

Lu, Liying

From: Zhang, Jiazhu
Sent: Tuesday, December 01, 2015 1:19 PM
To: Lu, Liying
Subject: FW: Thomson Reuters I Lipper

From: nicole.casey@thomsonreuters.com [mailto:nicole.casey@thomsonreuters.com]
Sent: Monday, November 30, 2015 9:56 AM
To: Zhang, Jiazhu <jzhang@MAPENSION.com>
Subject: RE: Thomson Reuters I Lipper

Hi Jiazhu,
Unfortunately, we can't pull up the same stats for funds.

From: Zhang, Jiazhu [mailto:jzhang@MAPENSION.com]
Sent: Wednesday, November 25, 2015 10:17 AM
To: Casey, Nicole (Financial&Risk)
Cc: Fallon, Gregory (Financial&Risk)
Subject: RE: Thomson Reuters I Lipper

Thank you Nicole.

For 1, do you have the breakdown by funds (instead of managers)?

Regards,
Jiazhu

From: nicole.casey@thomsonreuters.com [mailto:nicole.casey@thomsonreuters.com]
Sent: Wednesday, November 25, 2015 7:49 AM
To: Zhang, Jiazhu <jzhang@MAPENSION.com>
Cc: greg.fallon@thomsonreuters.com
Subject: RE: Thomson Reuters I Lipper

Hi Jiazhu-

Please see answers below.

1. We do not have stats for these.
2. Please see table below.

Number of funds by Primary category	Total
Convertible Arbitrage	41
CTA	113
Dedicated Short Bias	7
Emerging Markets	243
Equity Market Neutral	130

Event Driven	173
Fixed Income Arbitrage	121
Fund of Funds	1793
Global Macro	272
Long/Short Equity Hedge	924
Managed Futures	330
Multi-Strategy	919
Options Strategy	20
Other	323

3. Please see table below.

Americas	
Total	1947

Brazil	988
United States	824
Canada	133
Other	2

Offshore	
Total	1977

Cayman Islands	1285
Virgin Islands (British)	273
Bermuda	210
Guernsey	143
Mauritius	27
Jersey	24
Other	15

AsiaAustralia	
Total	71

Australia	51
China	10
Other	10

EMEA	
Total	1401

Luxembourg	514
Malta	220
Ireland	151
France	96
Switzerland	95
Italy	78
Liechtenstein	52
Sweden	52
Spain	36
Netherlands	32
Finland	13
United Kingdom	10
Other	52

Thanks,
Nicole

From: Zhang, Jiazhu [<mailto:jzhang@MAPENSION.com>]

Sent: Tuesday, November 24, 2015 11:04 AM

To: Casey, Nicole (Financial&Risk)

Cc: Fallon, Gregory (Financial&Risk)

Subject: RE: Thomson Reuters I Lipper

Ni Nicole,

We just had a discussion and need some additional summary stats.

I know we asked a lot of info and really appreciate your help. I believe this is the last request we have before making the decision.

The statistics we need are:

1. Number of investment **managers** whose **actively reporting funds** AUM is
 - a. Below \$100mm
 - b. \$100mm – \$500mm
 - c. \$500mm - \$1 billion
 - d. \$1 billion - \$5 billion
 - e. Over \$5 billion

2. Number of **funds** for each strategy category (equity I/s, macro, and etc.)
3. Number of **actively reporting investment managers** based in each geographic area (North America, Europe, and etc.)

Thank you,
Jiazhu

From: nicole.casey@thomsonreuters.com [<mailto:nicole.casey@thomsonreuters.com>]
Sent: Friday, November 20, 2015 9:30 AM
To: Zhang, Jiazhu <jzhang@MAPENSION.com>; greg.fallon@thomsonreuters.com
Subject: RE: Thomson Reuters I Lipper

Hi Jiazhu-
Please see the answers below and let me know if you have any additional questions.

Thanks,
Nicole

From: Zhang, Jiazhu [<mailto:jzhang@MAPENSION.com>]
Sent: Wednesday, November 18, 2015 11:22 AM
To: Fallon, Gregory (Financial&Risk)
Cc: Casey, Nicole (Financial&Risk)
Subject: RE: Thomson Reuters I Lipper

Greg,

The sample you provided is fine.

