

# EATON

PARTNERS

*A Stifel Company*



## LP PULSE SURVEY RESULTS October 2021

# INTRODUCTION TO EATON PARTNERS

## IDENTIFYING INVESTMENT OPPORTUNITIES THAT DRIVE INNOVATION AND UNITING THEM WITH SOPHISTICATED LONG-TERM CAPITAL PARTNERS

- Founded in 1983, we advise and raise capital for fund managers around the world
- More than \$114 billion raised for 160+ highly differentiated funds
- \$27+ billion placed for private funds in the last 3 years
- 45 first-time funds raised (more than any of our peers)

Proven Track Record

**EATON**

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Full Service Platform

- We work with investment managers across alternative strategies: Private Equity, Private Credit, Real Assets, Real Estate, Hedge Funds
- Active in both the primary and secondary markets
- Maintain strong relationships with 4,000+ of the largest and most influential institutional investors

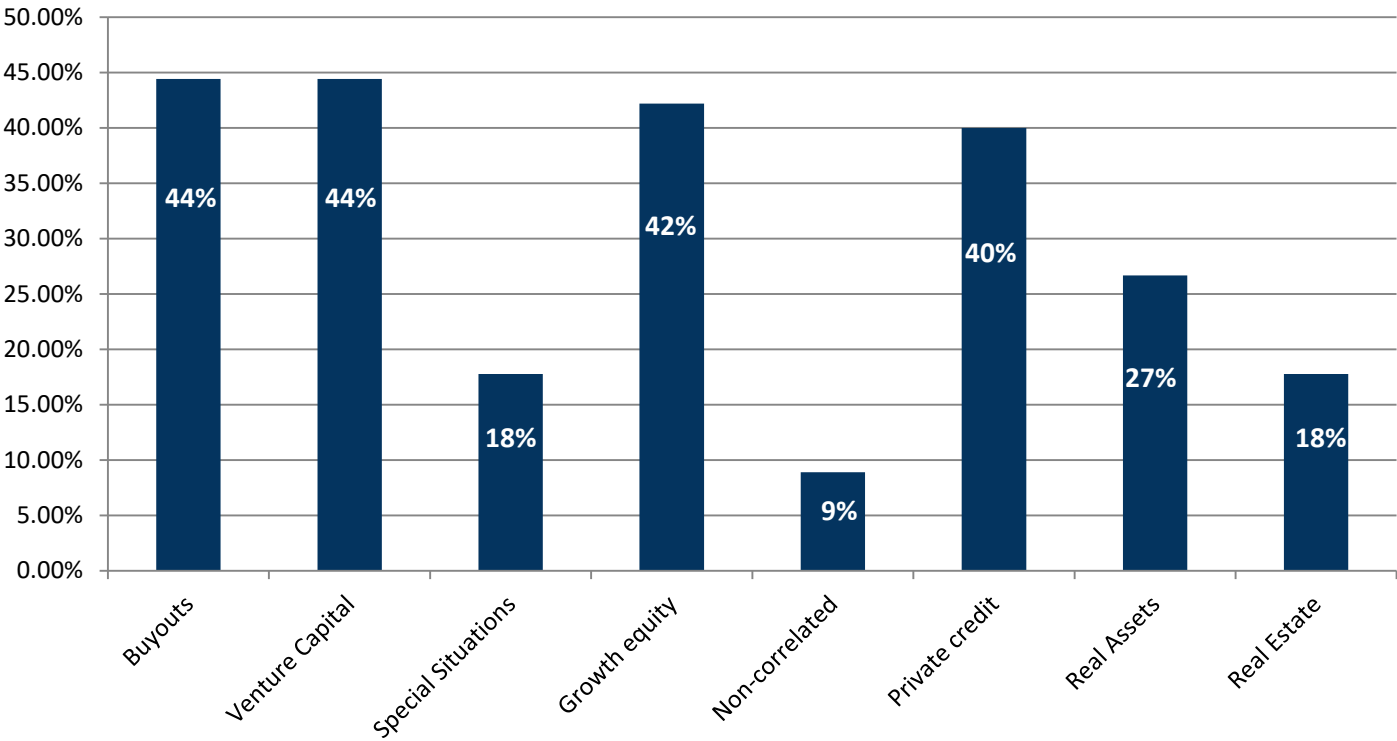
- Award winning team of 75+ professionals around the world
- Nine offices across three continents
- First Placement Agent to open an office in Mainland China (2007)
- Select JV partnerships in additional key geographies

