



CASE STUDY

Asian Insurance Company Seeks to Diversify Their Credit Portfolio



THE CHALLENGE

A client with existing core direct lending exposure was looking to further diversify their private credit portfolio. The client wanted to **complement their existing exposure through primary investments in non-core credit strategies** but needed a partner with the expertise to deliver a comprehensive solution tailored to their unique needs.



THE SOLUTION

We developed an opportunistic program **focused on niche private credit strategies, including dislocation capital, specialty lending, loan portfolios, structured finance, healthcare royalties, marketplace lending, regulatory capital, and trade finance.** The program emphasizes managers with strong contractual cash flows, low LTVs, asset-heavy companies, capital supply/demand imbalances, and cycle-tested business models. In addition to selecting managers, our team worked closely with the client to ensure transparency in regulatory reporting and provided comprehensive educational training on the program's strategies.



OUR ADVANTAGE

GCM Grosvenor's large, experienced credit research team covers the full spectrum of alternative credit markets. The team's **ability to underwrite off-the-run strategies and assess risk/return trade-offs across these strategies enabled us to create a diversified portfolio of unique credit exposures.** In addition, our collaborative approach—**offering both operational and educational support**—helped the client seamlessly achieve their objectives while quickly gaining expertise in complex credit strategies.

