

- HFM Week - <https://hfm.global/hfmweek> -

Ex-Jefferies head of advisory launches alternatives platform

Posted By *Igor Pakovic* On May 12, 2020 @ 5:48 am In News,US | [Comments Disabled](#)

Former Jefferies global head of advisory and wealth management veteran Antonio DeRosa is launching an alternative investment platform that will enable wealth managers, registered investment advisors and their high-net-worth client base to invest directly in hedge funds.

DeRosa is expected to launch New York-based Qualis Capital on 15 May with 24 managers on its platform, with most of them being small and mid-sized hedge funds.

It is understood that Qualis estimates to service some \$2bn in assets and give advisors access to 50 hedge funds by the end of the year.

According to a source familiar with the platform, some of the companies onboarded by DeRosa are event-driven manager DG Capital, global long/short equity Apis Capital, microcap/Israel-focused Ibox Investors, and BHZ Capital.

In addition to hedge funds, the firm's platform will give registered investment advisors, broker-dealer networks and their clients – mostly high-net-worth individuals, family offices and some institutions – access to a menu of private equity funds, real estate funds and private credit funds at lower minimums with a full suite of due diligence and administrative support.

According to sources, Qualis is expected to focus on small and mid-size hedge funds, giving investors the possibility to allocate capital to vehicles that normally wouldn't meet the necessary requirements to partner with top tier wealth management platforms like, for example, UBS's and Morgan Stanley's.

Unlike similar alternative investment platforms such as iCapital Network and Cais, it is also understood that Qualis will enable investors to allocate directly in hedge fund manager's master funds, which should lower fees and administrative expenses.

Qualis will try to capitalise on DeRosa's experience in the wealth management industry. Prior to founding Qualis, DeRosa was global head of advisory at Jefferies's wealth management division, where he was responsible for all advisory fee-based businesses globally for nearly five years.

Prior to Jefferies, DeRosa worked for four years at Morgan Stanley as head of business and product management in the capital markets and advisory consulting groups.

Previously, he was director of product management, sales and investment analysis at Prudential Financial.

In addition to its New York headquarters, Qualis is expected to open an office in Melbourne, Australia.

Article printed from HFM Week: <https://hfm.global/hfmweek>

URL to article: <https://hfm.global/hfmweek/news/ex-jefferies-head-of-advisory-launches-alt-investment-platform/>

Copyright © 2015 HFM Week. All rights reserved.