

Specialist M&A Advisors to the Asset Management & Securities Industries



Cambridge International Partners, founded in 1989, provides transactional, financial and strategic advice to the financial services industry, helping US and foreign clients originate, structure and negotiate sales and divestitures, acquisitions, mergers, recapitalizations, and strategic alliances. We work in the United States and internationally on both domestic and cross-border assignments. Since 1995, 40% of our assignments (by revenues) have been completed on behalf of foreign clients or were cross-border in nature. Cambridge has particular expertise in working with investment management and securities firms, and related services provided to such organizations.

Services

Cambridge International Partners provides a focused range of investment banking services:

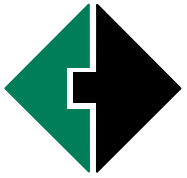
➤ Transactional advice

- Sales and divestitures
- Acquisitions and acquisition searches
- Other, including . . .
 - Mergers, joint ventures and strategic alliances
 - Firm recapitalizations
 - Transaction support services (e.g. due diligence)

➤ Strategic financial advice

- Internal equity transfer/incentive programs
- Competitive market environment reviews
- Value-enhancing business strategies

➤ Firm valuations



About Us

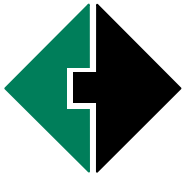
Cambridge International Partners is a New York-based investment banking firm that provides transactional, financial and strategic advice to the investment management and securities industries, as well as related financial services businesses. Representing a broad base of domestic and foreign clients we initiate, structure and negotiate sales and divestitures, acquisitions, mergers and recapitalizations. We also provide advice on value-enhancing strategies, equity recycling mechanisms, firm valuations, and financing.

We are driven, foremost, by the quality of our advice. Our clients have rewarded Cambridge with repeat assignments that have represented sixty percent of the firm's revenues since our inception. Our investment management client base encompasses domestic and international institutional, private wealth and mutual fund managers and every asset class from traditional equities and fixed income to alternative hedge fund and structured products. On the private wealth side (one-third of our completed m&a assignments) we have worked extensively with both investment-only advisors as well as full-service, open-architecture multi-family offices.

Cambridge's distinctive business model is based on the following principles:

- **Principal-centric** in delivering our advice. Our principals are supported by a group of talented professionals, but it is the principals' experience, judgment, drive and continuing presence that we commit and deliver to the execution of every assignment. The team you see during the sales presentation is the one that will execute the assignment.
- **Specialist focus.** We devote our time and resources to the investment management, securities and related industries – which drives our research, knowledge, relationships and value-added.
- **Balance of sell- and buy-side clients.** In our transactional work, we actively seek a balance between representing buyers and sellers. It provides us with a deeper understanding of the issues faced on both sides of a transaction and allows us to forge relationships throughout the industry that benefit our clients in a very direct way.
- **Pro-actively avoid conflicts.** We review all potential assignments for possible conflicts, and won't take assignments where we cannot provide clients with our unfettered best advice. We are not associated with any private equity or investment funds.
- **International client base.** Forty percent of our assignments have involved clients outside the US, including cross-border transactions. Our international relationships and transactional work allow us, where appropriate, to address a global audience for our clients.

Our work primarily involves private transactions on behalf of clients that include investment managers, trust companies, banks, insurance groups, securities firms, fund administrator, diversified financial services organizations, holding companies and financial investors. We have, in addition, advised public companies and their Special Committees in connection with quoted company sales and acquisitions.



Transactions



AVIVA INVESTORS

has announced the acquisition of

RIVER ROAD ASSET MANAGEMENT

The undersigned acted as financial advisor to Aviva Investors North America, Inc.

CAMBRIDGE INTERNATIONAL PARTNERS
January 2010

FORTIS

has sold to management its equity interest in

CADOGAN
Cadogan Management, LLC

The undersigned acted as financial advisor to Fortis Investment Management USA, Inc.

