

# The Australian Alternative Investment Industry

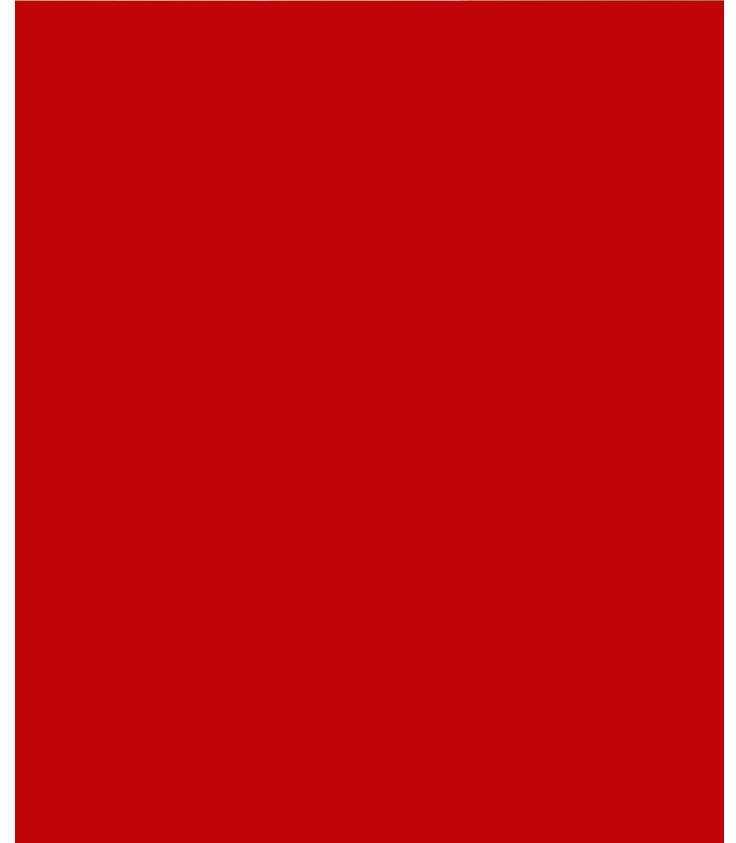
**Kim Ivey**, Aust. Chapter Chairman  
Alternative Investment Management  
Association (AIMA)



