

dakotainternational

FUNDRAISING AROUND THE WORLD

A DATABASE OF
INTERNATIONAL ALLOCATORS



TABLE OF CONTENTS

I  ***Introduction***

II  ***United Kingdom***

III  ***Europe***

IV  ***Middle East***

V  ***Asia***

VI  ***Nordic Region***

VII  ***Latin America***

VIII  ***Canada***

IX  ***Oceania***

X  ***Unlock Global Capital with
Dakota International Marketplace***



I. Introduction

Let's face it – fundraising isn't easy, especially when you're trying to raise capital outside your home market.

Every region operates differently, and understanding who the key players are, where the capital is flowing, and how to make the right connections can feel overwhelming.

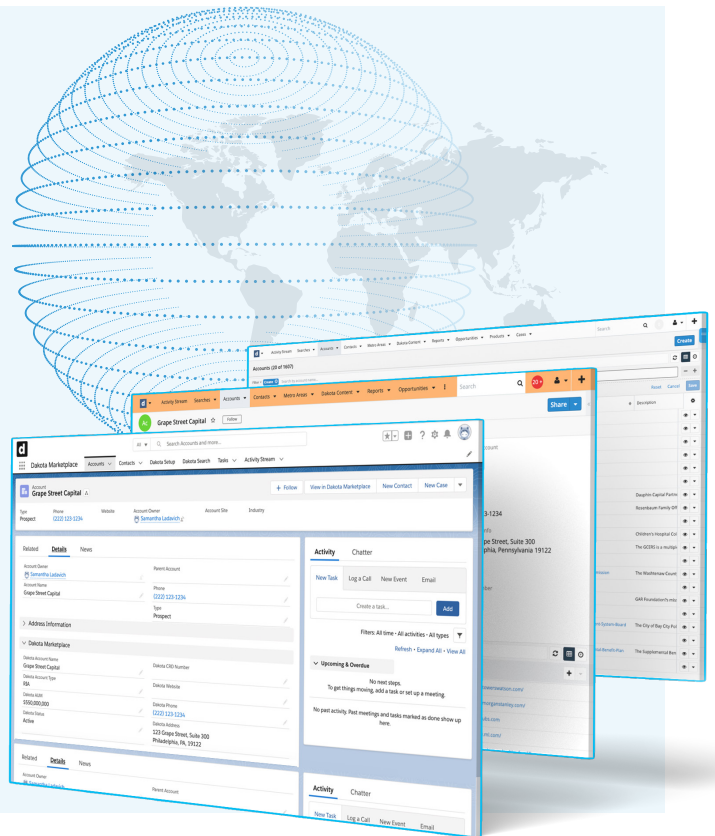
We've been there and we understand the pain. That's exactly why we put together this Fundraising Around the World PDF, powered by data from Dakota International Marketplace.

This PDF takes you on a global tour of fundraising opportunities across eight major regions: the United Kingdom, Europe, the Middle East, Asia, the Nordic Region, Latin America, Canada, and Oceania. Within each region, we break down the most important countries and the financial sectors that matter most for fund managers looking to raise institutional capital.



All the data comes directly from Dakota International Marketplace, your all-in-one database for tracking institutional investors around the world. Whether you're targeting sovereign wealth funds in the Middle East, pension giants in Canada, or family offices across Europe, Dakota International Marketplace gives you verified investor intelligence at your fingertips.

Consider this your guide to navigating the global fundraising landscape – with the insights you need to connect with the right investors, in the right places.



II. United Kingdom



The United Kingdom is one of Europe's largest investment markets, with over \$14 trillion in assets under management (AUM) and 375+ verified investment decision-makers. London serves as the country's primary financial hub, home to major pension funds, insurance companies, private banks, asset managers, and wealth managers.

Pension Funds & Insurance Companies

The UK has some of the largest pension schemes in Europe, including:

- » **Universities Superannuation Scheme (USS)** – One of the largest private pension funds in the UK, managing over £75 billion in assets.
- » **BT Pension Scheme** – Among the largest corporate pension funds, with over £47 billion in AUM.
- » **Railpen** – Managing pension assets for the UK railway industry, overseeing around £35 billion.

Insurance firms such as Legal & General, Aviva, and Prudential are also significant capital allocators, investing across public and private markets, including infrastructure, private equity, and real estate.

Wealth Management & Private Banking

London is a major global hub for private banking and wealth management, with firms like:

- » **Coutts** – A leading UK private bank serving high-net-worth individuals (HNWIs).
- » **Rothschild & Co Wealth Management** – Managing private client and institutional assets across multiple strategies.
- » **Schroders Wealth Management** – Providing investment solutions to family offices and private investors.

Several multi-family offices and independent wealth managers operate across the UK, offering discretionary portfolio management and alternative investment access to ultra-high-net-worth individuals (UHNWIs).



Asset Management & Alternative Investments

The UK is home to some of the world's largest asset managers, including:

- » **Legal & General Investment Management (LGIM)** – One of the biggest asset managers in Europe, with over £1.2 trillion in AUM.
- » **ABRDN** – A major Edinburgh-based asset manager investing across equities, fixed income, and alternatives.
- » **Baillie Gifford** – A global investment firm managing long-term growth strategies, including private market investments.

London is also a key center for hedge funds, private equity, and fund of funds, with firms such as Man Group, Marshall Wace, CVC Capital Partners, and Pantheon Ventures actively deploying capital.

Investment Hubs Beyond London

- » **Edinburgh** – A stronghold for asset management and pension funds, home to major firms like abrdn and Baillie Gifford.
- » **Glasgow** – A growing financial center with institutions like Butterfield Private Bank.
- » **Manchester & Birmingham** – Emerging hubs for private wealth, venture capital, and mid-market private equity.

Capital Raising Opportunities

The UK provides direct access to capital through:

- » **Pension funds & insurance firms** – Major institutional investors deploying capital across multiple asset classes.
- » **Private banks & wealth managers** – Managing significant client assets with allocations to alternatives.
- » **Fund of funds & secondaries** – Offering liquidity solutions and co-investment opportunities.

With a highly developed financial ecosystem and a broad range of institutional and private investors, the UK remains a key market for fund managers raising capital.



III. Europe

BELGIUM



Belgium is a strategic financial hub in Western Europe, with Brussels serving as its primary investment center. As the headquarters of the European Union (EU) and NATO, Belgium plays a crucial role in international finance and policy-making, attracting institutional investors, sovereign wealth funds, and multinational financial institutions. With \$471 billion in assets under management (AUM) and 75+ verified investment decision-makers, Belgium presents strong opportunities for fund managers looking to raise capital.

Investor Landscape & Key Players

Belgium's investment ecosystem is shaped by a range of institutional investors, including pension funds, insurance companies, private banks, and family offices. Several key investor types drive capital allocation:

- » **Pension Funds & Insurance Companies** – Belgium is home to some of Europe's largest pension funds and insurers, including AG Insurance and Ethias, which allocate capital across public markets, private equity, infrastructure, and real estate.
- » **Private Banks & Wealth Managers** – Firms such as Degroof Petercam and Puilaetco cater to high-net-worth individuals (HNWIs) and family offices, providing access to alternative investments, including hedge funds, private equity, and private debt.
- » **Family Offices** – Belgium has a growing network of single- and multi-family offices managing wealth for UHNW families, with increasing interest in private market investments, impact investing, and venture capital.
- » **Fund of Funds & Asset Managers** – Investors such as BNP Paribas Fortis Investments and WorxInvest NV play a significant role in capital deployment across a range of asset classes, including equities, fixed income, and alternative strategies.
- » **Sovereign Wealth Funds & Institutional Investors** – While Belgium does not have a domestic sovereign wealth fund, its institutional investors are deeply integrated into European capital markets and often co-invest with EU-based sovereign entities.



BRUSSELS: A Cross-Border Investment Hub

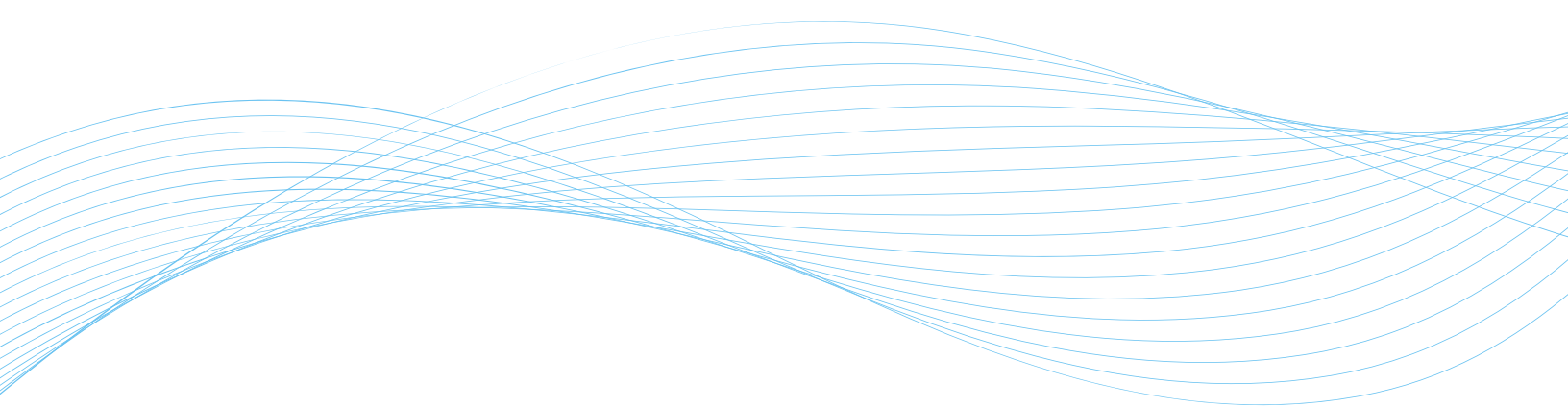
Brussels' financial influence extends beyond Belgium, given its role as the EU's political and regulatory center. The city's financial firms are deeply connected to European investment flows, with strong cross-border activity in private equity, infrastructure, and ESG-focused investments. Many institutional investors and asset managers headquartered in Belgium have mandates that include pan-European or global allocations, making Brussels a key access point for fund managers targeting broader European capital.

