



Press Release

Prequin ranks Gaw Capital Partners as a Most Consistent Performing Fund Manager – Three Years in a Row

Only Asia Pacific Firm Recognized by Prequin in its Report

Hong Kong, May 19, 2016 –Gaw Capital Partners has been recognized by Prequin in its 2016 Global Real Estate Report as a most consistently performing private real estate fund manager – for three consecutive years.

The firm has been recognized as both “Most Consistent Performing Closed-End Private Real Estate Fund Managers” and “Most Consistent Performing Opportunistic Closed-End Private Real Estate Fund Managers”.

Gaw Capital Partners is also the only fund manager in Asia Pacific to be included by this report.

“We’re honored and delighted to be recognized by Prequin three years in a row as Prequin is the ‘Standard and Poor’s/Moody’s’ of the real estate private equity sector,” said Goodwin Gaw, Chairman and Managing Principal of Gaw Capital Partners. “We’re also honored and humbled to be the only firm in Greater China – and Asia Pacific – to be recognized by Prequin for three consecutive years; this type of fund consistency is very sought-after and valued by our LPs, which include sovereign wealth funds, pension funds and endowments ...etc. from all over the world,” Gaw said.

According to Prequin, in a crowded and competitive fundraising market, fund managers with a long and consistently successful track record are often the most able to stand out from the crowd - a consistent track record demonstrates to the investor community that a fund manager has been able to outdo its peers in both good and bad markets.

Prequin is the alternative assets industry’s leading source of data and intelligence. Prequin is the most comprehensive review of the industry. Prequin’s products and services are utilized by more than 24,000 professionals located in over 94 countries for activities including investor relations, fundraising, marketing, and market research.

Consistent Performing Fund Managers

Methodology

Preqin assigns each closed-end fund a quartile ranking based on its performance against other funds of the same geographic focus and vintage year. The methodology used to compile our consistent performing managers list looks at these quartile rankings; a top-quartile fund will be ascribed a score of one, a second-quartile fund a score of two and so on. Preqin only assigns quartile rankings to funds of more mature vintage years. Funds with vintages of 2013 or later are not considered. Furthermore, the table has been restricted to fund managers that have raised at least three funds, and is further narrowed down to include only active fund managers. Managers that have not launched a new fund since 2009 are excluded.

The league table does not seek in any way to endorse these fund managers, but rather to illustrate those that have performed the most consistently in the past.

Fig. 7.10: Most Consistent Performing Closed-End Private Real Estate Fund Managers

Firm	Headquarters	Overall No. of Funds with Quartile Ranking	No. of Funds in Top Quartile	No. of Funds in Second Quartile	Average Quartile Rank
Carmel Partners	San Francisco, CA, US	4	4	0	1.00
Centennial Holdings	Atlanta, GA, US	4	4	0	1.00
Embarcadero Capital Partners	Belmont, CA, US	3	3	0	1.00
HDFC Property Ventures	Mumbai, India	3	3	0	1.00
Nordic Real Estate Partners	Virum, Denmark	5	4	1	1.20
Auratum Real Estate	Turku, Finland	4	3	1	1.25
Bell Partners	Greensboro, NC, US	4	3	1	1.25
Almanac Realty Investors	New York, NY, US	3	2	1	1.33
Columbia Pacific Advisors	Seattle, WA, US	3	2	1	1.33
DivcoWest	San Francisco, CA, US	3	2	1	1.33
Green Courte Partners	Lake Forest, IL, US	3	2	1	1.33
Sveafastigheter	Stockholm, Sweden	3	2	1	1.33
John Buck Company	Chicago, IL, US	4	2	2	1.50
TH Real Estate	London, UK	4	2	2	1.50
Waterton Associates	Chicago, IL, US	10	7	2	1.50
HG Capital	Menlo Park, CA, US	5	3	1	1.60
Rockbridge	Columbus, OH, US	5	2	3	1.60
Gaw Capital Partners	Hong Kong	3	2	0	1.67
JEN Partners	New York, NY, US	3	2	0	1.67
Redwood-Kairos Real Estate Partners	Rancho Santa Margarita, CA, US	3	2	0	1.67
ValStone Partners	Birmingham, MI, US	3	2	0	1.67
Rockwood Capital	New York, NY, US	11	5	4	1.73
CIM Group	Los Angeles, CA, US	4	2	1	1.75
DRA Advisors	New York, NY, US	8	3	4	1.75
Tishman Speyer	New York, NY, US	4	2	1	1.75
Blue Vista Capital Partners	Chicago, IL, US	5	3	0	1.80

