

MARKETING

Recent Launches/Pre-Marketing

FUND NAME	TYPE	TARGET (MLNS)
Avalon Ventures X	Venture	\$200
Beecken Petty O'Keefe Fund IV	Buyout	\$400
FIG Concept Seed Fund	Europe Venture	N/A
Haymarket Financial Special Opportunities Credit Fund	Europe Debt	EUR500
Round 13 Capital Fund	Venture	\$100
Thomas H Lee VII	Buyout	\$4,000.0
Trinity Ventures XI	Venture	\$300.0

Recent Closes

FUND NAME	TYPE	TARGET (MLNS)	CLOSE	CLOSE AMOUNT (MLNS)
AXA Secondary Fund V	Secondary	\$3,500.0	Final	\$1,100.0
AXA's latest fund of funds	FoF	N/A	Final	\$900.0
Bain Capital Asia Fund II	Asia Buyout	\$2,000.0	Final	\$814.8
Bregal Sagemount I	Buyout	N/A	Final	\$500.0
Central Valley Fund II	Debt	\$100.0	Final	\$100.0
Felicis Ventures III	Venture	N/A	Final	\$70.0
Frontier Fund III	Growth	\$200	Final	\$250.0
Fulcrum Capital Fund IV	Buyout	NA	Final	\$188.4
GEF South Asia Fund	Asia Growth	N/A	Final	\$124.0
GreenOak US	Real Estate	N/A	N/A	\$300.0
Index Ventures VI	Venture	EUR350	Final	\$444.3
Mainsail Partners Fund III	Buyout	\$150.0	Final	\$216.0
Niam Nordic Core Plus	Europe Real Estate	NA	First	\$168.90
Strategic Value European Opportunities Fund II	Europe Debt	\$750.0	First	\$263.0
Tandem Fund II LP	Venture	\$40.0	Final	\$13.6

SEC Filings

SEC FILINGS	TYPE	OFFER AMOUNT (MLNS)	AMOUNT SOLD (MLNS)
Abingworth Bioventures VI	Venture	N/A	\$0.0
AEA Investors Fund V LP	Buyout	\$1,500.0	\$0.0
AXA Secondary Fund V	Secondary	N/A	\$1,476.1
BlackRock NTR Renewable Power Fund	Buyout	N/A	\$251.9
Bullpen Capital II	Venture	\$35.0	\$0.0
Carlyle Peru Fund	Growth	\$125.0	\$0.0
Clearwater Capital Partners Fund IV	Asian PE/Distressed	\$1,000.0	\$576.0
Cotton Creek Capital Partners II	Buyout	\$200.0	\$45.0
Delta Capital Growth Fund	Venture	\$200.0	\$0.0
Encore Consumer Capital Fund II	Buyout	N/A	\$124.8
Intervale Capital Fund II	Buyout	\$350.0	\$63.0
JP Morgan Global Maritime Investment Fund	Infrastructure	\$750.0	\$780.3
Pacific Road Resources Fund II	Infrastructure	\$650.0	\$369.7
TTV Fund III	Venture	\$100.0	\$30.1
Tuckerman Capital IV	Buyout	\$56.3	\$8.9

Source: Compiled by Bloomberg

NEWS

Palico Has Goal of 3,000 Members in 3 Years

Palico, the online platform dreamed up by private-equity veteran **Antoine Drean** to connect investors and fund managers, is adding 100 new members a month toward a short-term goal of 3,000 members in three years.

"Eventually we want to have 15,000 general partners, 10,000 limited partners and 5,000 advisers on the platform," Drean said in an interview in New York. "It will be the ultimate dating site, instead with GPs and LPs, not men and women."

The founder and CEO of placement agent **Triago SA**, Drean said he saw the private-equity universe rapidly expand and become increasingly fragmented, with investors missing potential opportunities among the myriad fund managers, and vice-versa. So with a team of Web designers and marketing professionals, he launched Palico with 200 founding members, including such names as **Doughty Hanson** and **Better Capital**.

Users pay a subscription of between \$6,000 and \$15,000 a year, depending on their usage, to access GP marketing documents, request invitations to roadshows and engage in secondary transactions.

In return, GPs earn leads by learning investors' identities and broadcast fundraising news to Palico's LP universe.

The next step, says Drean, is to expand the secondary-sales segment to include formal auctions that can yield a final, best buyer for an LP seeking to sell a fund stake.

"Our goal is discovery," he says. "We want the private-equity universe to discover so that it can engage."

— Devin Banerjee