

## Europe

## Inoks Pushes Financing Fund, Plans Offshoots



Nabil Marc  
Abdul-Massih

Following the departure of its founder and ceo, **Inoks Capital** in Geneva will focus on growing its sole offering, *Ancile*—a \$103 million trade financing fund that provides working capital to commodity producers mainly in Africa, Southeast Asia and Brazil.

The fund could grow to about \$350-400 million at which point it would soft close, Partner and Portfolio Manager **Nabil Marc Abdul-Massih** told *AIN*. A new staffer, whom Abdul-Massih declined to name, will join the firm this month to spearhead marketing and investor relations.

Inoks plans to launch two more commodity financing funds which would focus on Shariah-compliant and sustainable investments, respectively (*totalalternatives.com*, Oct. 27). The firm is trying to gauge levels of interest in the strategies. "On the investment side the market has never been better—the crisis is on the investor side," said Abdul-Massih. About 65% of *Ancile* is already Shariah-compliant and both launches are ready to roll as soon as the firm gets funding. Abdul-Massih thinks this ought to happen before year-end.

## Aquila Picks Advisory Chief

**Aquila Capital**, the Hamburg-based alternative investment manager, has hired **Lauren Damask** as managing director, head of global client advisory. Reporting to Aquila's Founding Partner **Roman Rosslenbroich**, Damask will have responsibility for the firm's expanding international client base.

Aquila has \$2.4 billion under management and specializes in designing and structuring alternative investment strategies and real assets funds. Damask has extensive experience with customised solutions for institutional and private investors. Before joining Aquila, she led global relationship activities for Frankfurt's **Lupus Alpha Asset Management** and was also a v.p. at **Zurich Capital Markets** in New York. She was responsible for investors in U.S., Europe and Japan.

Aquila was founded in 2001 by Rosslenbroich and **Dieter Rentsch**, who both have extensive international asset management experience. The firm's alternative investment strategies include multi-strategy funds, managed futures, shipping derivatives, carbon, distressed and emerging market strategies. Real assets funds include agriculture, forestry and shipping.

## Reech Adds Gold Share Classes



Christophe Reech

**Reech Alternative Investment Management Group** has added gold share classes to each of its funds, which are also available in U.S. dollar, sterling, euro and Swiss franc tranches. Investors were losing trust and confidence in traditional currencies and saw gold as a safe haven, Founder and CEO **Christophe Reech** told *AIN*. They didn't

want the additional risk of currency, he added.

The gold class is available for *Iceberg*, a real estate fund; *Chromium*, which invests in distressed credit; *Rochester*, a CTA; and *Volcano*, which focuses on crude oil. Each unit in the gold share class of the fund is denominated in ounces of gold.

Other hedge fund firms that have added a gold share class include **Osmium Capital Management** (*totalalternatives.com*, Jan. 29) and **RAB Capital**.

The London firm has also launched an oil barrel-denominated share class for *Volcano*. When oil is trading at \$35 a barrel, investors want a non-directional play on oil as well as exposure to a rebound in its price, explained Reech.

## Alts Pros See Distressed Hurdles

Opportunities abound in distressed debt for hedge funds, but industry players in Europe say there are still obstacles to overcome before value can be more effectively tapped. Panellists at last week's *European Distressed Credit Investing Summit* in London pointed to the illiquidity that pervades distressed securities as a major headache for funds that cannot lock in cash.

**Sriram Soundararajan**, senior researcher, structured products at **Citadel Investment Group** said there are some investors, especially hedge funds, who would have the ability to swoop on distressed assets but cannot take on any more illiquidity. "Some investors can, though, and we are seeing moves to bridge the gap," he said. "Some hedge funds are finding ways to lock up funds, private equity-style."

**Elizabeth Carey**, managing director of **Clontarf Capital**, agreed, adding that those funds with longer lockup periods are at a real advantage for investing in distressed credit. "The current lack of liquidity is out of sync with a lot of funds."

Another challenge is assessing the potential risk in distressed products, with considerable time and manpower still required to analyse distressed securities, according to Soundararajan. "I think the biggest advantage for real money managers is that a lot of assets need funding, but the disadvantage is a lack of