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Triago Names Co-Heads for the Americas and Hires New Partner to Lead London Office

The latest appointments are an integral part of an expansion that has seen staff numbers and expertise reinforced in the past year across all geographies and business areas.

Press Release

September 16, 2021 – Triago is pleased to announce several appointments. Valerie Auffray, previously Head of Investor Relations at private equity healthcare investor Apposite Capital, joins as a Partner based out of the firm’s London office. She focuses on the origination and execution of primary fundraising mandates and will have responsibility for all U.K. operations. Matt Swain and Victor Quiroga, based out of the firm’s New York City office, have been named Co-Heads of the Americas. The post, with cross-business responsibilities, is a newly created position designed to make Triago even more responsive to the needs of its private equity limited partner and general partner clients. Swain, who joined Triago two years ago - moving up from Associate over that period - is also being named Managing Partner (most recently he was a Partner). Quiroga, Founding Partner, has been with Triago since 1994, shortly after the firm was created by Antoine Drean.

“We’ve materially deepened expertise across all regions and business lines in the last year and with these latest appointments we’re looking to further refine our operations,” says Drean, Triago’s Chairman. “There is more overlap than ever before between primaries and secondaries, as strategic options for both LPs and GPs grow at breakneck speed. These appointments tighten coordination across all our business lines, offering an even richer service for our clients.”

Running IR and fundraising for some 14 years at Apposite Capital, Auffray was responsible for significantly expanding and diversifying the investor base. She also oversaw and developed the firm’s back office operations. She was previously an Associate Director at London-based corporate and financial communications consultancy Citigate Dewe Rogerson. A British-French national, she has a Master’s in Business from ESIEE Management school and a First degree in Biology from Rennes’ University of Science.

Quiroga joined Triago immediately after earning successive Bachelor’s and Master’s degrees in Econometrics from Université de Paris Panthéon-Sorbonne. He has been involved in all of Triago’s 180-plus primary fundraising mandates, and all of the firm’s strategic advisory mandates in the Americas. Born in Bolivia, he moved to New York from Paris in 2005 to develop Triago’s New York City office.

In a little over two years, Swain built Triago’s thriving primary directs business (essentially funding single-asset partnerships between GPs and LPs) largely from scratch, turning it into one of the firm’s key revenue producers, alongside traditional fundraising, secondary advisory and strategic advisory. Prior to joining Triago, Swain was an Associate at Eaton Partners. At Eaton he worked across business lines in project management and helped lead the firm’s origination and execution initiatives with family offices and registered investment advisors. Swain earned a Bachelor’s degree in Environmental Studies and Economics at Colgate University and participated in study programs at the London School of Economics and Columbia Business School.

About Triago - With offices in New York, London, Paris and Dubai, Triago provides fundraising services, secondary transaction advisory, and strategic solutions for general partners and limited partners seeking to optimize success in the global private equity market. Founded in 1992 as one of the first private equity fund

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placement agents, Triago has completed over 180 fundraisings on five continents and has advised on the transfer of more than 3,500 private equity fund stakes on the secondary market on behalf of 200 clients across the world. Triago has also undertaken over 50 strategic advisory mandates for general partners and limited partners looking to launch, boost or restructure PE fund operations. <https://www.triago.com/>

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