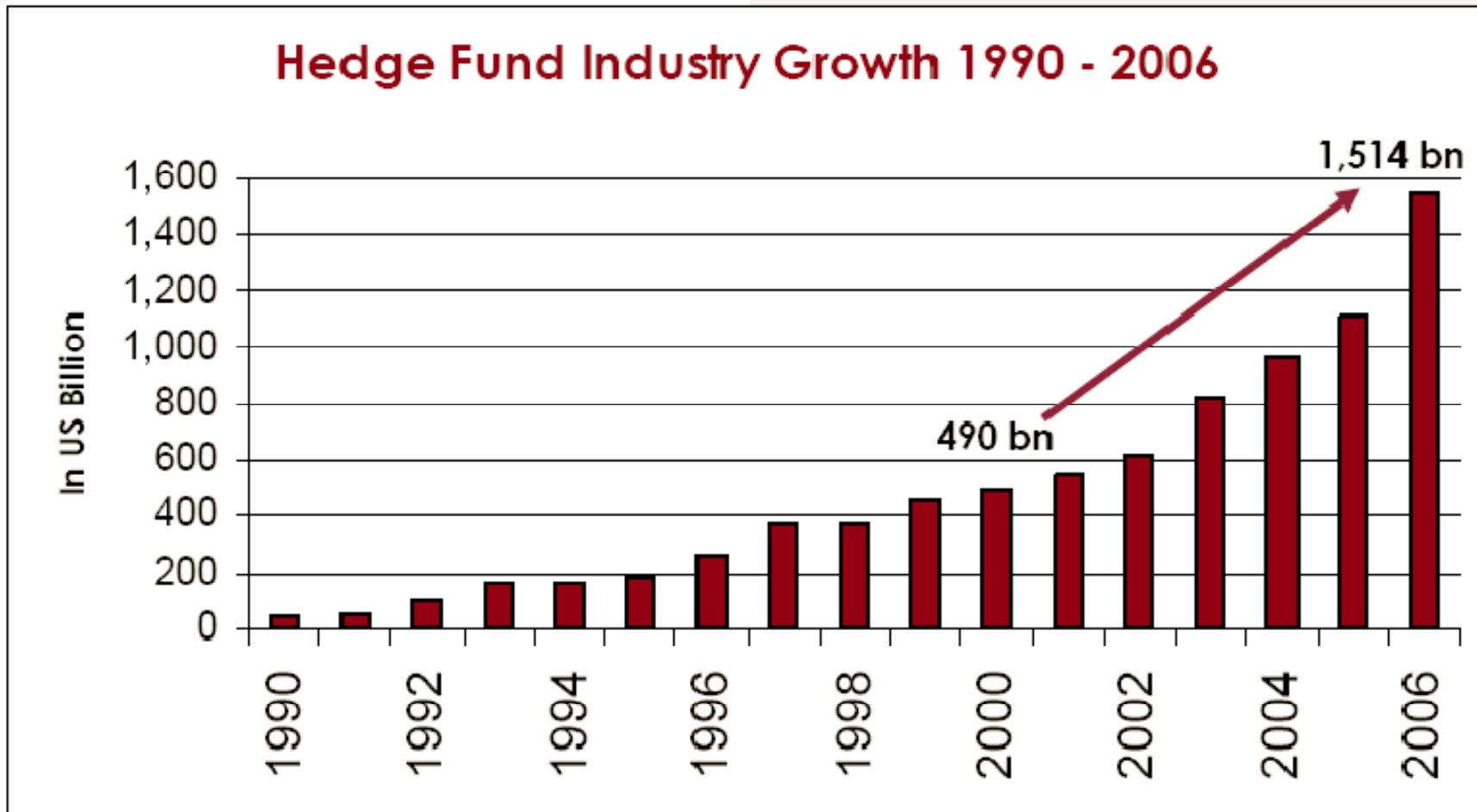
Presentation to the  
2007 Hedge Fund Forum  
September 27 2007  
Sydney, Australia

# Topics

- In a Global Context
- Growth of the Australian Industry
- 2006 AIMA Survey of Super Trustees' Intentions
- Industry Success Factors
- Signs of Future Developments



# Globally - Growing interest in alternatives



Source: Barclays

# Growth in Australian Alternative Assets



	Single Strategy	FoHF	Total
2002	7,900	2,100	10,000
2003	13,850	4,150	18,000
2004	20,000	6,000	26,000
2005	32,850	12,150	45,000
2006	41,000	22,000	63,000

Source: Axiss Australia 2006-07 Data File Series (A\$ Millions)