Global Resources

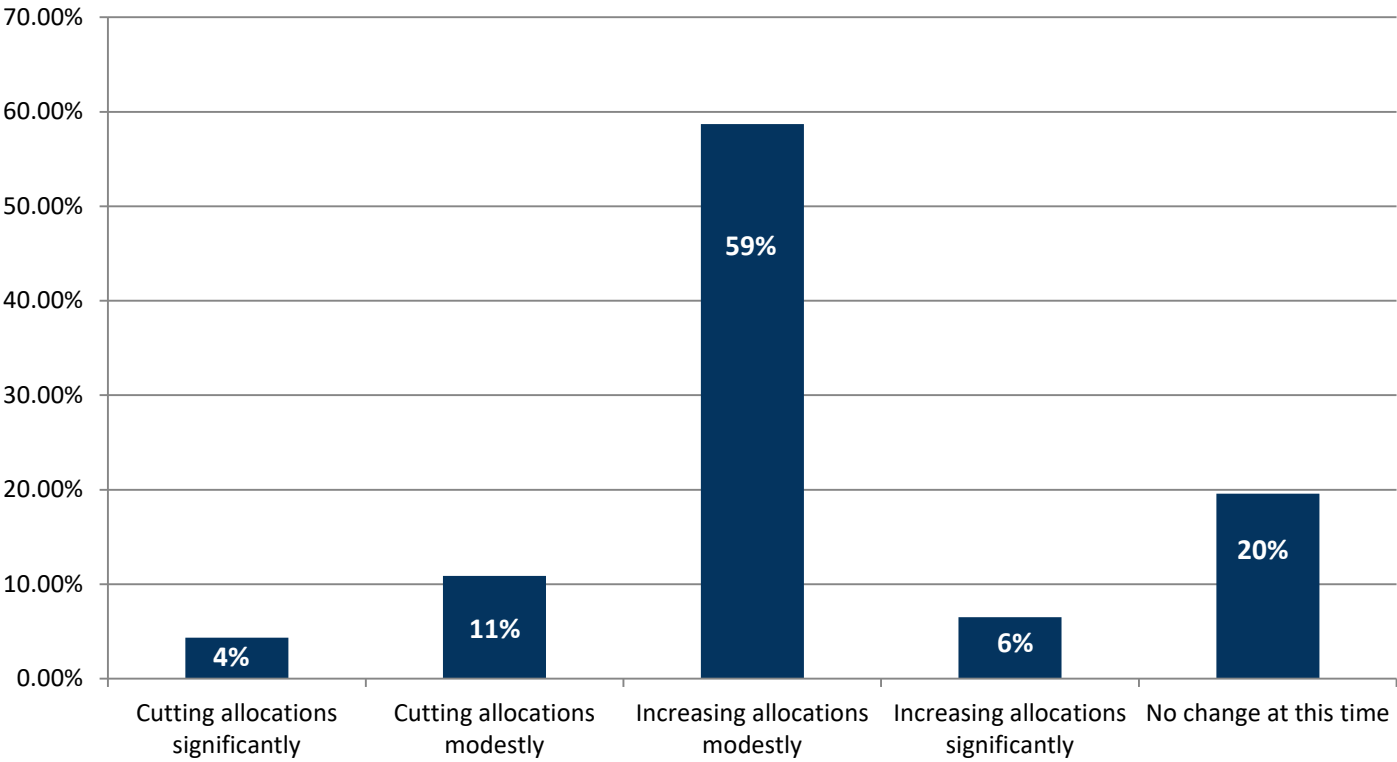
Affiliated with Stifel

- Industry leading middle market focused investment bank (NYSE:SF)
- HNW/Private Banking relationships commit >\$1B/year to alternatives
- Growth equity provided to increase resources across the Eaton platform
- Strong technical and valuation expertise