Based on 135 firms and 786 funds fulfilling the selection criteria.

Source: Preqin Real Estate Online

Fig. 7.11: Most Consistent Performing Value Added Closed-End Private Real Estate Fund Managers

Firm	Headquarters	Overall No. of Funds with Quartile Ranking	No. of Funds in Top Quartile	No. of Funds in Second Quartile	Average Quartile Rank
Carmel Partners	San Francisco, CA, US	4	4	0	1.00
Embarcadero Capital Partners	Belmont, CA, US	3	3	0	1.00
Almanac Realty Investors	New York, NY, US	3	2	1	1.33
Auratum Real Estate	Turku, Finland	3	2	1	1.33
Bell Partners	Greensboro, NC, US	3	2	1	1.33
DivcoWest	San Francisco, CA, US	3	2	1	1.33
Green Courte Partners	Lake Forest, IL, US	3	2	1	1.33
Nordic Real Estate Partners	Virum, Denmark	3	2	1	1.33
Waterton Associates	Chicago, IL, US	10	7	2	1.50
HG Capital	Menlo Park, CA, US	5	3	1	1.60
Rockbridge	Columbus, OH, US	5	2	3	1.60
Blue Vista Capital Partners	Chicago, IL, US	3	2	0	1.67
CarVal Investors	Hopkins, MN, US	3	2	0	1.67
Crow Holdings Capital – Real Estate	Dallas, TX, US	3	1	2	1.67
John Buck Company	Chicago, IL, US	3	1	2	1.67
Talcott Realty Investors	Hartford, CT, US	3	1	2	1.67
DRA Advisors	New York, NY, US	8	3	4	1.75
Rockwood Capital	New York, NY, US	8	4	2	1.75
AEW Capital Management	Boston, MA, US	5	2	2	1.80
Hearthstone	Calabasas, CA, US	6	3	1	1.83
Cornerstone Real Estate Advisers	Hartford, CT, US	8	4	1	1.88

Based on 50 firms and 248 funds fulfilling the selection criteria.

Source: Preqin Real Estate Online

Fig. 7.12: Most Consistent Performing Opportunistic Closed-End Private Real Estate Fund Managers

Firm	Headquarters	Overall No. of Funds with Quartile Ranking	No. of Funds in Top Quartile	No. of Funds in Second Quartile	Average Quartile Rank
JEN Partners	New York, NY, US	3	2	0	1.67
Sveafastigheter	Stockholm, Sweden	3	2	0	1.67
Harbert Management Corporation	Birmingham, AL, US	4	2	1	1.75
Hemisferio Sul Investimentos	Sao Paulo, Brazil	4	3	0	1.75
Blackstone Group	New York, NY, US	12	4	5	2.00
Gaw Capital Partners	Hong Kong	3	2	0	2.00
Niam	Stockholm, Sweden	3	2	0	2.00
Paladin Realty Partners	Los Angeles, CA, US	4	2	1	2.00
Rockpoint Group	Boston, MA, US	6	2	2	2.00
Rockspring Capital	Houston, TX, US	6	2	3	2.00
SC Capital Partners	Singapore	3	1	1	2.00

Based on 34 firms and 184 funds fulfilling the selection criteria.

Source: Preqin Real Estate Online

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