Opportunities for Fund Managers

Belgium offers strong fundraising opportunities across:

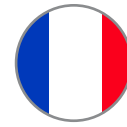
- » **Institutional Investors (Pension Funds & Insurers)** – Actively allocating across traditional and alternative assets, with growing interest in private markets and ESG investments.
- » **Private Banks & Wealth Managers** – Seeking exposure to private equity, hedge funds, and real assets for their HNW and institutional clients.
- » **Family Offices & Fund of Funds** – Increasing allocations toward venture capital, impact investing, and sustainable finance.

With its well-regulated financial market, strong institutional investor presence, and deep integration with European capital flows, Belgium remains a valuable market for fund managers raising capital across asset classes.



FRANCE

France is one of Europe's largest financial markets, with over \$6.4 trillion in assets under management (AUM) and 560+ verified investment decision-makers. Paris serves as the country's financial hub, home to some of the world's largest banks, asset managers, pension funds, insurance companies, and private wealth firms. The country has a highly developed institutional investment ecosystem, making it a key target for fund managers raising capital.



Pension Funds & Insurance Companies

Unlike some other European markets, France's pension system is primarily pay-as-you-go, but it also has several large supplementary pension schemes and institutional investors managing significant capital:

- » **ERAFP (Établissement de Retraite Additionnelle de la Fonction Publique)** – A mandatory pension fund managing over €40 billion, investing heavily in ESG-focused assets, fixed income, and alternatives.
- » **AGIRC-ARRCO** – One of the largest supplementary pension schemes in Europe, managing over €60 billion, with allocations across equities, bonds, and real estate.
- » **Caisse des Dépôts et Consignations (CDC)** – A state-owned financial institution managing hundreds of billions in assets, allocating capital to infrastructure, real estate, and private equity.

Insurance companies play a major role in France's investment landscape, with leading firms such as:

- » **AXA Group** – One of the world's largest insurance companies, managing over €900 billion in assets across public and private markets.
- » **CNP Assurances** – A major life insurance provider with €350 billion in AUM, actively investing in private debt, infrastructure, and impact investing.



Asset Management & Fund of Funds

France has one of the most developed asset management industries in Europe, with leading firms including:

- » **Amundi** – The largest asset manager in Europe, managing over €2 trillion in AUM across equities, fixed income, private markets, and ESG strategies.
- » **Natixis Investment Managers** – A multi-affiliate model asset manager with over €1 trillion in AUM, specializing in alternative investments and active strategies.
- » **Tikehau Capital** – A growing alternative investment firm focused on private debt, real assets, and private equity.

France is also home to a strong fund of funds and secondaries market, with firms like Ardian actively investing in private equity and infrastructure.

Private Banking & Wealth Management

Paris is a major center for private banking and wealth management, catering to high-net-worth individuals (HNWIs) and institutional investors. Key players include:

- » **BNP Paribas Wealth Management** – Managing wealth for UHNW clients across global markets.
- » **Rothschild & Co** – A historic private bank and asset manager investing across traditional and alternative asset classes.
- » **Société Générale Private Banking** – Focused on real estate, structured products, and alternative investments.

PARIS: The Institutional Investment Hub

The La Défense district in Paris is the heart of France's financial sector, home to global investment banks, sovereign institutions, and corporate investors. The city's institutional networks are deeply integrated with European and international capital markets, making it a strategic fundraising destination for global fund managers.



Capital Raising Opportunities

For fund managers, France offers strong engagement opportunities across:

- » **Pension funds & insurers** – Major capital allocators with a growing focus on infrastructure, private markets, and ESG investments.
- » **Asset managers & fund of funds** – Some of Europe's largest managers actively seeking global investment opportunities.
- » **Private banks & family offices** – Managing significant wealth for institutional and high-net-worth clients.

With its deep institutional capital, strong regulatory framework, and global investor connectivity, France remains a leading European market for fund managers looking to raise capital.



GERMANY



Germany is one of Europe's largest financial markets, with over \$10.2 trillion in assets under management (AUM) and 790+ verified investment decision-makers. The country's investment landscape is driven by pension funds, insurance companies, asset managers, private banks, and family offices, making it a key market for fund managers seeking institutional capital.

FRANKFURT: The Institutional Investment & Banking Center

Frankfurt is Germany's financial capital, home to the European Central Bank (ECB) and Deutsche Bundesbank, playing a central role in European monetary policy and financial regulation. The city is a major hub for global banking, corporate finance, and institutional capital allocation. Key financial institutions include:

- » **Deutsche Bank** – Germany's largest bank, managing assets across investment banking, asset management, and wealth management.
- » **DZ Bank Group** – A major player in cooperative banking and institutional investment.
- » **DekaBank** – One of Germany's largest asset managers, overseeing significant mutual fund and institutional capital.
- » **Allianz Global Investors** – The asset management arm of Allianz, one of the world's largest insurance companies, with a strong presence in public and private markets.

Frankfurt is also home to a thriving private equity and hedge fund ecosystem, with firms such as Prime Capital and Universal Investment managing institutional portfolios.

MUNICH: The Insurance & Private Wealth Hub

Munich is Germany's center for insurance, pension funds, and private wealth management, housing some of Europe's largest insurers and asset managers:

- » **Allianz SE** – One of the world's largest insurance and asset management firms, allocating capital across equities, private markets, and infrastructure.
- » **Munich Re** – A global leader in reinsurance, investing heavily in fixed income, private equity, and alternative assets.
- » **HypoVereinsbank (UniCredit Bank AG)** – A major private banking and investment management institution.

Munich is also home to a strong network of family offices and private equity firms, with a focus on venture capital, growth equity, and alternative investments.



DÜSSELDORF: A Growing Financial Center

Düsseldorf is a key hub for private banking, asset management, and corporate finance, with institutions such as:

- » **HSBC Germany** – A major provider of investment solutions for institutional and private clients.
- » **Bankhaus Lampe** – One of Germany's oldest private banks, catering to family offices, high-net-worth individuals (HNWIs), and institutional investors.
- » **APO Bank** – A niche banking institution specializing in investments for medical professionals and pension schemes.

Düsseldorf is also an emerging center for venture capital and private equity, with a growing number of mid-market investment firms.

Institutional Investors & Pension Funds

Germany's pension system includes both mandatory and voluntary schemes, with major institutional investors managing large pools of capital:

- » **Bayerische Versorgungskammer (BVK)** – One of Germany's largest pension funds, with over €100 billion in AUM, investing across real estate, infrastructure, and private markets.
- » **Versorgungswerk der Zahnärzte** – A significant investor in equities, fixed income, and alternatives, representing Germany's professional pension schemes.
- » **Metzler Asset Management** – One of Germany's oldest independent asset managers, with a strong institutional client base.

Germany also has a growing network of fund of funds and secondary investors, with firms such as Golding Capital Partners deploying capital across private equity and infrastructure.

Capital Raising Opportunities

For fund managers, Germany offers engagement opportunities across:

- » **Pension funds & insurance companies** – Some of Europe's largest institutional investors with allocations to alternative investments, real assets, and private markets.
- » **Private banks & family offices** – Managing significant wealth for HNWIs and institutions.
- » **Asset managers & fund of funds** – Actively deploying capital across public and private markets.

With a well-regulated financial system, a deep institutional capital base, and a strong network of private wealth investors, Germany remains a top-tier fundraising market for fund managers across asset classes.



ITALY

Italy is one of Southern Europe's largest financial markets, with over \$3.7 trillion in assets under management (AUM) and 300+ verified investment decision-makers. Milan and Rome serve as the country's primary investment centers, housing major banks, pension funds, insurance companies, private wealth firms, and asset managers.



MILAN: The Financial Capital

Milan is Italy's financial and banking hub, home to the country's largest institutional investors, asset managers, and private banks. It is the headquarters of Borsa Italiana (Italy's stock exchange) and major financial institutions, including:

- » **Mediobanca** – A leading investment bank specializing in corporate finance, private equity, and asset management.
- » **Kairos Partners** – A prominent asset manager focusing on hedge funds, alternative investments, and private equity.
- » **Generali Investments** – The asset management arm of Italy's largest insurance group, managing over €500 billion across traditional and alternative asset classes.
- » **Eurizon Capital** – The asset management division of Intesa Sanpaolo, one of Italy's largest banks, overseeing multi-asset portfolios for institutional and retail investors.