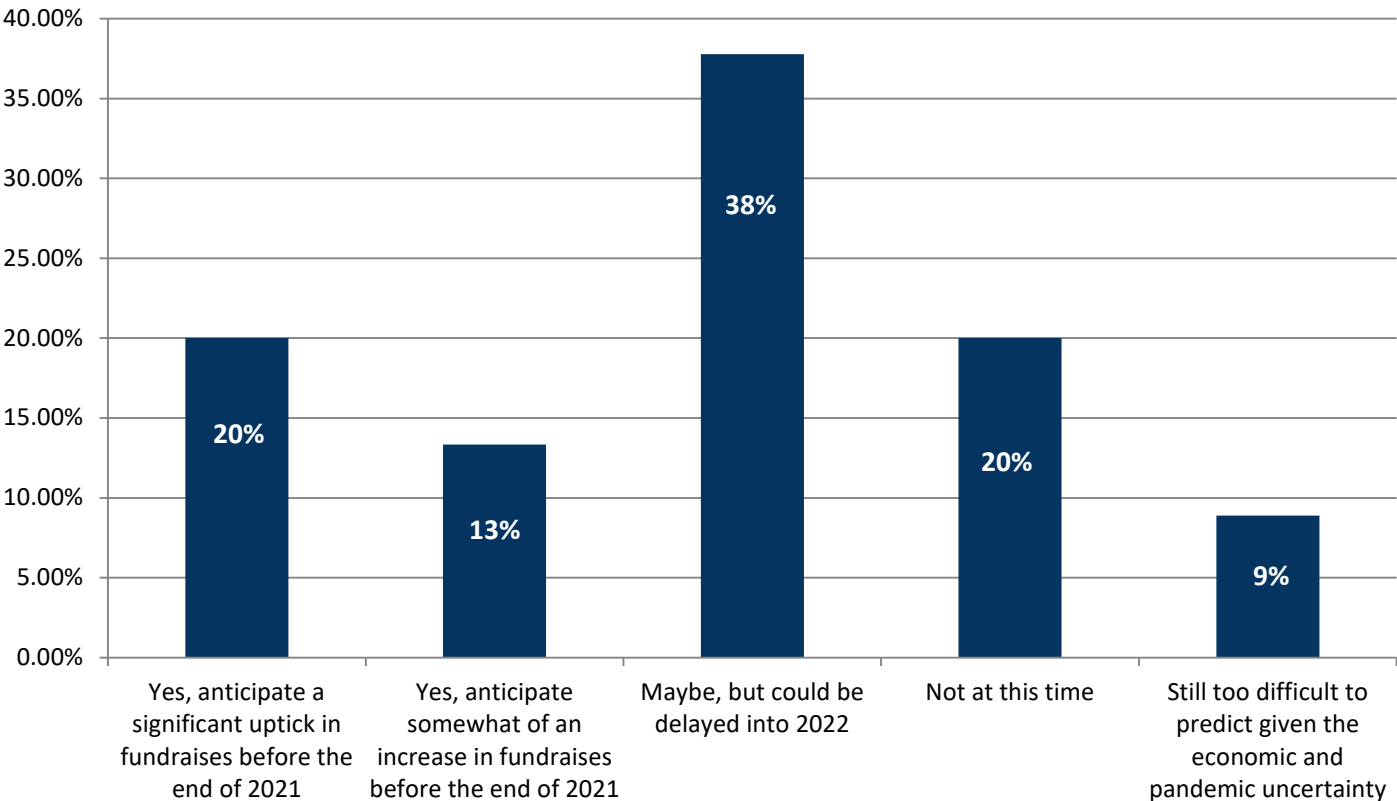
Will you increase allocations to any of the below asset classes in Q4 2021? Please check all that apply.



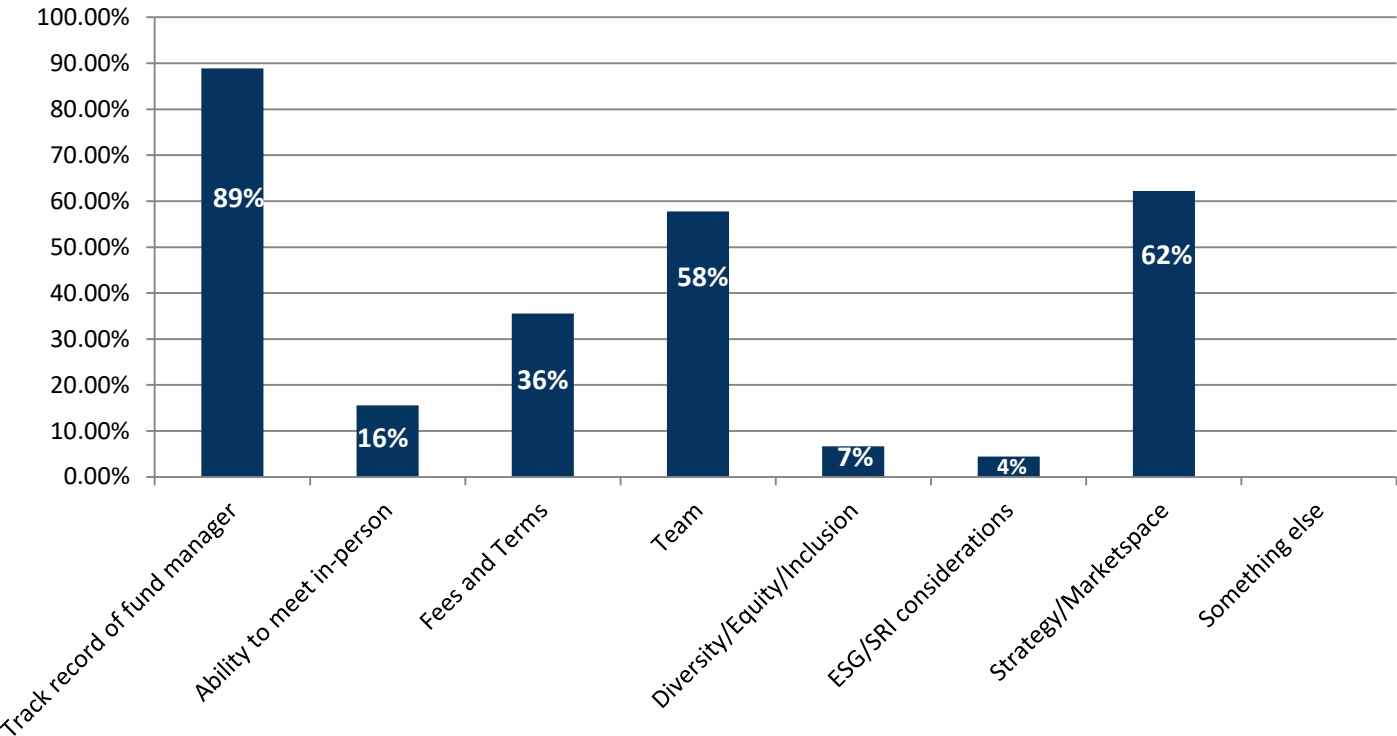
## What changes, if any, are you considering making to your private market allocations for 2022?



