Market trends and the rise of NAV financing – with Mercer

In the latest episode of the Alternative Insight Podcast, Aztec Group's Andrew Tully and Ben Middleton are joined by Lukas Burkhard, CSO and Head of Investment Solutions at Mercer, to discuss the market trends impacting private markets fund managers today. During this episode – filmed live in our Luxembourg offices – we explore topics including evolving fundraising challenges, retailisation and the continued growth of the secondaries market. We also explore fund financing, in particular NAV-based lending and subscription credit lines.

During this episode, we discuss:

1. Fundraising trends, and how Mercer are adapting.
2. The increased difficulty in identifying winners.
3. The retailisation of private markets
4. Exit strategies, and the increase in continuation funds and GP-led secondaries
5. How NAV-based lending and subscription credit lines are gaining traction
6. And how technology and automation is streamlining fund financing and risk management.

You can watch the full episode here:

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