Milan is also a major hub for private banking and wealth management, with firms such as Banca Mediolanum and Banca Generali managing assets for high-net-worth individuals (HNWIs) and institutional investors.

ROME: Institutional & Government-Backed Investment

Rome is Italy's political and economic center, home to major government-backed financial institutions and pension funds. Key institutions include:

- » **Cassa Depositi e Prestiti (CDP)** – A state-owned investment bank managing over €400 billion, allocating capital to infrastructure, private markets, and venture capital.
- » **INPS (Istituto Nazionale della Previdenza Sociale)** – Italy's largest public pension fund, investing in fixed income, equities, and real estate.
- » **ENPAM & Casse di Previdenza** – Professional pension funds managing assets for doctors, lawyers, and other professionals, with growing allocations to alternative investments.

Rome also plays a crucial role in sovereign investment, as Italian institutions often co-invest with European and global capital providers in infrastructure, energy, and technology.



Pension Funds & Insurance Companies

Italy's pension system includes both public and private schemes, with major institutional investors actively deploying capital across equities, fixed income, private markets, and alternatives:

- » **Fondo Cometa** – Italy's largest private pension fund, managing assets for the metalworking industry.
- » **Fondo Fonchim** – A pension fund serving the chemical and pharmaceutical industries.
- » **UnipolSai & Generali** – Two of Italy's largest insurance groups, investing in real estate, private equity, and infrastructure.

Private Equity & Alternative Investments

Italy has a growing private equity and venture capital market, with firms such as:

- » **Clessidra Private Equity** – A leading mid-market private equity firm investing across Italian industries.
- » **Azimut Group** – A major alternative asset manager specializing in private debt, venture capital, and hedge funds.
- » **DeA Capital** – One of Italy's largest alternative investment platforms, with a focus on real estate, private equity, and credit strategies.

Capital Raising Opportunities

For fund managers, Italy provides access to:

- » **Pension funds & insurance companies** – Key institutional investors allocating across traditional and alternative assets.
- » **Private banks & wealth managers** – Managing significant client portfolios, with increasing interest in private markets.
- » **Asset managers & private equity firms** – Actively deploying capital across infrastructure, venture capital, and private equity.

With a well-established financial ecosystem, deep institutional capital pools, and a strong network of private wealth investors, Italy remains an attractive market for fund managers seeking capital.



SPAIN

Spain is a key financial market in Southern Europe, with over \$665 billion in assets under management (AUM) and 80+ verified investment professionals. Its diverse financial ecosystem is centered in Madrid, Barcelona, Málaga, and Valencia, where major banks, asset managers, and financial institutions drive capital allocation.



MADRID: The Financial Capital

Madrid is Spain's primary financial hub, hosting institutions such as Santander Spain and Allfunds, which manage hundreds of billions in assets. The city plays a pivotal role in institutional investment, corporate banking, and capital markets, making it a prime target for fund managers.

Other Key Cities

- » **Barcelona** – A dynamic center for private banking and wealth management, Barcelona is home to several leading asset managers and emerging alternative investment firms.
- » **Málaga & Valencia** – These cities are expanding their roles in Spain's financial landscape, with growing activity in private wealth management and alternative investments, supporting both institutional and private capital flows.

Capital Raising Opportunities

For fund managers, Spain offers engagement opportunities across:

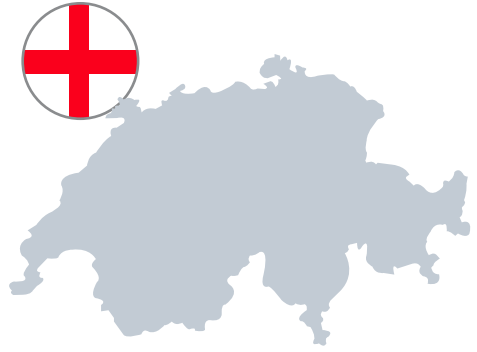
- » **Institutional Investors & Banks** – Established financial institutions actively deploy capital in traditional and alternative asset classes.
- » **Asset Managers & Private Wealth Firms** – With a focus on innovative investment solutions, these firms are increasingly open to partnering with fund managers targeting European markets.

With a well-established financial sector and expanding regional hubs, Spain remains a vital market for fund managers seeking to raise capital from both institutional and private investors.



SWITZERLAND

Switzerland is one of the world's most significant financial centers, with over \$7.8 trillion in assets under management (AUM) and 1,100+ verified investment professionals. The country's investment ecosystem is driven by private banks, asset managers, pension funds, family offices, and institutional investors, making it a prime destination for fund managers seeking capital.



GENEVA & ZURICH: Global Wealth Management & Institutional Investment

Geneva and Zurich are two of the world's leading private banking and asset management hubs, home to major institutions managing wealth for high-net-worth individuals (HNWIs), family offices, and institutional investors. Key financial players include:

- » **UBS & Credit Suisse (Now UBS Group AG)** – The country's largest wealth managers, overseeing trillions in client assets across traditional and alternative investments.
- » **Pictet Group** – One of the largest independent private banks in Europe, managing over \$700 billion in AUM with a strong presence in private equity, hedge funds, and real estate.
- » **Julius Baer** – A major Swiss private bank specializing in wealth management and institutional investment services..
- » **Lombard Odier** – An independent bank focusing on private wealth and impact investing.

Geneva is particularly strong in hedge fund and alternative investments, with many global fund managers establishing a presence in the city. Zurich, meanwhile, serves as the country's primary institutional investment hub, housing the headquarters of major pension funds, insurance firms, and asset managers.

LUGANO: Private Wealth & Alternative Investments

Lugano, Switzerland's third-largest financial center, specializes in private wealth management, cross-border investments, and alternative asset strategies. The city is known for its boutique private banks and independent asset managers, with a focus on structured finance, private credit, and real estate investment.



Institutional Investors & Pension Funds

Switzerland's pension system includes large institutional investors with significant capital allocations to alternative investments, private markets, and ESG-focused strategies:

- » **Publica** – One of Switzerland's largest pension funds, managing assets for government employees with a diversified investment approach.
- » **Swiss Life Asset Managers** – A major insurance-backed investor allocating capital across private debt, real estate, and infrastructure.
- » **Zurich Insurance Group** – A leading institutional investor managing a multi-billion-dollar portfolio across fixed income, equities, and private markets.

Family Offices & Independent Wealth Managers

Switzerland has one of the highest concentrations of single- and multi-family offices globally, managing the wealth of ultra-high-net-worth individuals (UHNWIs) and institutional clients. Many family offices allocate capital to private equity, venture capital, and impact investing, making them a key target for fund managers.

Capital Raising Opportunities

For fund managers, Switzerland provides access to:

- » **Private banks & wealth managers** – Managing large discretionary portfolios with increasing allocations to hedge funds, private credit, and real assets.
- » **Pension funds & insurance firms** – Some of Europe's largest institutional investors, actively investing in alternative assets and ESG strategies.
- » **Family offices & asset managers** – Deploying capital into private equity, venture capital, and impact-driven investments.

With its stable financial system, deep capital pools, and strong investor networks, Switzerland remains one of the most attractive fundraising destinations for global fund managers.



THE NETHERLANDS

The Netherlands is a leading European financial market, particularly known for its large pension funds, asset managers, and institutional investors. With over \$1.8 trillion in assets under management (AUM) and a highly developed financial sector, the country plays a crucial role in global capital allocation. The Netherlands is home to some of the world's largest pension funds and sustainable investors, making it an attractive destination for fund managers seeking long-term institutional capital.



Key Financial Hub: **AMSTERDAM**

Amsterdam serves as the Netherlands' financial capital, housing major banks, asset managers, pension funds, and alternative investment firms. The city is a key European hub for global institutional investors, private equity, and hedge funds, as well as an important center for fund administration and alternative investment structures.

Institutional Investors & Pension Funds

The Netherlands is home to some of Europe's largest and most sophisticated pension funds, known for their significant allocations to private markets, infrastructure, and ESG investments.

Largest Dutch Pension Funds & Asset Managers

- » **APG Asset Management** – One of the largest pension investors in the world, managing over \$600 billion, with capital deployed in real estate, infrastructure, private equity, and hedge funds.
- » **PGGM** – Managing over \$275 billion, PGGM is a major investor in sustainable finance, impact investing, and alternative assets.
- » **ABP (Algemeen Burgerlijk Pensioenfonds)** – One of the world's largest pension funds, managing over \$500 billion, with allocations to private debt, infrastructure, and ESG-focused strategies.
- » **MN Services** – A leading Dutch fiduciary asset manager overseeing pension investments for large corporate pension plans, with strong exposure to equities, fixed income, and alternatives.



Key Trends in Dutch Pension Fund Allocations

- » **Strong focus on alternative investments** – Dutch pension funds allocate a significant portion of their portfolios to private equity, real assets, private credit, and secondaries.
- » **ESG and impact investing leadership** – The Netherlands is one of the most ESG-focused investment markets, with pension funds actively seeking climate-conscious, socially responsible, and impact-driven opportunities.
- » **Infrastructure & real assets** – Large Dutch institutional investors deploy long-term capital into global infrastructure projects, renewable energy, and sustainable agriculture.

Asset Managers & Banks

The Netherlands is a major asset management center, with Amsterdam hosting some of Europe's largest institutional asset managers and private investment firms.