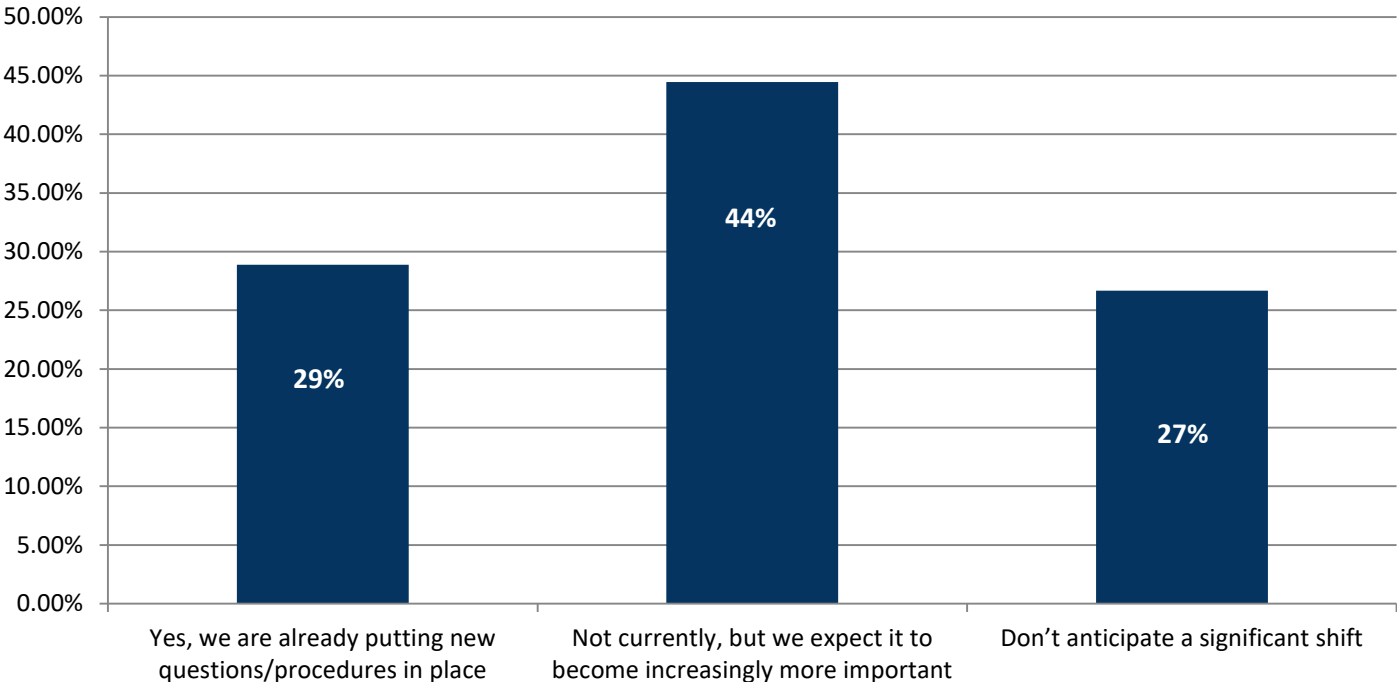
### Do you anticipate an uptick in fund closings in Q421?



