**Changing Paradigm in Trade Policies and Its Impact on Limited Partnership Commitments in Private Equity**

Simon Evenett, *IMD Business School*

Stefan Morkoetter, *University of St. Gallen*

Jan Mueller, *University of St. Gallen*

**Abstract:** We study limited partnership commitments of U.S. public pension funds to foreign private equity funds and analyze how shifts in trade policies influence their investment decisions. Leveraging investment-level data from 129 U.S. public pension funds, which collectively made 1,824 commitments to 648 foreign private equity funds between 2009 and 2022, and integrating country-level data on trade distortions, we uncover significant effects of protectionist policies on these allocations. Our findings indicate that U.S. import trade distortions (excluding subsidies) are negatively associated with foreign private equity commitments, while trade distortions in partner countries (excluding subsidies) exhibit a positive correlation. In contrast, industrial policy measures and geopolitical distance show minimal influence.

**ESG Incidents and Fundraising in Private Equity**

Teodor Duevski, *HEC Paris*

Chhavi Rastogi, *International Finance Corporation, World Bank Group*

Tianhao Yao, *Singapore Management University*

**Abstract:** We present novel evidence on how environmental and social (E&S) incidents affect the capital-raising ability of Private Equity (PE) firms. PE firms with E&S incidents in portfolio companies are less likely to fundraise and raise smaller subsequent funds. The decrease in capital commitment does not seem related to fund performance; instead, it is driven by E&S concerns of limited partners (LPs). LPs trade off E&S concerns with divestment costs, implying a weaker impact on large, top-performing PE firms. The threat of “exit” by E&S-concerned investors incentivizes PE firms to exert “voice” and mitigate negative externalities associated with PE ownership.

**Panel II: The State of Private Markets Investing**

As private capital markets continue to evolve, investors face an increasingly complex array of decisions. This session explores recent trends in private markets including the role of private assets in diversified portfolios. Questions include: How should investors think about connecting private fund portfolios to overall fund goals? What lessons from large allocators can be applied to other investors in private funds such as high net worth individuals? What are the tradeoffs for portfolios as they think about asset allocation across public and private markets? We consider Total Portfolio Approach (TPA) an investment strategy designed to move portfolio decision making out of traditional asset class silos, as well as methods for combining top-down and bottoms-up perspectives.

Moderator: Jayne Bok, WTW

Panelists: Grace Qiu, GIC

Kevin Lu, Partners Group

12:30

**Closing Remarks followed by Light Lunch & Networking**

13:00

**Adjourn**