Leading Dutch Asset Managers

- » **Robeco** – A global leader in quantitative and sustainable investing, with over \$200 billion in AUM.
- » **NN Investment Partners** – A major player in multi-asset investing, private equity, and alternative strategies, recently acquired by Goldman Sachs Asset Management.
- » **Kempen Capital Management** – Focused on fiduciary management, sustainable investing, and institutional mandates.
- » **Actiam** – Specializing in impact investing and ESG-driven asset management.

Banking & Private Wealth Management

- » **ING & ABN AMRO** – Two of the largest Dutch banks, actively investing in corporate finance, infrastructure, and private markets.
- » **Van Lanschot Kempen** – A key private wealth and institutional asset management firm, catering to HNWIs, pension funds, and family offices.
- » **Triodos Bank** – A pioneer in sustainable finance and impact investing, with a strong focus on green bonds and ESG-aligned funds.

Alternative Investments & Private Markets

The Netherlands has a strong private equity, venture capital, and hedge fund ecosystem, making it a key destination for alternative investment fundraising.



Private Equity & Hedge Funds

- » **Parcom Capital & Waterland Private Equity** – Leading Dutch private equity firms investing across mid-market and growth-stage companies.
- » **AlpInvest Partners** – One of the largest global private equity fund-of-funds, managing investments across buyouts, secondaries, and co-investments.
- » **IMC Trading & Optiver** – Amsterdam-based quantitative hedge funds and proprietary trading firms, playing a major role in European financial markets.

Venture Capital & Growth Investing

Amsterdam is a growing hub for venture capital, with firms such as:

- » **Prime Ventures & Inkef Capital** – Leading early-stage and growth-stage investors.
- » **Peak Capital & Endeit Capital** – Focused on technology and SaaS investments.

Capital Raising Opportunities in the Netherlands

For fund managers, the Netherlands provides access to:

- » **Pension funds & institutional investors** – Some of Europe's largest capital allocators, with increasing exposure to private markets and alternative investments.
- » **Private banks & wealth managers** – Managing significant HNW and UHNW client portfolios, with allocations to hedge funds, private equity, and sustainable investments.
- » **Fund of funds & secondaries investors** – Actively investing in co-investments, GP-led secondaries, and alternative asset managers.
- » **Infrastructure & ESG-focused investors** – The Netherlands is one of Europe's most ESG-conscious markets, with strong capital flows into renewable energy, social impact, and climate finance.

With a highly sophisticated institutional investor base, strong private markets ecosystem, and leadership in sustainable investing, the Netherlands remains a top-tier fundraising destination for global fund managers.



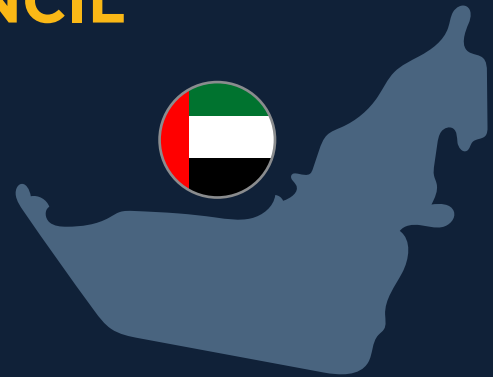
IV. Middle East

The Middle East is a significant financial hub, home to some of the world's largest sovereign wealth funds, institutional investors, private banks, and family offices. With over \$2.5 trillion in assets under management (AUM) and 340+ verified investment decision-makers, the region presents strong opportunities for fund managers seeking capital.

GULF COOPERATION COUNCIL (GCC) COUNTRIES

UNITED ARAB EMIRATES (UAE)

The UAE is the Middle East's dominant financial center, with Abu Dhabi and Dubai serving as key investment hubs.



» **Abu Dhabi** – The city is a powerhouse for institutional investment, home to some of the world's largest sovereign wealth funds (SWFs), including:

- **Abu Dhabi Investment Authority (ADIA)** – Managing an estimated \$800 billion in assets, focusing on global equities, fixed income, private equity, real estate, and infrastructure.
- **Mubadala Investment Company** – A diversified SWF managing over \$280 billion, actively investing in technology, healthcare, and private markets.
- **Abu Dhabi Pension Fund** – One of the region's largest pension funds, with allocations in fixed income, real assets, and global equities.

» **Dhabi** – A leading global financial hub with a diverse investor base, including:

- **Private banks & wealth managers** – Institutions such as Emirates NBD, Mashreq Bank, and Emirates Investment Bank oversee large HNW portfolios.
- **Family offices** – Dubai has a high concentration of UHNW family offices investing in private equity, venture capital, and hedge funds.
- **Alternative investments** – The city is a growing center for venture capital and private credit, with Dubai International Financial Centre (DIFC) playing a major role in fund structuring and financial services.



SAUDI ARABIA

Saudi Arabia is the largest economy in the Middle East and a growing force in global investment markets.



- » **Public Investment Fund (PIF)** – One of the world's largest sovereign wealth funds, managing over \$700 billion, with strong allocations to technology, infrastructure, and private markets.
- » **Saudi Aramco's Investment Arm** – Deploys significant capital across energy, industrials, and strategic private equity investments.
- » **Pension & Institutional Investors** – Organizations like General Organization for Social Insurance (GOSI) and Sanabil Investments (a PIF subsidiary) are key players in public and private markets.
- » **Riyadh & Jeddah** – Key financial centers where family offices and private investment firms manage substantial wealth.

QATAR

Qatar is a global financial player, driven by its sovereign wealth fund and institutional investors.



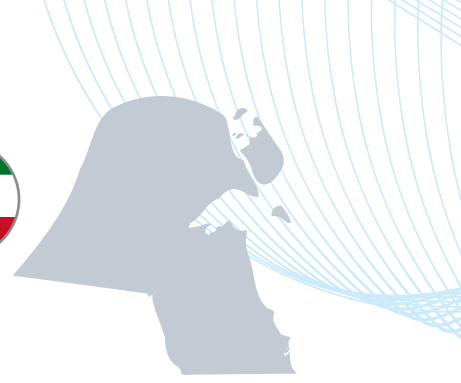
- » **Qatar Investment Authority (QIA)** – Managing over \$450 billion, with allocations across real estate, infrastructure, and alternative investments.
- » **Qatar National Bank (QNB)** – The largest financial institution in the Middle East, investing in fixed income, private markets, and corporate lending.
- » **Doha** – The country's financial hub, home to a growing number of family offices and asset managers.



KUWAIT

Kuwait has a well-established investment sector, anchored by its sovereign wealth fund and pension system.

- » **Kuwait Investment Authority (KIA)** – The world's oldest sovereign wealth fund, managing over \$800 billion, with a focus on global equity markets, private equity, and infrastructure.
- » **Public Institution for Social Security (PIFSS)** – A key institutional investor allocating capital across traditional and alternative investments.
- » **Kuwait City** – A hub for private banking, wealth management,



BAHRAIN

Bahrain is a key financial center in the GCC, home to a strong banking sector and alternative investment market.

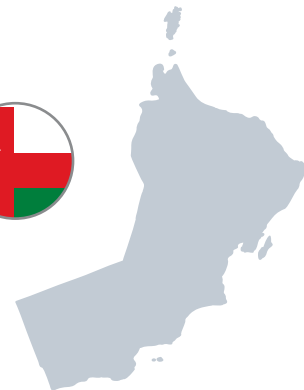
- » **Mumtalakat Holding Company** – The country's sovereign wealth fund, managing over \$18 billion, focusing on private equity and direct investments.
- » **Bahrain Economic Development Board (EDB)** – Supports investment in financial services, fintech, and alternative assets.
- » **Manama** – The region's oldest financial hub, hosting international banks, fund administrators, and private investors.



OMAN

Oman's investment sector is led by its sovereign wealth fund and institutional investors.

- » **Oman Investment Authority (OIA)** – Managing over \$40 billion, investing in energy, infrastructure, and private markets.
- » **Muscat** – The financial capital, home to key banks, asset managers, and family offices.



WIDER MIDDLE EAST

ISRAEL

Israel has a highly developed investment ecosystem, driven by venture capital, institutional investors, and alternative asset managers.

- » **Israel Innovation Authority** – A government-backed investor focused on technology, startups, and venture capital.
- » **Institutional Investors & Pension Funds** – Organizations like Menora Mivtachim and Clal Insurance deploy capital across global markets, hedge funds, and alternative investments.
- » **Tel Aviv** – The country's financial center, home to venture capital firms, private equity investors, and tech-focused family offices.



EGYPT

Egypt has a growing institutional investor base, with Cairo serving as its financial hub.

- » **The Sovereign Fund of Egypt (TSFE)** – Focused on infrastructure, energy, and private markets.
- » **Commercial Banks & Private Investors** – Increasing exposure to real estate, infrastructure, and private equity.



TURKEY



Turkey plays a key role in regional capital markets, with Istanbul serving as its financial hub.

- » **Turkish Wealth Fund (TWF)** – The country's sovereign wealth fund, investing in financial services, energy, and infrastructure.
- » **Private Equity & Family Offices** – Turkey has a growing alternative investment sector, particularly in real estate and growth equity.

