



Comparative Asset Allocation: Private Clients

June 30, 2017

CAMBRIDGE  ASSOCIATES

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Geoffrey Bollier | Meredith Wyse

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Data Collection

Included in this analysis are 170 investment portfolios representing 100 US-based private clients that received performance reporting services from Cambridge Associates as of June 30, 2017. The average market value of participating private client investment pools is \$277.6 million, and the median market value is \$87.1 million as of June 30, 2017. The notation of n denotes the number of private clients included in each analysis.

Asset Allocation Methodology

Asset allocation is generated using the investment manager structure for each client. Every investment product, fund, and vehicle that a client is invested in is assigned an asset class. Asset classes for a given investment product, fund, or vehicle are maintained across all clients to ensure comparability. The statistics throughout this analysis are calculated on an equal-weighted basis.

Global portfolios are broken out into US, developed, and emerging markets equities. In cases where the underlying holdings are not available to Cambridge Associates for a particular global portfolio, a 50% US/50% developed markets allocation is reflected.

Legacy holdings that a client still maintains as part of its investment pool can be included in this analysis. These long-held securities can fall under several categories including, but not limited to, securities with a very low tax basis or securities that the owner does not intend to sell for personal reasons.

In Exhibits 1, 3, and 4, bonds includes US bonds, global ex US bonds, and high-yield bonds; hedge funds includes long/short hedge funds and absolute return (ex distressed securities); private equity and venture capital includes non-venture private equity, venture capital, and other private investments; and real

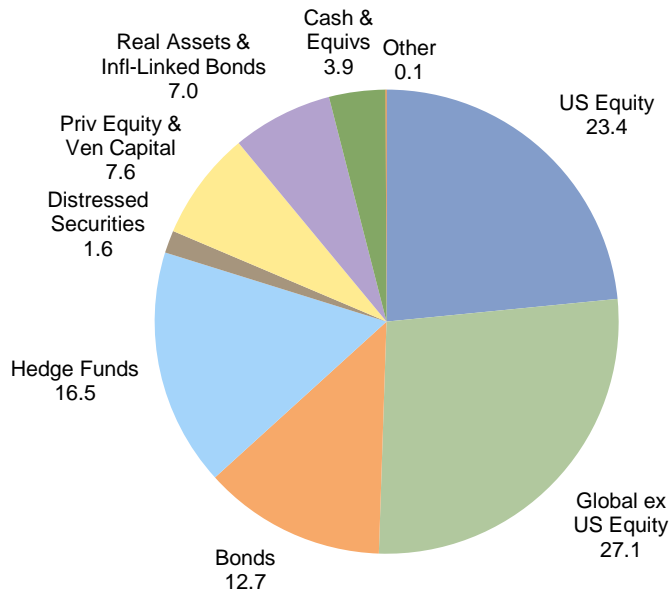
assets and inflation-linked bonds includes public and private real estate, commodities, inflation-linked bonds, private oil & gas/natural resources, timber, and public energy/natural resources.