# Australia – Number of HF Managers (Products)



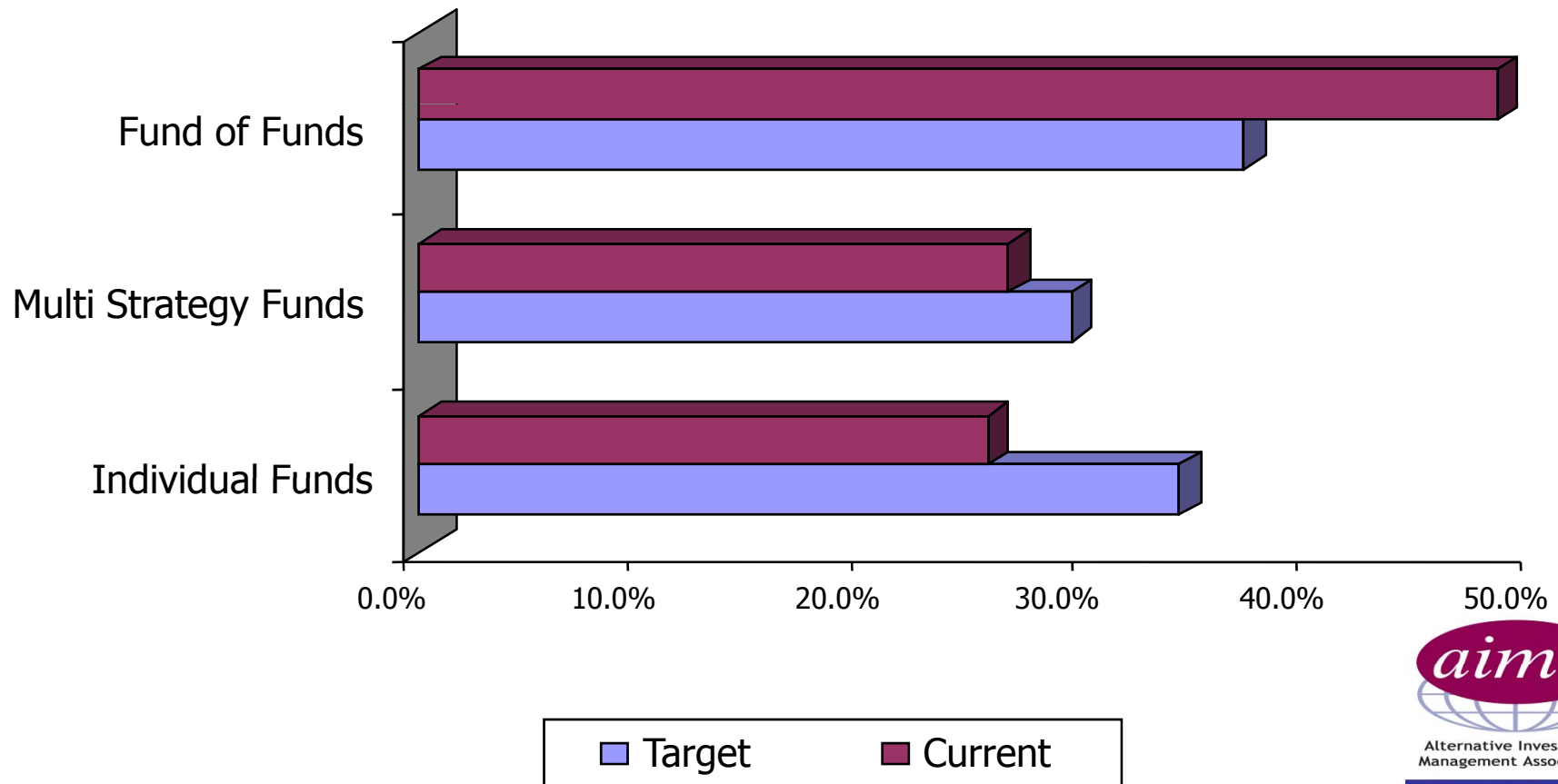
	Single Strategy	FoHF
2002	27(45)	13(22)
2003	42(65)	15(28)
2004	49(86)	15(40)
2005	59(115)	16(46)
2006	66(130)	17(58)

Source: ICAP/LCA “Australia Hedge Fund Quarterly Q4 2006”