Capital Raising Opportunities

For fund managers, the Middle East offers engagement opportunities across:

- » **Sovereign wealth funds** – Managing trillions in assets with global mandates.
- » **Pension funds & insurance firms** – Increasing allocations to alternative investments and real assets.
- » **Private banks & family offices** – Managing substantial HNW and institutional wealth.
- » **Asset managers & alternative investment firms** – Actively investing in private equity, venture capital, and infrastructure and real assets.

With deep pools of capital, strong government-backed investors, and a growing focus on private markets, the Middle East remains a top-tier fundraising destination for fund managers worldwide.



V. Asia

Asia is a global financial powerhouse, home to some of the world's largest sovereign wealth funds, pension funds, private banks, and asset managers. With over \$32 trillion in assets under management (AUM) and 400+ verified investment decision-makers, the region is a critical destination for fund managers seeking capital.

EAST ASIA

CHINA (BEIJING & SHANGHAI)

China has one of the world's largest financial markets, with Beijing and Shanghai serving as its key investment centers.



Sovereign Wealth Funds & Institutional Investors:

- » **China Investment Corporation (CIC)** – One of the world's largest sovereign wealth funds, managing over \$1.35 trillion in assets across global equities, private markets, and infrastructure.
- » **National Council for Social Security Fund (NCSSF)** – China's national pension reserve fund, allocating capital to private equity, public markets, and fixed income.

Major Banks & Asset Managers:

- » **Industrial and Commercial Bank of China (ICBC)** – The world's largest bank, managing trillions in corporate and institutional assets.
- » **China Construction Bank & Bank of China** – Both key players in institutional investment, fixed income, and wealth management.
- » **China Life Asset Management** – One of the country's largest institutional investors, with significant allocations to real estate and private markets.
- » **Shanghai** – The home of China's stock exchanges and a growing hub for hedge funds, private equity, and venture capital.



HONG KONG

Hong Kong remains a leading financial hub, with a strong presence of global and regional investors.



Wealth Managers & Private Banks:

- » HSBC Private Banking and UBS Wealth Management serve Asia's high-net-worth (HNW) and ultra-high-net-worth (UHNW) clients.
- » Family offices and hedge funds are growing rapidly in Hong Kong, fueled by capital inflows from mainland China.

Institutional Investors:

- » **Hong Kong Monetary Authority (HKMA) Investment Portfolio** – Manages a significant portion of Hong Kong's foreign reserves, investing across global markets.
- » **Insurance & Pension Investors** – Firms like AIA Group and Sun Life Financial actively deploy capital into real assets, infrastructure, and private equity.

Hong Kong is also a key gateway for international fund managers accessing mainland Chinese capital.

JAPAN (TOKYO)

Japan is home to some of the world's largest institutional investors, making Tokyo a critical center for global capital allocation.



Pension Funds & Insurance Investors:

- » **Government Pension Investment Fund (GPIF)** – The world's largest pension fund, managing over \$1.5 trillion in assets across equities, fixed income, and alternatives.
- » **Japan Post Insurance & Nippon Life Insurance** – Among the largest institutional investors in Asia, allocating capital to public and private markets.

Asset Managers & Banks:

- » **Nomura Asset Management & Daiwa Securities** – Leading firms managing multi-asset portfolios with a focus on global equity and alternative investments.
- » **Mizuho Financial Group & Sumitomo Mitsui Trust Bank** – Major players in institutional banking and asset management.

Japan's private equity and venture capital sectors are expanding, with increasing allocations to technology, infrastructure, and ESG-focused investments.



SOUTHEAST ASIA

SINGAPORE

Singapore is Asia's premier asset management hub, with a highly developed financial ecosystem.



Sovereign Wealth Funds & Institutional Investors:

- » **GIC (Government of Singapore Investment Corporation)** – One of the world's largest sovereign wealth funds, managing over \$800 billion, investing across real estate, private equity, hedge funds, and infrastructure.
- » **Temasek Holdings** – A government-owned investment firm with \$500 billion+ in AUM, actively investing in venture capital, private markets, and ESG initiatives.

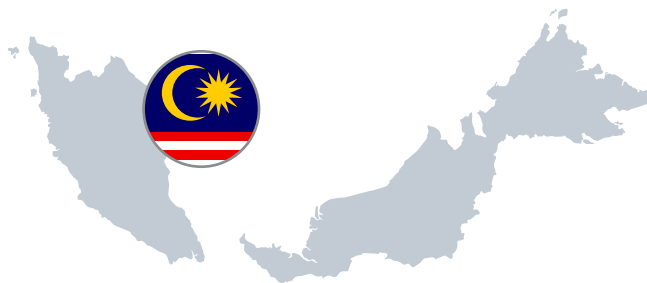
Wealth Management & Family Offices:

- » Singapore has become Asia's top destination for family offices, with over 1,500 multi- and single-family offices managing UHNW assets.
- » UBS, Julius Baer, and Citibank Private Bank serve institutional and private wealth clients.

Singapore's fund of funds and hedge fund ecosystem is rapidly growing, making it a key hub for fund managers raising capital.

MALAYSIA

Malaysia is home to a strong sovereign wealth fund and pension system, with Kuala Lumpur as its financial center.



- » **Khazanah Nasional Berhad** – The country's sovereign wealth fund, investing in technology, healthcare, and private equity.
- » **Employees Provident Fund (EPF)** – One of Asia's largest pension funds, with over \$300 billion in AUM, allocating capital to global markets and alternative assets.

Malaysia's Islamic finance and Shariah-compliant investment sector is a key growth area, attracting fund managers in real estate and private equity.



INDONESIA

Indonesia has a fast-growing financial sector, with Jakarta as its primary investment hub.



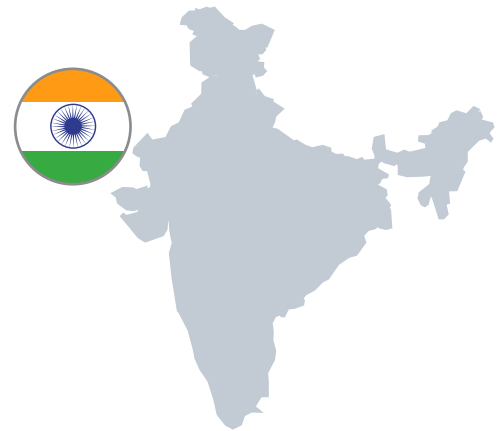
- » **Indonesia Investment Authority (INA)** – The country's sovereign wealth fund, investing in infrastructure, digital economy, and sustainable assets.
- » **BPJS Ketenagakerjaan** – The national pension fund, deploying capital across domestic and international markets.

Indonesia's venture capital sector is booming, with increasing interest in technology and consumer-driven investments.

SOUTH ASIA

INDIA (MUMBAI & BANGALORE)

India is one of Asia's fastest-growing investment markets, with Mumbai and Bangalore serving as key financial centers.



Institutional Investors & Pension Funds:

- » **Life Insurance Corporation of India (LIC)** – India's largest institutional investor, with billions allocated to public and private markets.
- » **Employees' Provident Fund Organisation (EPFO)** – A major pension fund, investing across fixed income, equities, and infrastructure.

Private Equity & Venture Capital:

- » India's private equity and venture capital market is among the most active in Asia, with firms like Sequoia Capital India and Blackstone India investing in high-growth sectors.

Banks & Asset Managers:

- » HDFC Asset Management & Kotak Mahindra Bank manage multi-billion-dollar portfolios across various asset classes.

India is a major target for foreign investors, with increasing interest in real estate, infrastructure, and digital economy investments.



VI. Nordic Region

The Nordic Region—comprising Sweden, Norway, Denmark, Finland, and Iceland—is a well-established financial market known for its institutional investors, sovereign wealth funds, pension systems, and private wealth management firms. With over \$10.8 trillion in assets under management (AUM) and 700+ verified investment decision-makers, the Nordics offer significant capital-raising opportunities for fund managers.

SWEDEN (STOCKHOLM)

The Largest Financial Center

Stockholm is the region's largest financial hub, home to major banks, pension funds, and asset managers.



Institutional Investors & Pension Funds:

- » **AP Funds (AP1, AP2, AP3, AP4, AP6, and AP7)** – Sweden's national pension buffer funds collectively manage over \$200 billion, allocating capital across equities, private equity, real estate, and infrastructure.
- » **Alecta** – One of Sweden's largest occupational pension funds, managing over \$130 billion, with a focus on ESG and alternative investments.
- » **Folksam & Skandia** – Leading insurance-backed institutional investors with exposure to private credit, venture capital, and real assets.

Banks & Asset Managers:

- » **SEB & Swedbank** – Major players in institutional banking, asset management, and private wealth.
- » **Nordea Asset Management** – A key multi-asset investor with a strong ESG focus.
- » **EQT Partners** – One of Europe's largest private equity and alternative investment firms, actively investing in infrastructure, private credit, and technology.

Stockholm is also a growing center for venture capital and fintech, attracting global investors to its expanding startup ecosystem.



NORWAY (OSLO)

Home to the World's Largest Sovereign Wealth Fund

Oslo is a critical hub for pension funds, sovereign wealth funds, and asset management firms, with significant institutional capital.



Sovereign Wealth & Pension Funds:

- » **Norges Bank Investment Management (NBIM)** – The manager of Norway's Government Pension Fund Global (GPF), the world's largest sovereign wealth fund, overseeing \$1.5 trillion in assets across public and private markets.
- » **KLP (Kommunal Landspensjonskasse)** – Norway's largest pension fund, investing in real estate, infrastructure, and private equity.