Peer Grouping

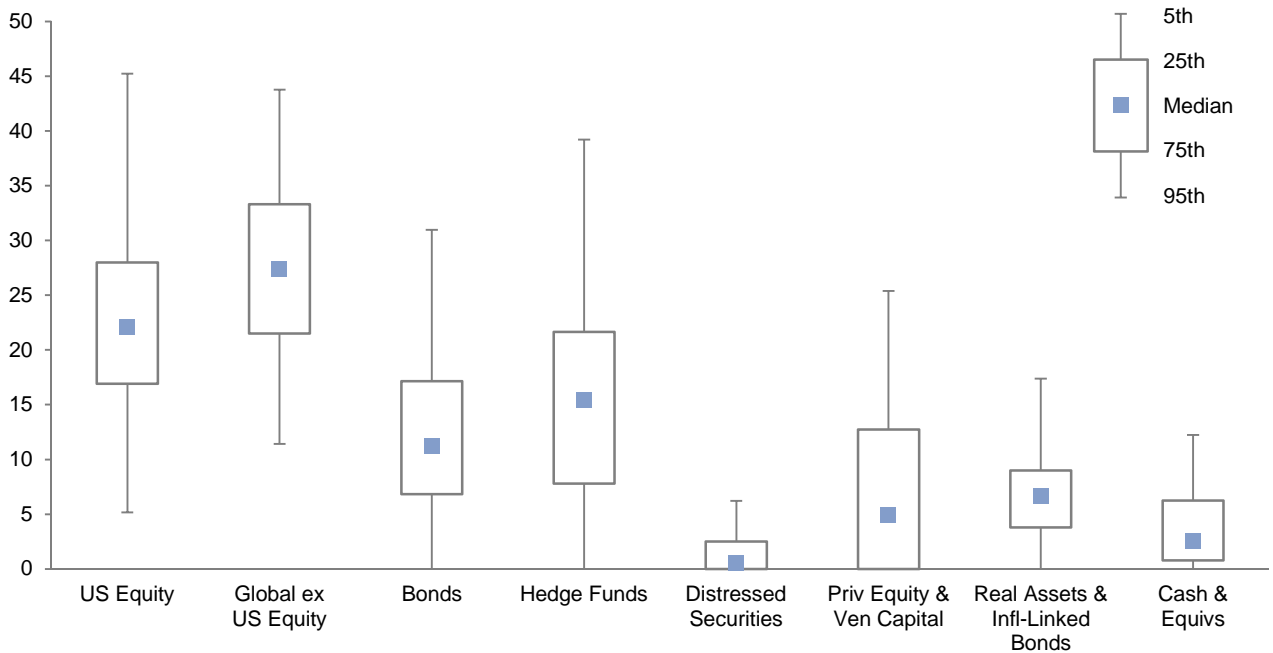
The Cambridge Associates endowments and foundations universe includes colleges and universities, cultural & environmental institutions, health care institutions, independent schools, and other endowed nonprofit institutions as well as foundations. ■

Exhibit 1
Asset Allocation Snapshot: US Private Clients
 As of June 30, 2017 • Percent (%)

Mean Asset Allocation



Distribution by Asset Class: Asset Allocation



Source: Private client data as reported to Cambridge Associates LLC.
 Notes: Percentages may not total due to rounding. Analysis includes data for 170 investment portfolios.

Exhibit 2
Detailed Asset Allocation by Asset Size: US Private Clients

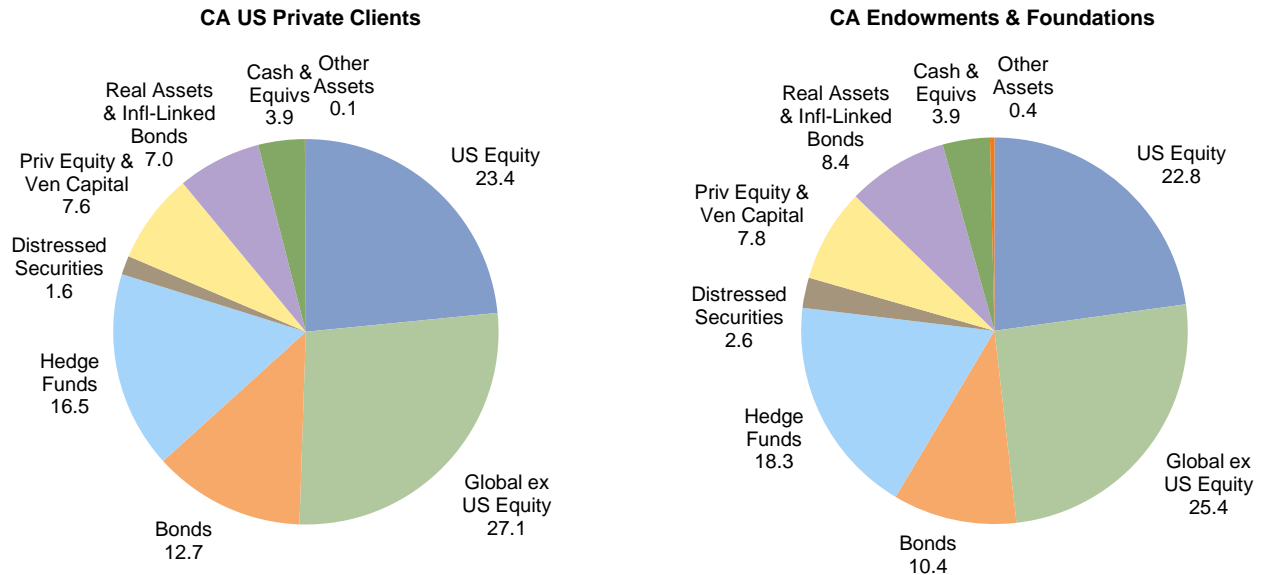
As of June 30, 2017 • Percent (%)

