



Best Institutional Adviser - Australia

EDGEHAVEN PTY LTD

Edgehaven is an independent, employee-owned specialist in Alternative investing. We invited Founder and Principal Bev Durston to tell us more.

Edgehaven aims to serve a select number of institutional investors by building investment programs with them in Alternative assets. The service is tailored to match their objectives and to complement their existing portfolio exposures. Investors benefit from its extensive international experience in advising and implementing investments, both in the Alternatives space and across mainstream asset classes and multi-asset class funds, as Bev outlines.

“Here at Edgehaven, we act as a ‘one stop shop’ for clients, providing an outsourced solution for alternative investing. For clients with resource constraints Edgehaven provides a sourcing, structuring, negotiating and implemented service at a reasonable fixed cost. We believe that outsourcing gives clients the benefits of investing across this broad range of asset classes without the hassles or requirement to employ dedicated staff for the portfolio set up.”

The firm was founded by Bev, an institutional investor specialist who has experience investing with long term institutions for over 20 years. Prior to founding the firm she has managed money for State and local governments, sovereign wealth funds, corporates, defined benefit and defined contribution pension clients. She is an award winning, energetic professional who has expertise across all asset classes as well as managing complex investment relationships, as she discusses.

“As a business Edgehaven seeks to work with a small number of institutional clients including pension funds, family offices, insurance companies, endowments and corporate investors. Since minimum investment sizes are large in the Alternative space our clients usually

have a minimum assets under management of US\$3bn and upwards. They may be less experienced outside of the listed assets space or, with limited internal teams, find it difficult to retain qualified staff with the requisite broad knowledge and experience across Alternative asset classes.

“That is where we come in, utilising our strong industry experience and great relationships in the market to source excellent investment strategies and funds designed to complement their existing portfolio. Edgehaven uses a variety of industry sources and databases plus has excellent contacts across the industry to provide access to exciting investment opportunities. Specialist asset management firms are used and opportunities sought where fund sizes are nimble and the firms are primarily rewarded by performance based fees. Such alignment of interest remains impor-

tant to success. Edgehaven then implements the funds on behalf of clients including commercial and legal negotiations plus designing monitoring frameworks.”

Going forward, Bev explains the firm’s current areas of interest.

“We are conducting due diligence on a number of attractive strategies right now. These include Asian debt, Pan-Asian opportunistic real estate and secured lending to SMEs across various regions. They have the benefit of being under-researched, exhibit low correlation to mainstream investments and are evolving opportunities few others are exploring.”

Contact Details

Company: Edgehaven Pty Ltd

Name: Principal: Bev Durston

Web Address: www.edgehaven.com

