



CASE STUDY

Large U.S. Pension Plan Seeks Single Point of Entry Credit Solution



THE CHALLENGE

This client approached us with **no prior exposure to private credit, seeking to build a comprehensive and diversified portfolio**. Their team faced limitations in resources, which constrained their ability to manage complex investments effectively. They lacked experience across various private credit strategies and struggled with assessing and executing co-investments. Additionally, they needed support in sourcing and completing diligence on non-traditional direct lending strategies.



THE SOLUTION

We developed a **tailored private credit solution that integrated direct lending, secondary investments, and co-investments to provide the client with diversified exposure, complementing upper middle-market direct lending**. This approach included a dynamic portfolio construction strategy to adapt to evolving market conditions and meet the client's objectives. Additionally, we acted as an extension of their staff by offering comprehensive education on private credit managers and strategies, along with broader market intelligence. By providing a streamlined, one-stop-shop service, we sought to enhance operational efficiency, manage risk, and optimize potential returns, all while simplifying the investment process.



OUR ADVANTAGE

GCM Grosvenor's Credit Strategy stands out for its **breadth and depth across the credit spectrum, which allowed us to craft a diversified, highly tailored solution**. Our ability to **seamlessly integrate direct lending, secondaries, and co-investments in one platform gave the client access to a comprehensive credit solution without the need to engage multiple partners**. In addition, our extensive network and expertise across all credit strategies ensured that the client received high-quality deal flow, operational excellence, and dynamic portfolio management. This holistic, simplified approach allowed the client to achieve their investment goals while minimizing complexity and optimizing results.