	All CA US Private Clients (n = 170)		Under \$100mm (n = 88)		\$100mm to \$500mm (n = 48)		Over \$500mm (n = 34)	
	Mean	Median	Mean	Median	Mean	Median	Mean	Median
US Equity	23.4	22.1	23.1	22.5	20.5	18.8	28.5	24.7
Global ex US Equity	27.1	27.4	26.8	27.6	25.7	23.7	29.7	31.8
Developed Markets	18.8	18.4	19.0	19.4	17.2	16.2	20.7	19.9
Emerging Markets	8.2	8.0	7.8	7.8	8.5	7.9	9.0	9.7
Bonds	12.7	11.2	14.9	12.8	12.0	11.0	8.1	7.1
US Bonds	12.0	10.6	14.1	12.1	11.3	11.0	7.7	6.8
<i>Municipal Bonds</i>	9.5	8.5	12.2	10.4	8.3	8.1	4.3	0.0
<i>Taxable Bonds</i>	2.6	0.0	2.0	0.0	3.0	0.0	3.4	0.7
Developed Markets ex US	0.1	0.0	0.0	0.0	0.1	0.0	0.2	0.0
Emerging Markets	0.4	0.0	0.4	0.0	0.5	0.0	0.2	0.0
High-Yield Bonds	0.3	0.0	0.4	0.0	0.2	0.0	0.1	0.0
Hedge Funds	16.5	15.4	16.6	15.9	17.7	15.6	14.9	13.7
Long/Short Hedge Funds	7.1	6.1	5.9	4.4	9.2	7.9	7.4	5.6
Absolute Return (ex Distressed)	9.4	7.2	10.6	7.3	8.4	8.2	7.5	6.4
Distressed Securities	1.6	0.5	1.3	0.1	2.2	2.0	1.5	0.1
Hedge Fund Structure	0.8	0.0	0.8	0.0	0.9	0.1	0.5	0.0
Private Equity Structure	0.8	0.1	0.5	0.0	1.2	0.8	1.0	0.0
Private Equity & Venture Capital	7.6	4.9	4.8	0.0	10.0	11.3	11.4	7.4
Non-Venture Private Equity	3.3	1.2	1.7	0.0	3.9	2.8	6.5	4.7
Venture Capital	3.1	0.4	1.8	0.0	4.6	3.8	4.4	1.0
Other Private Investments	1.2	0.0	1.3	0.0	1.6	0.5	0.6	0.0
Real Assets & Infl-Linked Bonds	7.0	6.7	7.9	7.4	7.9	7.5	3.5	2.4
Private Real Estate	1.6	0.0	1.5	0.0	2.7	1.2	0.6	0.0
Public Real Estate	0.4	0.0	0.6	0.0	0.2	0.0	0.0	0.0
Commodities	0.4	0.0	0.5	0.0	0.4	0.0	0.3	0.0
Inflation-Linked Bonds	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Private Oil & Gas/Natural Resources	1.0	0.0	0.6	0.0	1.8	1.0	1.3	0.0
Timber	0.1	0.0	0.0	0.0	0.4	0.0	0.0	0.0
Public Energy/Natural Resources	3.4	3.4	4.6	4.6	2.5	2.2	1.3	0.5
Cash & Equivalents	3.9	2.5	4.6	2.9	3.8	2.8	2.4	0.9
Other Assets	0.1	0.0	0.0	0.0	0.3	0.0	0.0	0.0

Source: Private client data as reported to Cambridge Associates LLC.

Note: Percentages may not total due to rounding.

