

Private Equity QA

We have a final close date of January 11, 2022 for our PEG IV Fund. Does this meet the minimum requirement?

This is acceptable, however if contract negotiations are lengthy an extension may be required.

Would PABF be comfortable being the first investor in a Cayman feeder fund?

This is acceptable, provided the feeder fund will be amiable to the all terms in the standard side letter and the legal disclosure provided as exhibit F in the RFP.

Is the estimated allocation of \$20-40mm to be split across the three different fund types or does it represent estimated fund-specific allocations?

This will be split across up to 2 funds

Will submissions for funds launching in Q4 2021 be accepted (number of prior vintages meets minimum requirements)?

Yes

For the "Dedicated Fund Professionals" chart, should we include non-investment professionals?

Yes

For the "Analysis of Last Three Funds Raised" chart, can you please specify what is requested under the subsection "Analysis of Fund Performance"?

This is a request for information regarding the track record of the most recent three private debt/private equity funds raised.

Under "Third Party Service Providers", can you clarify what is being asked for exclusive relationship?

Please list all placement agents, marketing consultants, fund administrators, auditors, legal counsel, finders or any entities or persons that would receive compensation for administration, marketing or business development for the fund

Will investment teams that have long (9+ year) track records in the space but have fewer dedicated "funds" be excluded outright? Or will length of track record be sufficient to meet this requirement?

No

Private Debt

Will real estate debt funds be considered for this search? I could not completely tell from the RFP.	This is an RFP for Private Debt Fund, Real Estate Debt funds will not be considered.
Are we automatically excluded from consideration since we have not previously managed a closed-end vehicle? Although the fund structure is different, we have a considerable amount of experience managing the strategy, as our drawdown fund will employ the same strategy as our evergreen fund. Since we do not have a prior closed-end vehicle, we would be unable to complete the excel file, which I understand is a prerequisite. However, we have a hypothetical performance analysis that we can submit in lieu of the excel.	This would not exclude your fund from being considered.
Our strategy invests in existing instruments trading in the secondary market. Is this within the scope of the RFP? I ask because the RFP form speaks only in terms of investment transactions and not at all in terms of investments acquired through the markets.	This would not exclude your fund from being considered.
Structured Credit / CLO-equity: will strategies that are primarily focused on investing in the equity tranche of CLOs (Collateralized Loan Obligations) be considered for this mandate?	No.
What are the range of target returns and target risks (i.e., volatility) in mind for this mandate?	Target returns are high single to low double digits and the expected volatility is between 12% to 14%.
How many managers are expected to be selected for this mandate?	1 to 2 managers will be selected.
We are extremely careful in sharing information about the identity of our current and past investors – will it be acceptable to provide investor references at a later stage in the process, rather than in this initial RFP stage? Or would an indication of investor type be acceptable in the RFP stage (e.g., “Top 10 university endowment”, etc.)?	This is acceptable.
Will open-ended opportunistic credit hedge funds be considered?	No.
The search mentions a desire for niche lending strategies. Is PABF open to evaluating an emerging markets direct lending strategy as part of the RFP? If so, we will submit an RFP.	This is acceptable.
Can you please clarify the ask on “For Direct Funds: Existing or Pre-Specified Fund Investments” on page 20? We assume that this is for Fund V investments that may already be in the portfolio or pre-determined from completed diligence.	This is referencing your existing fund(s) investments.
Is there a targeted duration of structure sought by the investor (e.g., Fund term, date of legal winddown)?	No.
The RFP indicates that the search is for “qualified firms interested in managing niche lending and/or opportunistic credit private debt fund(s)”. As such, will performing corporate direct lending strategies be considered for this mandate?	Yes.
“Must provide net fund-level performance track record of the proposed strategy for the RFP (do not include simulated secondary performance from other vehicles, e.g. secondary transactions executed in a fund of funds vehicle)” Precedent vehicles the Firm manages with the proposed strategy have different fee structures from the proposed fund, or may have expenses that are not fully transparent to the manager (i.e. clients’ on-balance sheet SMAs) and to calculate net returns, illustrative fees and expenses may be used. Is this acceptable?	This is acceptable.

Will PAFB invest in an onshore vehicle or offshore vehicle?

PAFB is open to both, provided the fund will be amiable to the all terms in the standard side letter and the legal disclosure provided as exhibit F in the RFP.
No.

Is the pool of capital subject to ERISA?

Would PAFB be willing to sign a standard non-disclosure agreement in order to receive confidential data requested in the RFP?

No.