Banks & Asset Managers:

- » **Storebrand Asset Management** – A major Nordic institutional investor managing multi-asset portfolios.
- » **DNB Asset Management** – One of Norway's largest asset managers, allocating capital to equities, fixed income, and alternatives.

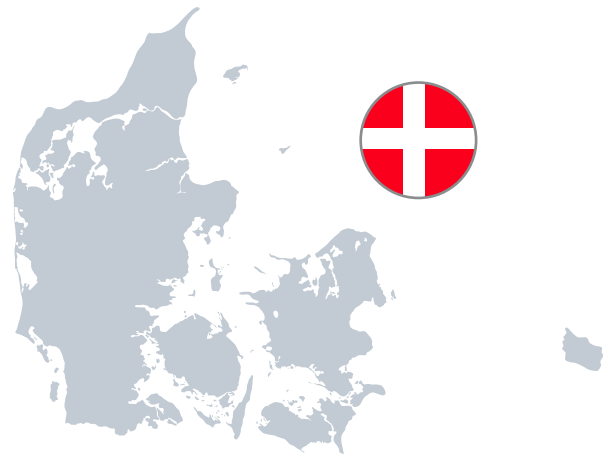
Oslo is also a key center for energy and renewables investment, with strong capital flows into green infrastructure and impact investing.



DENMARK (COPENHAGEN)

A Leading Institutional Investor Hub

Copenhagen serves as Denmark's financial capital, with a strong presence of pension funds, asset managers, and alternative investors.



Pension & Institutional Investors:

- » **ATP (Arbejdsmarkedets Tillægspension)** – Denmark's largest pension fund, managing over \$120 billion, with significant allocations to private equity, infrastructure, and alternative investments.
- » **PFA Pension** – A major investor with a focus on sustainable finance, real estate, and private markets.
- » **Danica Pension & Sampension** – Managing institutional portfolios across fixed income, equities, and alternative assets.

Banks & Asset Managers:

- » **Danske Bank & Nordea** – Leading banks with strong wealth management and investment divisions.
- » **Nykredit Asset Management** – A significant investor in real estate and fixed income markets.

Copenhagen has a growing reputation as a hub for sustainable finance and ESG-driven investment strategies, making it an attractive market for fund managers specializing in impact investing and renewable energy.



FINLAND (HELSINKI)



A Stronghold for Pension Investment

Helsinki is a major Nordic center for pension funds and institutional asset management.

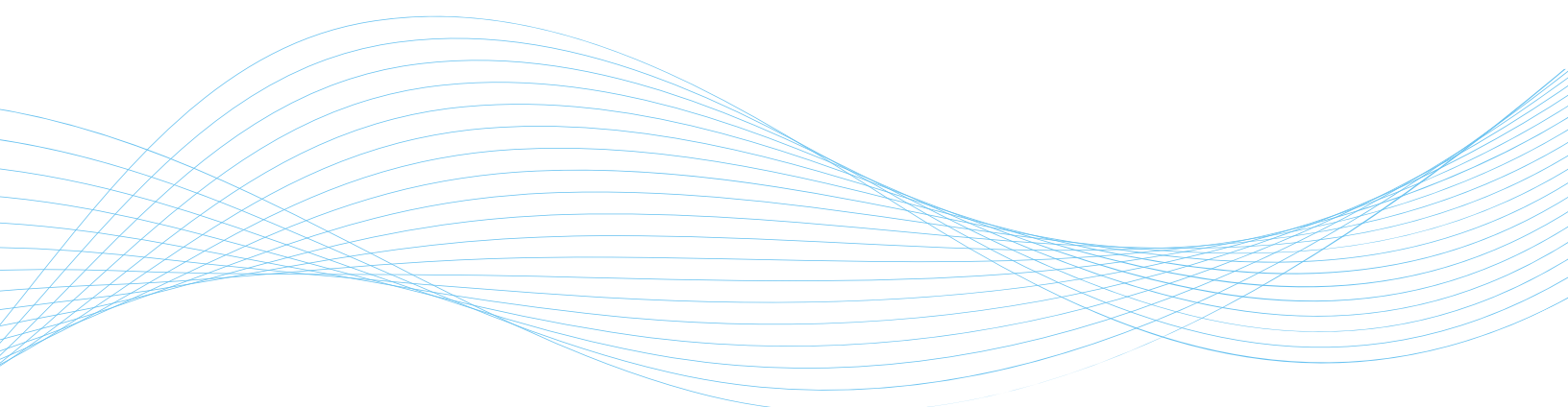
Pension & Institutional Investors:

- » **Varma & Ilmarinen** – Finland's two largest pension funds, managing over \$150 billion combined, with allocations across private equity, venture capital, and infrastructure.
- » **Keva** – The largest Finnish pension fund for public sector employees, actively investing in global markets and alternative assets.

Banks & Asset Managers:

- » **Nordea Finland & OP Financial Group** – Major players in institutional and private banking.
- » **Evli Fund Management** – A key asset manager focusing on fixed income, equities, and alternative investments.

Helsinki's investment community is highly focused on innovation, technology, and sustainable finance, making it a key location for capital allocation in venture capital and ESG-aligned investments.



ICELAND (REYKJAVIK)



A Niche Investment Market

Iceland, while smaller than its Nordic neighbors, has a well-developed pension and banking sector.

- » **Icelandic Pension Funds** – The country's pension system is among the largest per capita globally, with funds such as Lífeyrissjóður Verzlunarmanna allocating capital to international markets.
- » **Arion Bank & Landsbankinn** – Leading financial institutions with growing exposure to alternative investments.

Capital Raising Opportunities in the Nordics

For fund managers, Latin America presents growing engagement opportunities across:

- » **Sovereign wealth funds** – Managing over \$1.5 trillion, with increasing allocations to alternative assets.
- » **Pension funds & insurance companies** – Some of Europe's largest institutional investors, actively deploying capital into private equity, infrastructure, and ESG investments.
- » **Private banks & family offices** – Managing large pools of high-net-worth (HNW) and ultra-high-net-worth (UHNW) assets.
- » **Asset managers & fund of funds** – Actively investing across multi-asset strategies and alternative investments.

With a highly stable financial system, deep institutional capital pools, and strong commitments to ESG and impact investing, the Nordics remain a top-tier destination for fund managers seeking long-term capital partners.



VII. Latin America

Latin America is an emerging financial powerhouse, with over \$6.6 trillion in assets under management (AUM) and 300+ verified investment decision-makers. The region is home to a diverse mix of institutional investors, including pension funds, sovereign wealth funds, private banks, asset managers, and family offices, making it a significant target for fund managers seeking capital.

BRAZIL (SÃO PAULO)



The Largest Financial Center

São Paulo is Latin America's largest financial hub, home to major banks, asset managers, and institutional investors.

Banks & Private Wealth:

- » **Itaú Unibanco** – Brazil's largest bank and a key institutional investor, managing assets across wealth management, private banking, and investment funds.
- » **Banco Bradesco & BTG Pactual** – Leading financial institutions with significant exposure to equities, fixed income, and alternative investments.
- » **Safra Group** – A major player in private wealth and asset management.

Pension Funds & Institutional Investors:

- » **Previ (Banco do Brasil's Pension Fund)** – One of Latin America's largest pension funds, managing over \$150 billion in AUM.
- » **Petros (Petrobras Pension Fund)** – A key institutional investor with allocations in infrastructure, private equity, and fixed income.
- » **FUNCEF (Caixa Econômica Federal's Pension Fund)** – A significant investor across public and private markets.

São Paulo is also home to a growing venture capital and private equity ecosystem, making it a strategic market for alternative investments.



MEXICO (MEXICO CITY)

A Key Institutional Investment Market

Mexico City serves as the country's primary financial hub, home to banks, pension funds, and wealth managers.



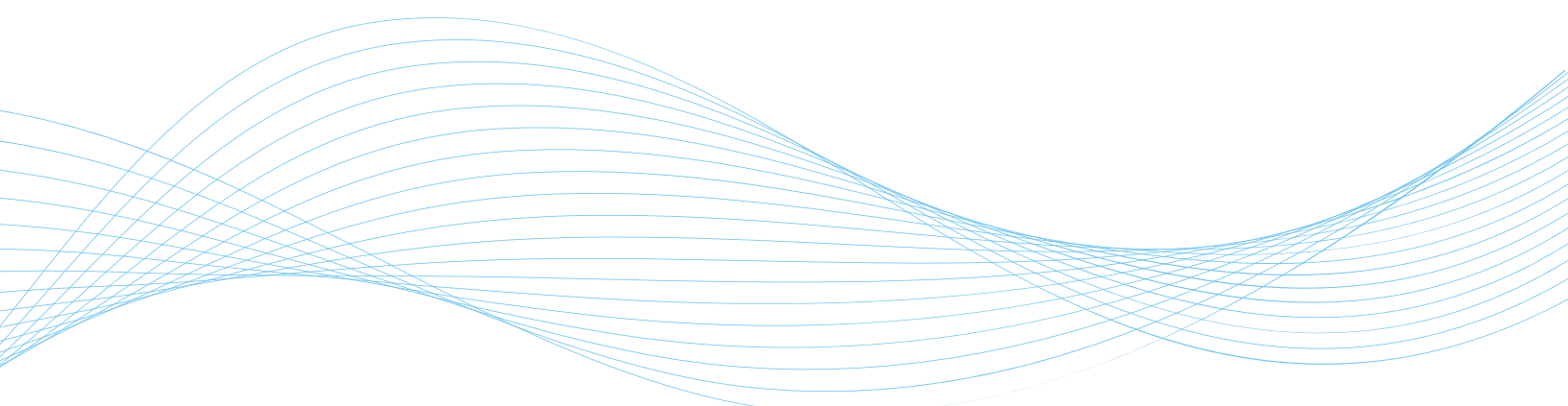
Banks & Private Investment:

- » **BBVA México & Santander México** – The country's largest banks, actively investing in capital markets, private equity, and infrastructure.
- » **Banorte & Citibanamex** – Leading financial institutions managing significant corporate and institutional investment portfolios.