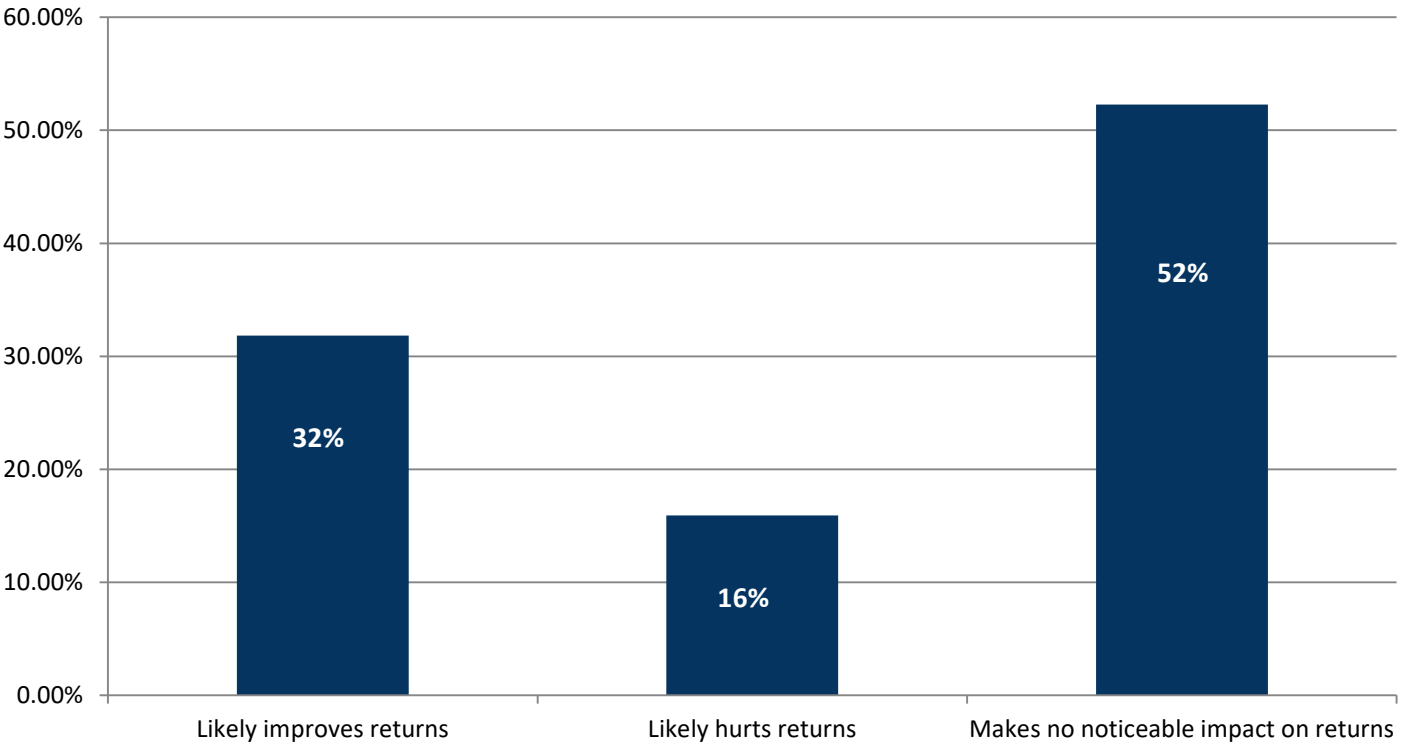
## Which of these factors do you consider most important when evaluating a potential new investment?



In light of the recent UN report, will you place more emphasis on evaluating a company's preparedness to address climate change during the due diligence process?