Two follow up questions:

1. How do you decide when/whether to move a fund from active to graveyard? For example, if a fund doesn't report October performance by December 1st, will it be removed from active database? What if it's late for 3 or 6 months?
 - **We set Live funds to Graveyard once the fund has 4 months of missing performances.**
2. What percent of funds report the "Assets Instruments" and "Focus Details"? Are those two tabs reasonably up to date?
 - **The asset instruments and focus details are only populated once funds are being listed in our database. It would be the discretion of the fund management company if they would request changes for these. Sorry, but we don't have a percentage for this.**

Thank you,
Jiazhu

From: greg.fallon@thomsonreuters.com [<mailto:greg.fallon@thomsonreuters.com>]
Sent: Wednesday, November 18, 2015 8:22 AM
To: Zhang, Jiazhu <jzhang@MAPENSION.com>
Cc: nicole.casey@thomsonreuters.com
Subject: RE: Thomson Reuters I Lipper

Jiazhu,

I saw this after I had sent the sample and responses yesterday afternoon. While not addressing these managers specifically, I'm hopeful what I sent will suffice to meet your requirements for comparative analysis.

Regards,

Greg Fallon

617.645.0733

From: Zhang, Jiazhu [<mailto:jzhang@MAPENSION.com>]

Sent: Tuesday, November 17, 2015 3:38 PM

To: Fallon, Gregory (Financial&Risk)

Cc: Casey, Nicole (Financial&Risk)

Subject: RE: Thomson Reuters I Lipper

Hello Greg and Nicole,

Among the multiple request we discussed over the phone was the sample data. If possible, can you please provide your sample data for our existing managers? They are listed below.

Thank you,

Jiazhu

Anchorage
Davidson Kempner
King Street
Mudrick
400 Capital
Brigade
Claren Road
Winton
Cantab
Panagora
Highfields
Pershing Square
Samlyn
Ascend
Steadfast
Indus
Capula
Brevan Howard
Och-Ziff
Arrowgrass
Glenview
Taconic
York
Elliott

From: greg.fallon@thomsonreuters.com [<mailto:greg.fallon@thomsonreuters.com>]

Sent: Tuesday, November 10, 2015 5:07 PM

To: Zhang, Jiazhu <jzhang@MAPENSION.com>

Cc: nicole.casey@thomsonreuters.com

Subject: Re: Thomson Reuters I Lipper

Sounds good. I'll send a mtg invite in the AM.
Greg

Sent from my iPhone

On Nov 10, 2015, at 4:56 PM, "Zhang, Jiazhu" <jzhang@MAPENSION.com> wrote:

Hi Greg,

Thanks for the email. Let's have a call at 2:30pm tomorrow.

We have a hedge fund screening model that takes historical returns, fund AUM, and strategy type. We want to use the model to scan the broad hedge fund universe, and therefore want to subscribe to one or more hedge fund databases.

Look forward to talking to you tomorrow.

Thanks,
Jiazhu

Jiazhu Zhang
Analyst – Hedge Funds

<image002.jpg>
84 State Street, Suite 250
Boston, MA 02109
Phone: (617) 946-8450
Fax: (617) 946-8472
jzhang@mapension.com

From: greg.fallon@thomsonreuters.com [<mailto:greg.fallon@thomsonreuters.com>]
Sent: Tuesday, November 10, 2015 1:55 PM
To: Zhang, Jiazhu <jzhang@MAPENSION.com>
Subject: FW: Thomson Reuters | Lipper

Jiazhu,
Thank you for your interest in Lipper's Hedge Fund data. I'd like to schedule a 30 minute call to better understand your use case as well as the type of data of interest to you, as well to provide you with an understanding of the various Lipper offerings. My Lipper Specialist and I are available:
Today: 3:00-4:00
Tomorrow: 9:00-12:00 and/or 2:30-4:00
Thursday: 9:00-12:00

Please let me know what works for you and I'll send a meeting invite to hold the time. Also, if you could provide some high level use case and type of data context it would help frame the call and prepare us.
Thanks,

Greg Fallon
617.645.0733

From: walsh, Brendan (Financial&Risk)
Sent: Tuesday, November 10, 2015 11:03 AM
To: jzhang@mapension.com
Cc: Fallon, Gregory (Financial&Risk)
Subject: Thomson Reuters I Lipper

Hello Jiazhu,

Thank you for your time today. It was a pleasure to speak with you.

I spoke briefly with Greg Fallon, your dedicated Account Director, regarding your interest in our solutions. We understand the time constraints put on everyone these days so I want to have the best and most knowledgeable individual in touch with you.

Greg is best able to answer your questions and provide any additional information as you research our solutions.

And, as always, please feel free to contact me at any time.

Best Regards,

Brendan Walsh
Lead Specialist

Thomson Reuters

Phone: 646-223-8088
Cell: 347-859-5605

brendan.walsh@thomsonreuters.com

<image003.gif>

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