

Greenpark Capital heralds coming of age of the secondaries market with the close of its €350m second fund

25 October 2004

Greenpark Capital heralds coming of age of the secondaries market with the close of its €350m second fund Greenpark Capital, one of Europe's leading private equity secondaries fund managers, announces the final close of its €350m second fund, Greenpark International Investors II, L.P. The new fund follows on rapidly from its first fund raised in 2003 and brings total funds under management to c. \$700m. The new fund has, again, been capitalised by major institutions from Europe, the US, the Far East and the Middle East.

The fund, which was hard capped by investors and had significant excess demand, is one of the fastest ever fund raisings in European private equity, having closed in just under three months from introduction to new investors.

The speed with which the fund closed is set against the backdrop of a competitive fund raising environment and reflects both the increasing importance of the secondaries market and the success of Greenpark Capital's first fund. It also demonstrates the attraction to investors of Greenpark Capital's specialist mid-market niche, which enjoys very attractive potential returns. Greenpark Capital's first fund is already 80% invested in an attractive and diversified mix of assets. The team is fully geared up to continue its performance for fund two, thanks to its longstanding experience and reputation in the secondaries market.

The European secondaries market has grown significantly since it began in the early 1990s, as investing institutions seek the liquidity it offers. By enabling investors to trade assets before their natural maturity, secondaries can be used to support revised asset allocation models in order to achieve the optimum mix of risk, value, territory and sector. Additionally investors are increasingly seeking earlier returns from their private equity investments, particularly as primary funds choose to hold assets for longer and more recently as they find exits harder to achieve.

The expectation is that the growth of the secondaries market is set to continue. By 2005 total funds under secondaries fund management are expected to be c. \$20bn compared with \$3bn in 2000.

US placement agent: Denning & Co., San Francisco.

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Photographs are available at www.visualmedia.co.uk or on request