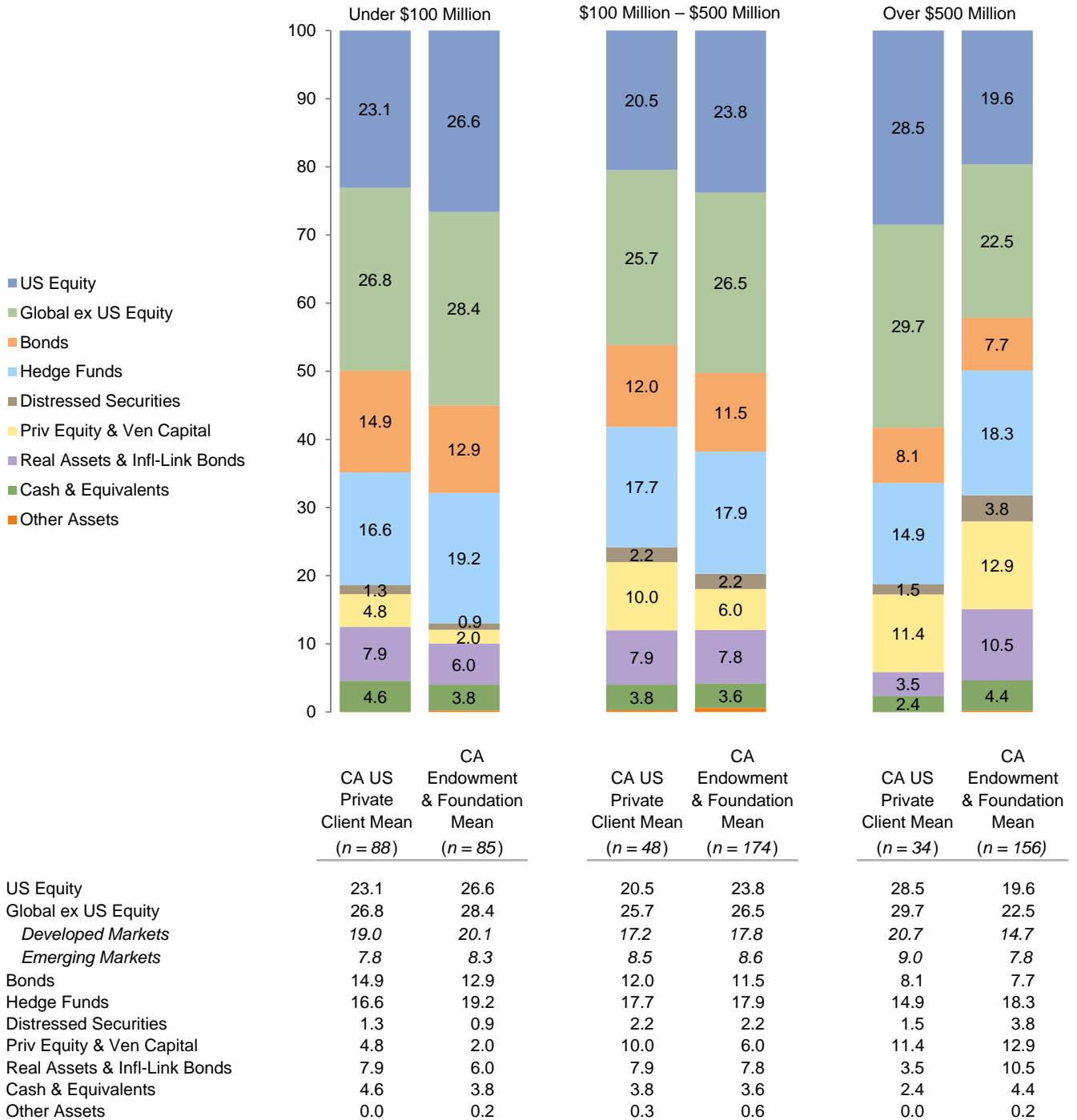
Exhibit 3
Mean Asset Allocation Compared to Endowments and Foundations
 As of June 30, 2017 • Percent (%)