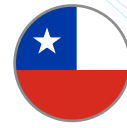
Pension Funds (AFORES):

- » **Afore XXI Banorte & Afore Citibanamex** – Two of the largest Mexican pension funds, with billions in AUM, allocating capital to real estate, private equity, and global equities.
- » **Afore SURA** – A major investor in fixed income and private credit.

Mexico City is also home to a growing family office and alternative investment market, with increasing exposure to venture capital and private credit.



CHILE (SANTIAGO)



A Strong Pension & Alternative Investment Market

Santiago is one of Latin America's most sophisticated investment hubs, known for its strong pension system and institutional investor base.

Pension Funds (AFPs – Administradoras de Fondos de Pensiones):

- » **AFP Habitat, AFP Cuprum, and AFP Provida** – Manage a significant portion of Chile's pension assets, with increasing allocations to global equities, infrastructure, and private equity.

Banks & Asset Managers:

- » **BTG Pactual Chile & LarrainVial** – Major investment firms managing assets across equities, fixed income, and private markets.
- » **Moneda Asset Management** – A leading investor in Latin American private equity and real estate.

Chile's alternative investment sector is growing, with strong demand for impact investing and sustainable finance.

COLOMBIA (MEDELLÍN & BOGOTÁ)



A Rising Institutional Investment Hub

Colombia's financial markets are expanding rapidly, with Medellín and Bogotá emerging as key investment centers.

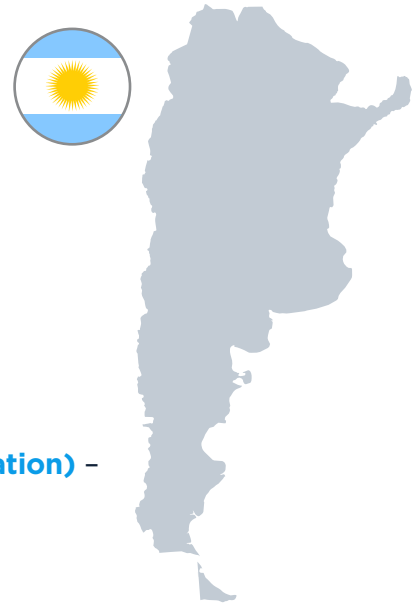
Pension Funds & Institutional Investors:

- » **Colfondos, Porvenir, and Protección** – Colombia's largest pension funds, managing billions in assets with growing interest in private credit, infrastructure, and venture capital.
- » **Grupo Aval & Bancolombia** – Leading financial institutions with exposure to corporate finance, wealth management, and alternative investments.

Medellín, in particular, has developed into a hub for venture capital and fintech investment, attracting global capital.



ARGENTINA (BUENOS AIRES)



A Challenging but Opportunistic Market

Despite economic volatility, Buenos Aires remains an important financial center, home to major banks, private investors, and institutional capital allocators.

Pension & Institutional Investors:

- » **ANSES (Argentine National Social Security Administration)** – A key government-backed institutional investor with allocations across fixed income and public equities.

Banks & Asset Managers:

- » **Banco Galicia & Banco Macro** – Leading financial institutions managing corporate and private client portfolios.
- » **Puente Asset Management** – A major player in Argentina's alternative investment and fixed-income markets.

Despite capital controls, Argentina still presents niche investment opportunities, particularly in real assets and emerging market debt.

OTHER NOTABLE LATIN AMERICAN INVESTMENT MARKETS

PERU (LIMA)



An Expanding Pension & Institutional Investment Market

- » **AFP Integra & Prima AFP** – Major pension funds allocating capital to real estate, infrastructure, and equities.
- » **Credicorp Capital** – A leading asset manager with significant exposure to private equity and alternative investments.



URUGUAY (MONTEVIDEO)



A Key Hub for Offshore Banking & Family Offices

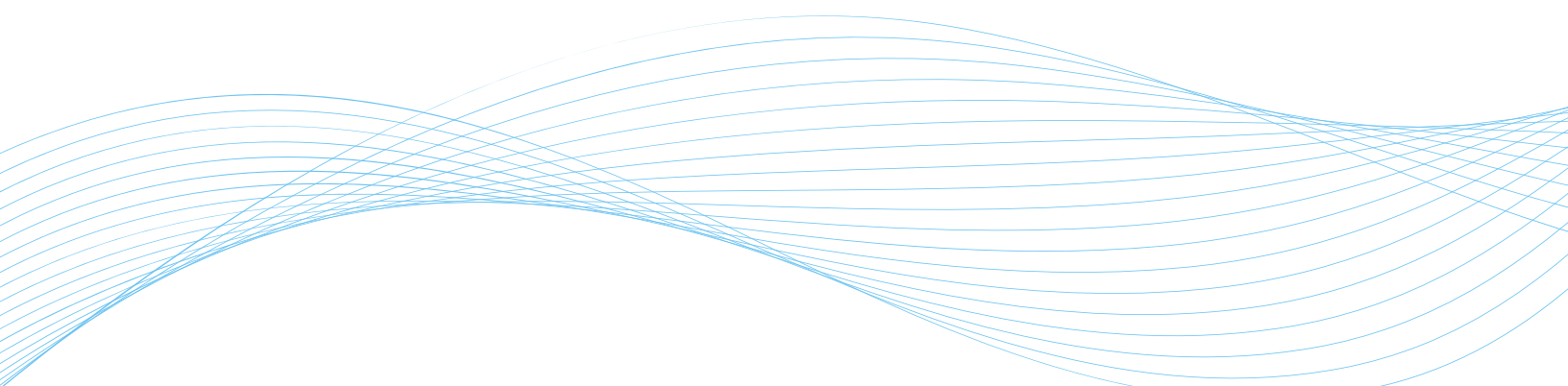
- ▶▶ Uruguay has a strong private banking and family office sector, serving investors from Argentina, Brazil, and Chile.
- ▶▶ Banco República & Santander Uruguay play significant roles in wealth management and institutional banking.

Capital Raising Opportunities in Latin America

For fund managers, Latin America presents growing engagement opportunities across:

- ▶▶ **Pension funds & institutional investors** – Some of the largest pools of capital in the region, increasingly allocating to private markets and alternatives.
- ▶▶ **Private banks & wealth managers** – Managing UHNW and HNW capital, with exposure to private equity, hedge funds, and infrastructure.
- ▶▶ **Family offices & asset managers** – Actively investing in venture capital, private credit, and impact investing.

With expanding institutional capital, a growing alternative investment market, and strong demand for private market solutions, Latin America remains a key region for fund managers looking to raise capital.



VIII. Canada



Canada is a major global financial market, home to some of the world's largest pension funds, sovereign investors, private banks, and asset managers. With over \$18.9 trillion in assets under management (AUM) and 3,000+ verified investment decision-makers, the country presents significant opportunities for fund managers seeking institutional capital.

TORONTO: The Financial Capital

Toronto is Canada's largest financial hub, housing leading banks, pension funds, and asset managers that play a critical role in global capital allocation.

Banks & Wealth Managers:

- » **Royal Bank of Canada (RBC) & TD Bank** – Canada's largest financial institutions, actively managing institutional and private wealth portfolios.
- » **BMO Global Asset Management & CIBC Asset Management** – Key players in multi-asset investing, alternative strategies, and wealth management.

Pension Funds & Institutional Investors:

- » **Canada Pension Plan Investment Board (CPPIB)** – One of the largest pension funds globally, managing over \$575 billion, investing in private equity, real estate, infrastructure, and credit markets.
- » **Ontario Teachers' Pension Plan (OTPP)** – Managing over \$250 billion, with strong allocations to private markets, impact investing, and alternative assets.
- » **OMERS (Ontario Municipal Employees Retirement System)** – A key institutional investor with a multi-asset strategy covering public and private markets.

Toronto is also home to major hedge funds, private equity firms, and fund of funds, making it a prime destination for alternative investment fundraising.



MONTREAL: A Pension & Asset Management Stronghold

Montreal is a critical investment center, particularly for institutional asset management and pension fund investing.

Pension Funds & Institutional Investors:

- » **Caisse de dépôt et placement du Québec (CDPQ)** – One of the world's largest institutional investors, managing over \$420 billion, with capital deployed across private equity, infrastructure, and fixed income.
- » **Public Sector Pension Investment Board (PSP Investments)** – Manages over \$230 billion, investing globally in private markets and alternative investments.

Asset Managers & Banks:

- » **National Bank of Canada & Fiera Capital** – Leading asset managers with exposure to global equities, hedge funds, and fixed income strategies.