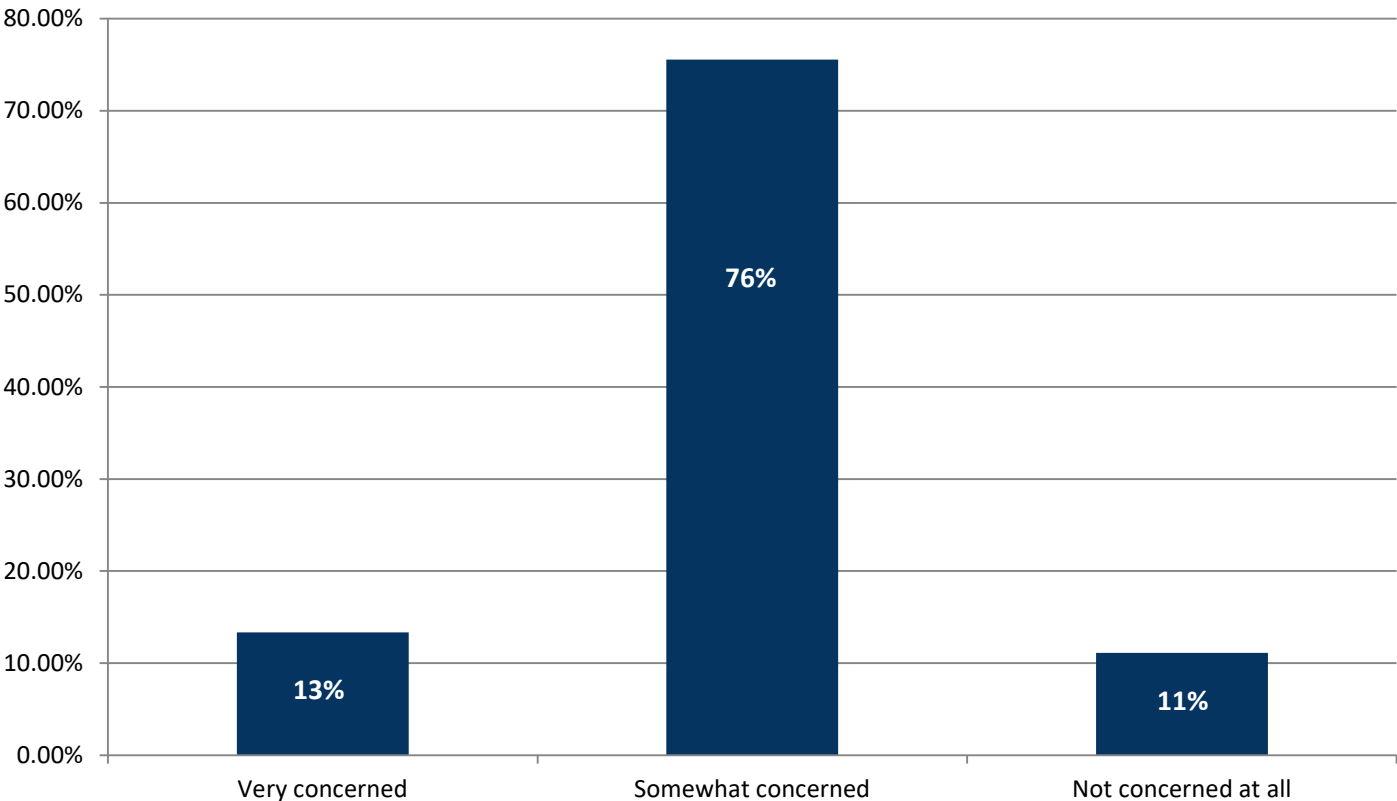


## In your opinion, how does a focus on ESG/SRI impact investment returns?

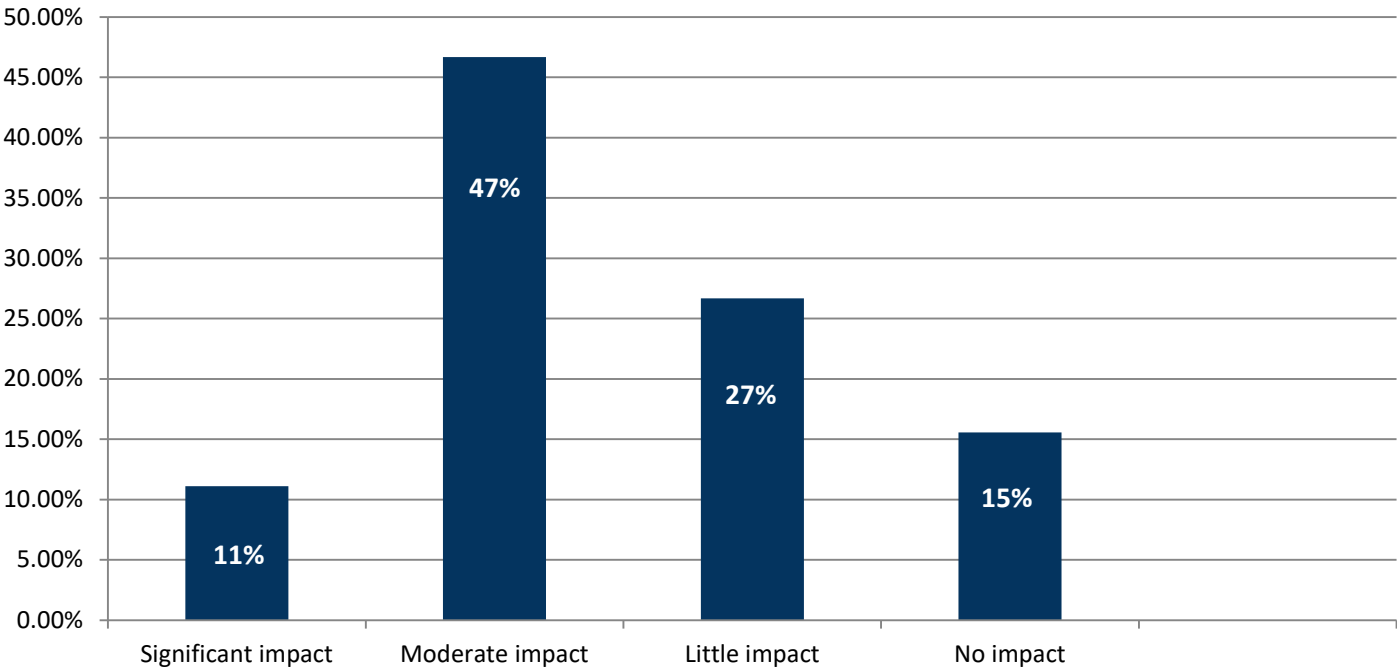




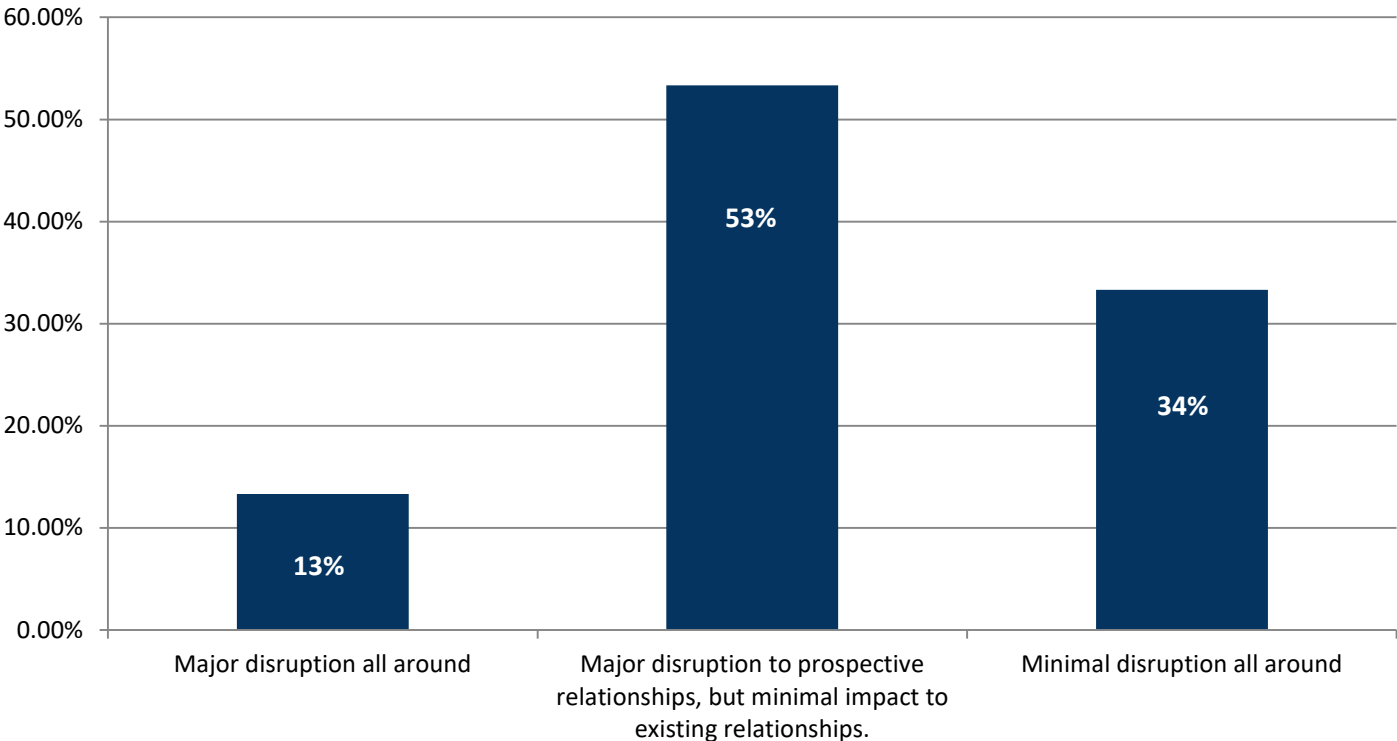
