

Crossinvest opens door to Private Access

An exciting new alternative investment opportunity has been launched that gives clients early-mover advantage to maximise returns on Crossinvest selected infrastructure, energy and agricultural projects



ROHIT BHUTA
Crossinvest

INDEPENDENT ASSET MANAGER CROSSINVEST ASIA has launched a new service to give clients the opportunity to invest in infrastructure, unlisted energy companies and agricultural projects in addition to investing in private companies.

The rationale behind the launch is to offer clients the opportunity to “get in on the ground floor” according to Crossinvest CEO Rohit Bhuta. He maintains that Crossinvest Private Access will shun start-ups and focus on Series A funding opportunities leading up to an IPO opportunity.

Bhuta said: “Private access offers our clients the opportunity to invest at the ground floor level, before the company or project has gained value. In this way there is a much better return available for the investor in the short term.”

Crossinvest, family-owned since 1985 and active in Asia since 2005, views the launch of the new offering as an extension to its current business. “We are one of very few EAM’s that provide a comprehensive profit-wealth proposition, through our research and company organization. Around 80 per cent of our clients are discretionary, while 20 per cent are advisory. We have no execution only business,” Bhuta added.

“We are independent in the truest sense of the word. We don’t have our own products that we are incentivised to offer and we identify the best investment managers and the best products globally. We work for the client and our sole revenue comes from the client. We aim to provide a stable return on the portfolio over a 3-5 year term.” ■