Montreal is also a key center for venture capital and impact investing, attracting fund managers specializing in growth equity and innovation-focused funds.

CALGARY & EDMONTON: Energy & Infrastructure Investment Hubs

Calgary and Edmonton serve as Canada's energy and infrastructure investment centers, with a strong presence of pension funds, asset managers, and private wealth firms.

Pension Funds & Institutional Investors:

- » **Alberta Investment Management Corporation (AIMCo)** – Managing over \$160 billion, with allocations to energy, private equity, and infrastructure.
- » **HOOPP (Healthcare of Ontario Pension Plan)** – A major institutional investor with an emphasis on real estate and fixed income.

Energy & Private Equity:

- » **ARC Financial & TriWest Capital Partners** – Leading private equity firms focused on energy and industrials.

Calgary is also home to wealth managers and family offices allocating capital to alternative assets and ESG-focused investments.



VANCOUVER: A Growing Hub for Private Wealth & Alternative Investments

Vancouver is emerging as a key center for private banking, family offices, and real estate investment.

Banks & Wealth Management:

- » **Canaccord Genuity & Raymond James Canada** – Major firms specializing in private client services and alternative investments.
- » **Vancity & BlueShore Financial** – Leading institutions in impact investing and sustainable finance.

Venture Capital & Private Markets:

- » Vancouver is a growing hub for technology and venture capital, with firms such as BDC Capital and Vanedge Capital investing in early-stage and growth-stage companies.

CANADA'S INSTITUTIONAL INVESTOR ECOSYSTEM

Pension Funds & Sovereign Investors

Canada's pension funds are among the most sophisticated and globally active institutional investors, allocating capital to private equity, venture capital, real estate, and infrastructure.

Largest Canadian Pension Funds:

- » Canada Pension Plan Investment Board (CPPIB) – **\$575B AUM**
- » Caisse de dépôt et placement du Québec (CDPQ) – **\$420B AUM**
- » Ontario Teachers' Pension Plan (OTPP) – **\$250B AUM**
- » Public Sector Pension Investment Board (PSP Investments) – **\$230B AUM**
- » Alberta Investment Management Corporation (AIMCo) – **\$160B AUM**



Private Banks & Family Offices

Canada has a well-developed private wealth sector, with a growing number of single- and multi-family offices managing UHNW assets.

- » **RBC Wealth Management & TD Private Wealth** – Leading private banking institutions with exposure to hedge funds, structured finance, and private equity.
- » **McCain Capital & Richardson GMP** – Major family offices with diversified investment portfolios.

Alternative Investments & Fund of Funds

Canada is a major market for alternative investments, with a strong presence of private equity firms, hedge funds, and infrastructure investors.

- » **Brookfield Asset Management** – One of the world's largest real estate, infrastructure, and private equity investors, managing over \$850 billion in assets.
- » **Onex Corporation** – A leading private equity firm investing in mid-market and large-scale buyouts.
- » **Northleaf Capital Partners** – A key player in private credit and fund of funds strategies.

Capital Raising Opportunities in Canada

For fund managers, Canada offers significant engagement opportunities across:

- » **Pension funds & institutional investors** – Some of the largest capital allocators globally, with strong exposure to alternative assets and private markets.
- » **Private banks & wealth managers** – Managing substantial UHNW and institutional client portfolios.
- » **Family offices & asset managers** – Deploying capital into private equity, venture capital, and hedge funds.
- » **Infrastructure & real asset investors** – With a strong focus on real estate, renewable energy, and sustainable finance.

With its deep pools of institutional capital, sophisticated investment strategies, and expanding private wealth sector, Canada remains a top-tier fundraising destination for global fund managers.



IX. Oceania

Oceania is a major financial market, home to a well-developed banking sector, pension funds, asset managers, and private wealth firms. With over \$4.9 trillion in assets under management (AUM) and 745+ verified investment decision-makers, the region presents strong opportunities for fund managers looking to raise capital.

AUSTRALIA



SYDNEY: The Largest Financial Center

Sydney is Australia's financial capital, home to major banks, asset managers, and institutional investors that allocate capital across public and private markets.

Banks & Private Wealth:

- » **Commonwealth Bank of Australia (CBA) & Westpac** – Leading financial institutions managing large-scale portfolios across institutional banking, wealth management, and asset allocation.
- » **Macquarie Group** – A global investment banking and asset management powerhouse with strong exposure to infrastructure, private equity, and alternative investments.
- » **UBS Australia & JBWere** – Major private wealth firms catering to HNW and UHNW investors.

Pension Funds & Institutional Investors:

- » **AustralianSuper** – The largest pension fund in Australia, managing over \$300 billion, with allocations to private markets, infrastructure, and global equities.
- » **Future Fund** – Australia's sovereign wealth fund, managing over \$270 billion, with strong exposure to hedge funds, real assets, and alternative investments.
- » **REST Super & Cbus Super** – Major industry superannuation funds investing in fixed income, equities, and private markets.

Sydney also has a strong venture capital and technology investment sector, attracting growth-stage and late-stage capital.



MELBOURNE: A Pension & Institutional Investment Hub

Melbourne is a leading center for pension fund management and asset allocation, home to some of the largest institutional investors in the country.

Pension Funds & Institutional Investors:

- » **Australia and New Zealand Banking Group (ANZ) & National Australia Bank (NAB)** – Major players in corporate banking, wealth management, and asset management.
- » **Hostplus & UniSuper** – Large industry superannuation funds with increasing exposure to private equity and infrastructure.

Melbourne is also a growing alternative investment hub, with significant capital flowing into real estate, private credit, and ESG-focused investments.

BRISBANE: A Growing Investment Market

Brisbane has a developing financial ecosystem, particularly in infrastructure and private wealth.

- » **Queensland Investment Corporation (QIC)** – One of Australia's largest institutional investors, managing over \$100 billion, with strong allocations to real estate, infrastructure, and private equity.
- » **Suncorp** – A key player in insurance-backed investments and asset management.

Brisbane is also home to a growing venture capital sector, with increasing allocations to technology and renewable energy investments.

NEW ZEALAND

AUCKLAND: The Financial Capital

Auckland is New Zealand's largest financial hub, home to banks, pension funds, and institutional investors that drive capital allocation across global markets.



Pension Funds & Institutional Investors:

- » **New Zealand Superannuation Fund (NZ Super Fund)** – The country's sovereign wealth fund, managing over \$50 billion, with investments in private equity, infrastructure, and sustainable assets.
- » **Accident Compensation Corporation (ACC)** – A major institutional investor allocating capital across global equities, fixed income, and alternative investments.



Banks & Asset Managers:

- » **ANZ New Zealand & ASB Bank** – Leading financial institutions managing private and institutional client portfolios.
- » **Harbour Asset Management & Milford Asset Management** – Key players in equities, fixed income, and multi-asset strategies.

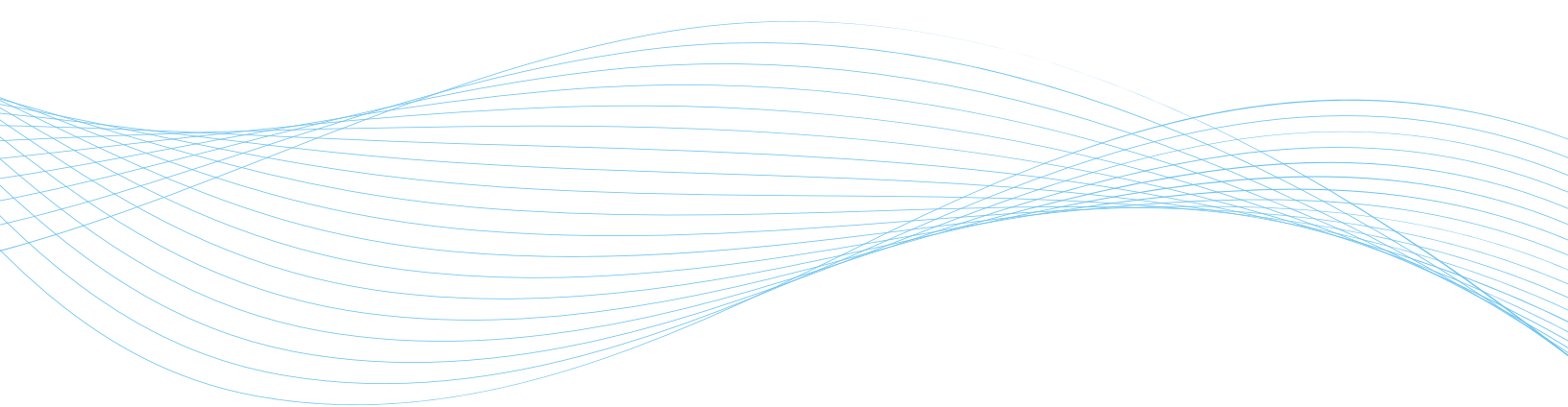
Auckland is also home to a growing number of family offices and high-net-worth investors, making it an attractive market for alternative investments and private wealth management.

Capital Raising Opportunities in Oceania

For fund managers, Oceania offers strong engagement opportunities across:

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- » **Private banks & family offices** – Managing significant HNW and UHNW portfolios, with growing allocations to hedge funds and venture capital.
- » **Asset managers & alternative investment firms** – Investing in multi-asset strategies, real assets, and private credit.

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