# 2006 AIMA Survey of Super Fund Trustees



## Allocations by Fund Type



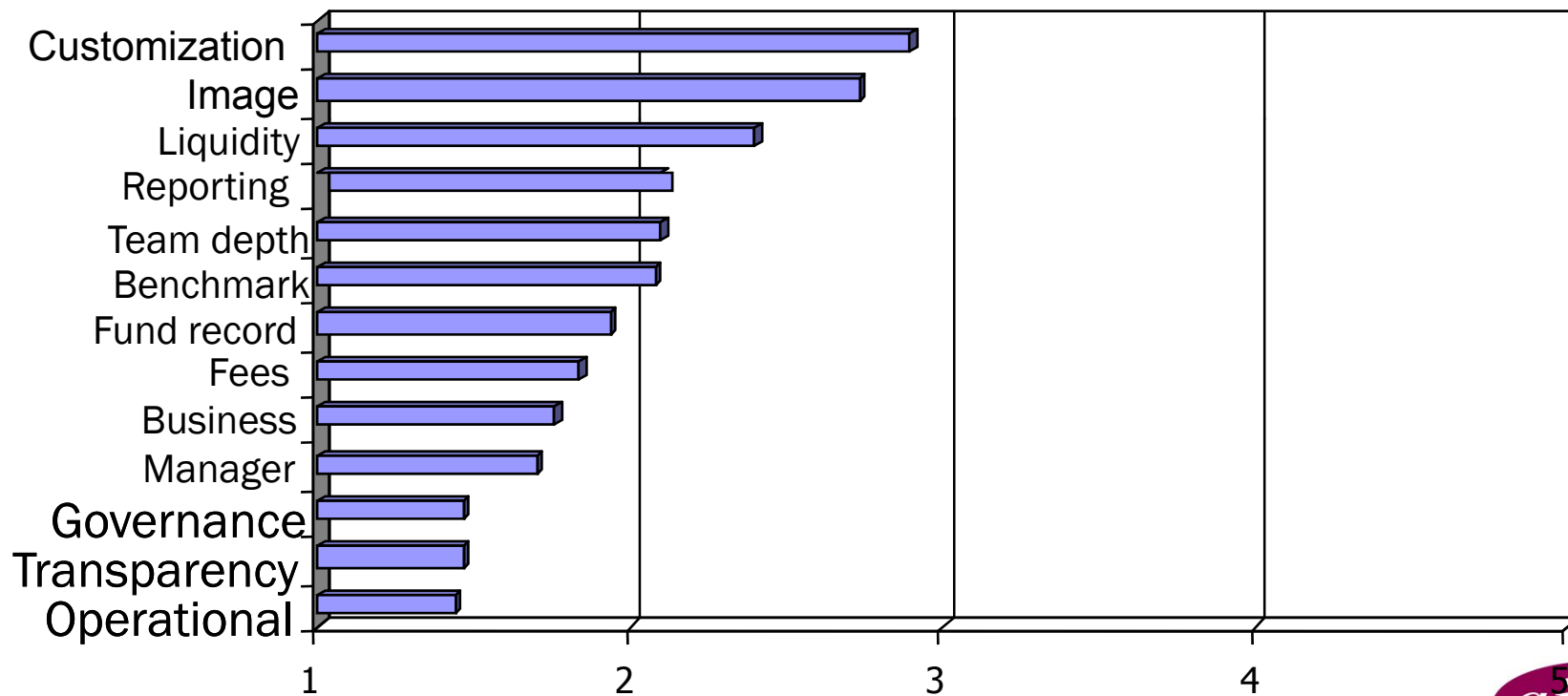
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# 2006 AIMA Survey of Super Fund Trustees



## Relative Ranking of Required Manager/ Fund Attributes



Relative importance (1 is highest)



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# Industry Success Factors



- ❖ An Asset Management Culture
- ❖ HFs Operate Within A Level Regulatory Field
  - Wholesale
  - Retail
  - HNW
- ❖ Knowledgeable Service Providers
  - Prime Brokers, Fund Administrators, Auditors
- ❖ A Collaborative Approach

# Signs of Future Development



- ❖ Superfunds Creating Beta & Alpha Teams
- ❖ Knowledge Shift is Moving Towards.....  
.... **The Buy Side** .
- ❖ Predicting 50 CAIA Aust. Candidates in 2008
- ❖ Fewer Australian L/S Equity Managers
  - More International & Aust + Products
  - More Single Manager Multistrategy