### Are you concerned about heightened inflation for 2022?



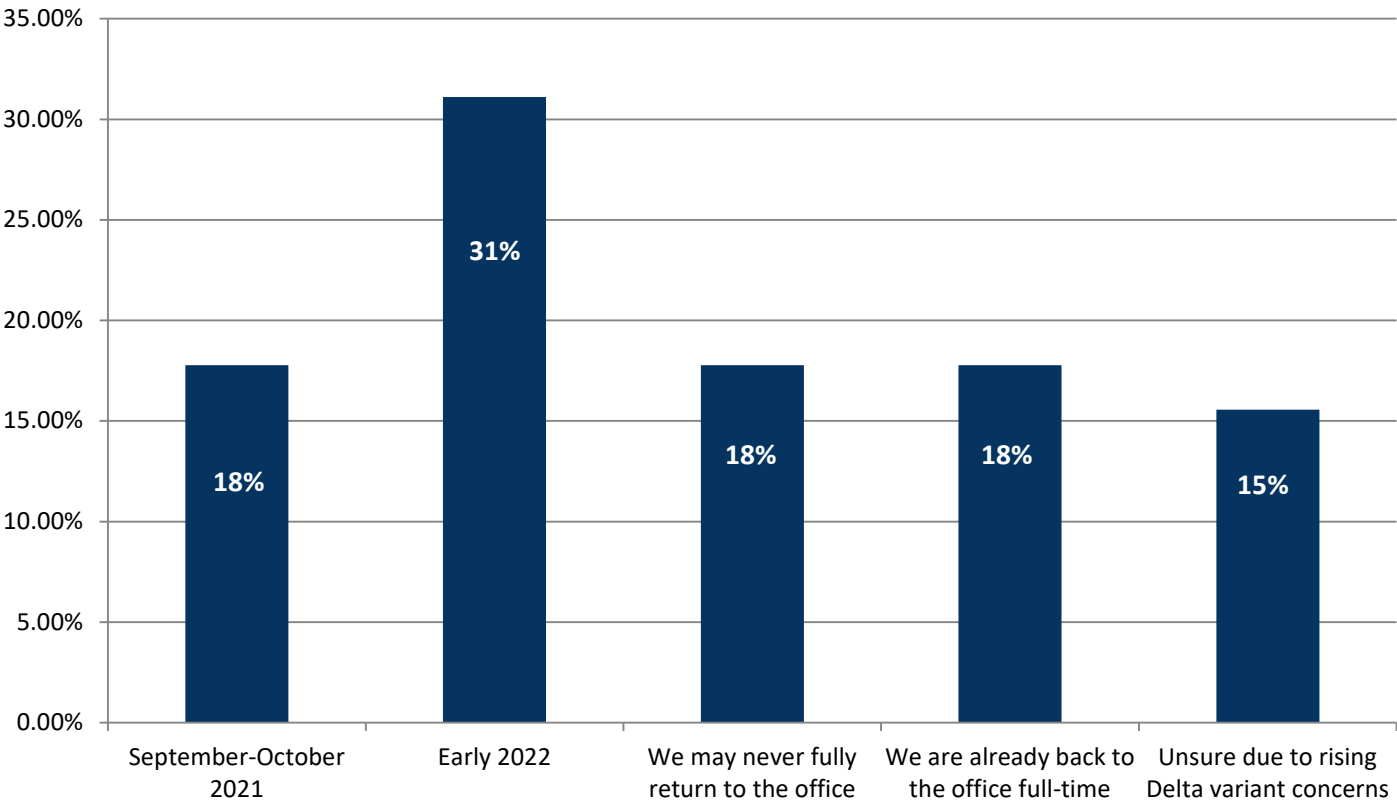
# If the Fed decides to start tapering/raising rates, what impact, if any, will this have on your investment allocations?



