

CASE STUDY: LAYING THE FOUNDATIONS



PERPETUAL CORPORATE TRUST

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The Australian capital market has seen dramatic change over the past decade and innovative debt investors like Intermediate Capital Group (ICG) have been at the forefront of providing alternative funding options to local companies.

In this video, Greg Fendler, Managing Director of ICG, shares the firm's journey on bringing a well-established alternative asset management strategy to Australian investors.

He discusses dynamic changes where new regulation constrained the lending by the big four banks. This was an opportunity for ICG as they recognised the Australian economy was attractive to debt investors because it's stable and growing – and it's built on the rule of law.

Fendler explains that while fees are important when deciding on a corporate trust partner, it is reputation and professionalism that are key, and Perpetual delivered on both.

Perpetual Corporate Trust has been working with ICG since 2013 –they run a total AUM of €28.7billion (as at 31 March 2018) and the head office is based in London. In addition to the unregistered ICG Australia Senior Loan Fund, Perpetual recently closed the first registered vehicle offering, the ICG Australia Fund, which launched in 2017.