	CA US Private Clients				CA Endowments & Foundations			
	Mean	Median	Low	High	Mean	Median	Low	High
US Equity	23.4	22.1	0.0	66.4	22.8	22.8	0.0	63.3
Global ex US Equity	27.1	27.4	0.0	49.9	25.4	25.7	0.0	43.7
<i>Developed Markets</i>	18.8	18.4	0.0	47.9	17.1	17.1	0.0	39.6
<i>Emerging Markets</i>	8.2	8.0	0.0	19.1	8.2	8.2	0.0	20.3
Bonds	12.7	11.2	0.0	51.7	10.4	10.0	0.0	40.2
Hedge Funds	16.5	15.4	0.0	100.0	18.3	17.7	0.0	62.2
Distressed Securities	1.6	0.5	0.0	14.6	2.6	2.0	0.0	12.7
Priv Equity & Ven Capital	7.6	4.9	0.0	37.1	7.8	6.2	0.0	41.2
Real Assets & Infl-Linked Bonds	7.0	6.7	0.0	40.8	8.4	8.3	0.0	38.6
Cash & Equivalents	3.9	2.5	-44.3	52.8	3.9	3.0	-2.1	25.1
Other Assets	0.1	0.0	-3.5	11.7	0.4	0.0	-9.2	33.0
Average Market Value	\$277.6 million				\$1.1 billion			
Market Value Range	\$122,000 – \$5.2 billion				\$7.9 million – \$45.5 billion			
Universe	170 Private Clients				415 Endowments			

Source: Endowment, foundation, and private client data as reported to Cambridge Associates LLC.
 Note: Percentages may not total due to rounding.

Exhibit 4
Mean Asset Allocation by Asset Size Compared to Endowments and Foundations
 As of June 30, 2017 • Percent (%)



Source: Endowment, foundation, and private client data as reported to Cambridge Associates LLC.
 Note: Percentages may not total due to rounding.

Exhibit 5
Detailed Asset Allocation Compared to Endowments and Foundations

As of June 30, 2017 • Percent (%)

	CA US Private Clients (n = 170)		CA Endowments & Foundations (n = 415)	
	Mean	Median	Mean	Median
US Equity	23.4	22.1	22.8	22.8
Global ex US Equity	27.1	27.4	25.4	25.7
Developed Markets	18.8	18.4	17.1	17.1
Emerging Markets	8.2	8.0	8.2	8.2
Bonds	12.7	11.2	10.4	10.0
US Bonds	12.0	10.6	9.0	8.9
<i>Municipal Bonds</i>	9.5	8.5	--	--
<i>Taxable Bonds</i>	2.6	0.0	--	--
Developed Markets ex US	0.1	0.0	0.4	0.0
Emerging Markets	0.4	0.0	0.5	0.0
High-Yield Bonds	0.3	0.0	0.4	0.0
Hedge Funds	16.5	15.4	18.3	17.7
Long/Short Hedge Funds	7.1	6.1	6.9	6.4
Absolute Return (ex Distressed)	9.4	7.2	11.5	11.0
Distressed Securities	1.6	0.5	2.6	2.0
Hedge Fund Structure	0.8	0.0	1.5	0.3
Private Equity Structure	0.8	0.1	1.1	0.6
Private Equity & Venture Capital	7.6	4.9	7.8	6.2
Non-Venture Private Equity	3.3	1.2	3.6	2.4
Venture Capital	3.1	0.4	3.4	1.5
Other Private Investments	1.2	0.0	0.9	0.1
Real Assets & Infl-Linked Bonds	7.0	6.7	8.4	8.3
Private Real Estate	1.6	0.0	1.8	0.8
Public Real Estate	0.4	0.0	0.5	0.0
Commodities	0.4	0.0	0.7	0.0
Inflation-Linked Bonds	0.0	0.0	0.5	0.0
Private Oil & Gas/Natural Resources	1.0	0.0	2.2	1.4
Timber	0.1	0.0	0.2	0.0
Public Energy/Natural Resources	3.4	3.4	2.7	2.3
Cash & Equivalents	3.9	2.5	3.9	3.0
Other Assets	0.1	0.0	0.4	0.0

Source: Endowment, foundation, and private client data as reported to Cambridge Associates LLC.

Note: Percentages may not total due to rounding.