



**Trending Growth in
Direct Investment
Partnerships**

The Rise of Family Offices Co-Investing



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Introduction

Family offices are entities, established to manage and invest the wealth of individuals and families of substantial net worth. As their names suggest, single family offices (SFOs) manage the wealth of a single family or individual. Multi-family offices (MFOs) are designed to provide similar services to their SFO counterparts, but to a number of wealthy families. By leveraging the services of an existing multi-family office, these families can limit the time needed to establish their own wealth advising entity.

At FINTRX, we estimate there are approximately **3,500-5,000** family offices worldwide that have one or more employees and some form of external investment activity. At this time, we estimate **39%** are single family offices and **61%** are multi-family offices.

Direct Investments have become increasingly common throughout the family office space, particularly in regards to single family offices. We attribute this trend to a number of changes, none more influential than the increase in sophistication of family office vehicles themselves. Over the past decade, family offices have accumulated the assets and talent required to effectively allocate capital directly into the private space. The result of this trend is more than half of all family offices allocating capital directly to some degree.

Family Offices: Single vs Multi



61%

Multi-Family
Offices (MFOs)



39%

Single Family
Offices (SFOs)



Total Family Offices

2,823

Family offices are typically private unregulated companies, constructed to manage the wealth and investments of individuals and families with \$100M+ of investable assets.

Family Offices Making Direct Investments



Single Family Offices



83% of Single Family Offices worldwide consider allocating directly



Multi Family Offices



30% of Multi Family Offices across the globe consider allocating directly



Total Family Offices



50.9% of all Family Offices across the globe consider allocating directly

■ Making Direct Investments

■ Not making Direct Investments



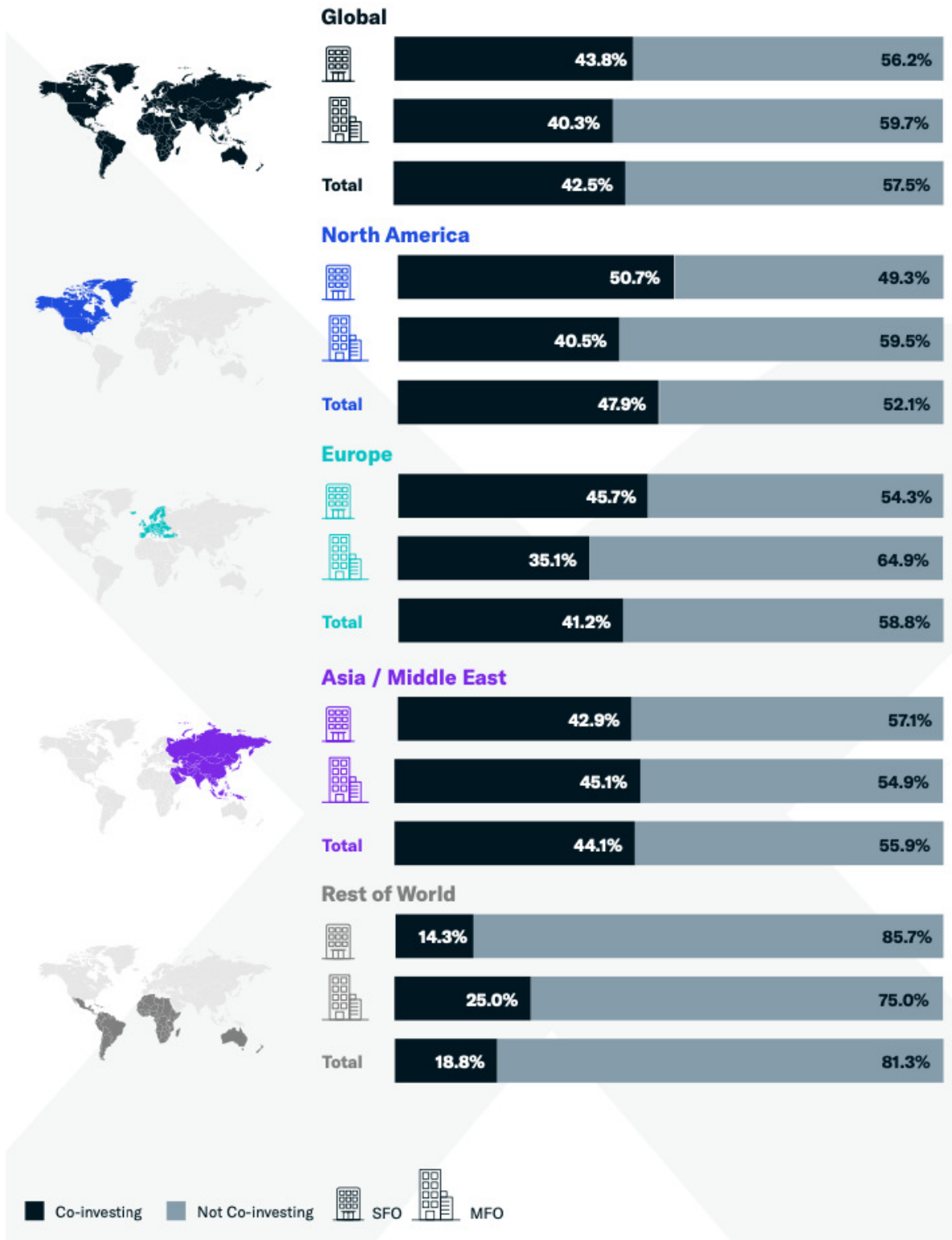
50%

of family offices worldwide consider making direct investments

2010-2015 resulted in the largest % increase in direct investment activity of any 5 year period since 1990.



Global Family Offices Co-Investing: Breakdown:



Conclusion

While direct investing has long been a favorable option for family offices, the frequency of doing so is a comparatively new phenomenon.

The family office landscape is a forever moving target, as its continued expansion and increased sophistication trends remain steady. Our research and family office deal flow tracking leads us to believe that both the number of family offices becoming active in the direct investment space, in addition to the total dollar amount being allocated to private companies will continue its upward trajectory.



A commitment to strategic asset allocation has meant that family offices have performed in line with, or above, targets during one of the most volatile moments in the history of financial markets. Yet they also see the uncertain environment as a chance to deploy cash, raising rather than reducing their risk profiles."

Paul Ferguson,
Managing Director at Schwab Advisor
Family Office



About FINTRX

Launched in early 2014, FINTRX is the preeminent family office data and research platform - combining over half a million data points on 11,000+ family office professionals and 3,000+ unique family offices globally.

New & Improved Family Office Prospecting Strategies



Built with the asset raising professional in mind, FINTRX features state-of-the-art data exploration and visualization tools, engineered to provide the most efficient and effective means of targeting family offices.

By providing detailed insight into each family office - including background, contact information, origin of wealth, investment interest, AUM and more, FINTRX is continuously updated, guaranteeing the most comprehensive and accurate data at your fingertips.

FINTRX also provides detailed investment transaction history alongside insightful analytics on amount invested, stage of investment, sector and industry and more.

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