

Powerful insights. Leading trends. Endless oppo

Join us for our Global Hedge Fund Symposium Series, taking place in financial centers we
To find out more, visit ey.com/hfsymposium.

WELCOME:

Jasmine Leitner[EDIT DETAILS](#)

HFMWEEK ONLINE

Monday 10th November, 2014

HOME **NEWS** **ANALYSIS & RESEARCH** **COMMENT** **SPECIAL REPORTS** **EVENTS**
SERVICE DIRECTORY **DATA** **VIDEO**

Latest News: [EU set to brand four more cou_](#)

Home » News » 11 » Exclusive: BK
Wealth looking for direct lending
managers

Exclusive: BK Wealth looking for direct lending managers

by *Jasmin Leitner* - 10 November, 2014

Keywords: [Search](#), [Private investors](#),

Swiss asset manager BK Wealth Management is looking to hire two managers in the direct lending space before the end of the year, *HFMWeek* has learned.

The Zurich-based firm has decided to focus on the space, as part of an ongoing move to boost its hedge fund exposure, telling *HFMWeek* earlier this year that it aimed to boost its exposure to 40%.

BK Wealth will allocate up to €5m (\$6.25m) per manager, and is comfortable investing in smaller size firms with consistent track records.

In June, hedge funds in commodities, trade finance, European long/short equities and convertible bonds took up 25% of BK Wealth's investment portfolio.

BK Wealth will consider managers that have produced an annualised return of at least 8%, that have not had a negative year and have achieved positive monthly returns for 95% of the fund's lifetime.

RELATED PAGES

EY: \$10bn-plus managers increasingly offer bespoke products

Exclusive: Two-thirds of EU insurers to cut alternatives due to Solvency II

Exclusive: San Jose mulls finalists for discretionary mandate

Investors reveal '40 Act fund concerns

Exclusive: Hedge funds increasingly targeted by private wealth platforms

Exclusive: Permal Group eyes event-driven and macro

FEATURED **ALL** **MOST READ**

Exclusive: West Virginia pension tops up HBK

\$13.2bn scheme adds \$30m to multi-strategy fund

by *Jasmin Leitner* - 7 November, 2014

Exclusive: Pershing Square

In addition, managers must be able to offer a Euro-denominated share class, quarterly liquidity and should ideally have launched prior to 2008, with BK Wealth placing particular emphasis on a fund's performance between 2008 and 2011.

“Steady monthly performance is key,” CIO and partner Reto Stiffler told *HFMWeek*.

BK Wealth, which manages assets on behalf of HNWI, family offices and institutional clients, already has exposure to one direct lending-focused fund, Prestige Alternative Investment.

The wealth manager was established in 2009 and also has offices in Prague and Dubai.

Hedge funds have become increasingly active in the direct lending space, pursuing an opportunity set created by the retreat of traditional banks in that area. To read a recent *HFMWeek* analysis of the topic, click [here](#).



COMMENT ON THIS ARTICLE

Your Name

Your Comment

COMMIT

assets grow to over \$18bn

Bill Ackman's firm also weathered tough October for event driven strats

by Jasmin Leitner - 7 November, 2014

Exclusive: Former UBS duo launching first hedge fund

Reaching Capital plans deep value and special sats vehicle before year-end

by Jasmin Leitner - 7 November, 2014

This week's big moves: Newedge; Armajaro; JP Morgan and more ...

A run-down of all the big recent hedge fund-related people moves

7 November, 2014

Exclusive: Former BlueBay sales pro joins Chorus Capital

Fahim Imam-Sadeque to "spearhead" London credit firm's fundraising efforts

by Jasmin Leitner - 6 November, 2014

HFM WEEK ON TWITTER

HFM HFMWeek @HFMWeek 7 Nov

Do you plan on relying on reverse solicitation in a post-AIFMD Europe? Answer our quick one question survey here: svy.mk/1sn0NGX

HFMTechnology @HFMTechnology 5 Nov

Reporting technologies, phishing attacks, the Secret CTO & more in this month's HFMTechnology: hfmtechnology.com pic.twitter.com/7bx9GcREmf

Retweeted by HFMWeek