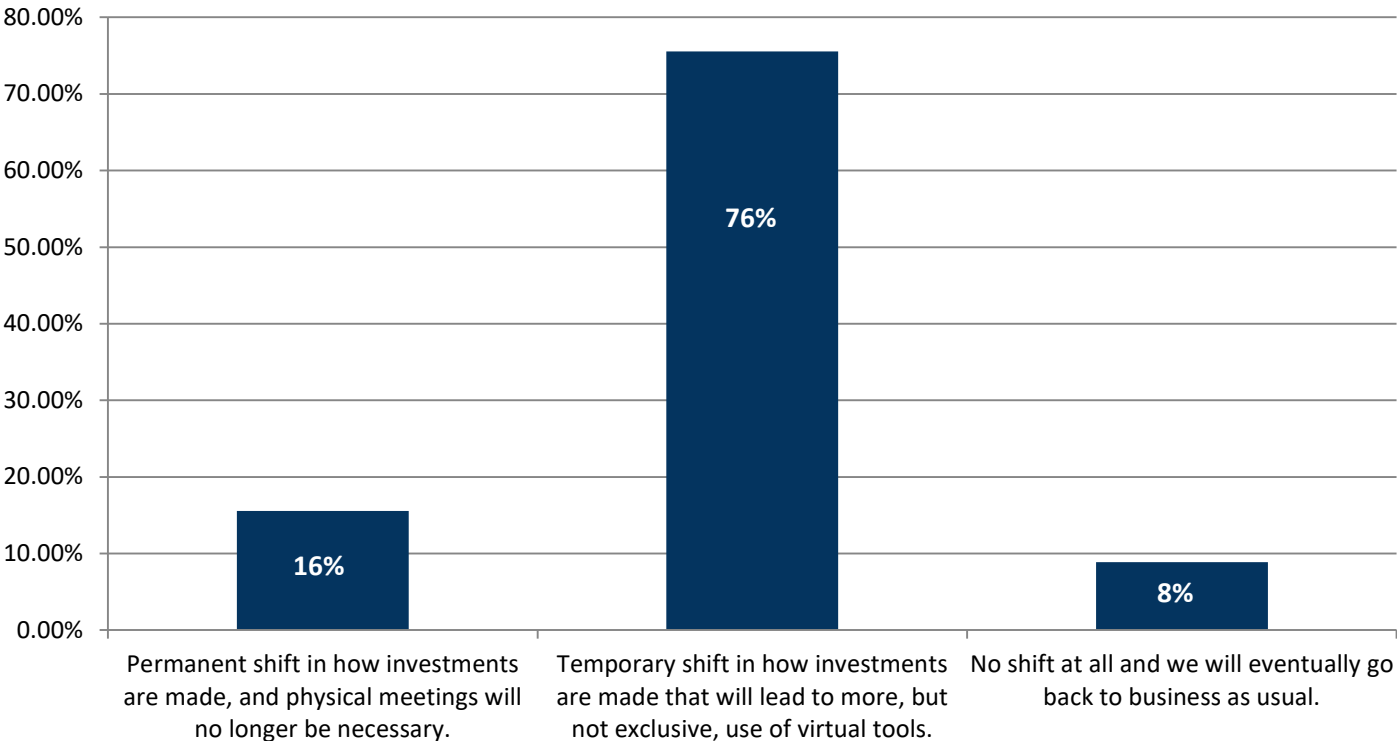
# How has remote working impacted engagement between fund managers and investors?



## When do you expect a widespread return to the office?



## How do you view the changes in fund marketing activity caused by COVID-19?



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Online survey of 46 leading LPs was conducted from September 14, 2021 through September 30, 2021.