CAMBRIDGE INTERNATIONAL PARTNERS
October 2009

Mead Adam & Co.
INVESTMENT COUNSELLORS

has announced its sale to

JOHNSON INVESTMENT COUNSEL

The undersigned acted as financial advisor to Mead, Adam & Co.

CAMBRIDGE INTERNATIONAL PARTNERS
March 2009

FORTIS

has sold to management its equity interest in

VEREDUS ASSET MANAGEMENT

The undersigned acted as financial advisor to Fortis SA/NV

CAMBRIDGE INTERNATIONAL PARTNERS
January 2009

Sun Life Financial

has sold its 37.6% interest in

CI Financial
to
Scotiabank

The undersigned acted as a financial advisor to Sun Life Financial

CAMBRIDGE INTERNATIONAL PARTNERS
December 2008

Winslow Capital

has entered into a strategic partnership through its combination with

NUVEEN Investments

The undersigned acted as financial advisor to Winslow Capital Management, Inc.

CAMBRIDGE INTERNATIONAL PARTNERS
December 2008

WENTWORTH, HAUSER AND VIOLICH
INVESTMENT COUNSEL

has established a joint venture with

Hirayama Investments, LLC

The undersigned acted as financial advisor to Wentworth, Hauser and Violich, Inc.

CAMBRIDGE INTERNATIONAL PARTNERS
August 2008

Lakepoint Investment Partners

has announced its sale to

Northern Trust

The undersigned acted as financial advisor to Lakepoint Investment Partners LLC

CAMBRIDGE INTERNATIONAL PARTNERS
June 2008

MERCER ADVISORS MASTERY TRANSITIONS

has announced the sale of a majority interest to

LOVELL MINNICK PARTNERS LLC

The undersigned acted as financial advisor to Mercer Advisors Inc.

CAMBRIDGE INTERNATIONAL PARTNERS
April 2008

SANDERS MORRIS HARRIS GROUP
Asset & Wealth Management | Capital Markets

has acquired an equity interest in and entered into a strategic relationship with

LEONETTI & ASSOCIATES

The undersigned acted as financial advisor to Sanders Morris Harris Group

CAMBRIDGE INTERNATIONAL PARTNERS
February 2008

Stratton Holding Company

STRATTON MANAGEMENT COMPANY and **SEMPER TRUST COMPANY**

will be acquired by

Susquehanna

The undersigned acted as financial advisor to Stratton Holding Company

CAMBRIDGE INTERNATIONAL PARTNERS
January 2008

WEALTHTRUST

has acquired

FAIRPORT ASSET MANAGEMENT, LLC

The undersigned acted as financial advisor to Fairport Asset Management, LLC

CAMBRIDGE INTERNATIONAL PARTNERS
November 2007

Asset Management Finance

has invested in

GRESHAM

The undersigned advised Gresham Partners LLC on this investment by AMF

CAMBRIDGE INTERNATIONAL PARTNERS
November 2007

KOCHIS FITZ
Personal Wealth Strategies & Management

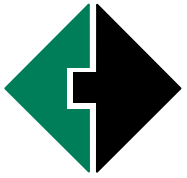
and

QUINTILE
Wealth Management

have announced their merger to form Aspiriant

The undersigned acted as joint financial advisor to Kochis Fitz and Quintile

CAMBRIDGE INTERNATIONAL PARTNERS
November 2007



Transactions (Continued)

PACIFIC CAPITAL BANK, N.A.
The Network of Preferred Community Banks™

has announced the acquisition of

R.E. WACKER ASSOCIATES, INC.
Fee-Only Financial and Investment Advisors

The undersigned acted as financial advisor to Pacific Capital Bank, N.A.

CAMBRIDGE INTERNATIONAL PARTNERS
November 2007

Meeschaert

has acquired a minority stake and entered into a strategic alliance with

THE SOLARIS GROUP, LLC

The undersigned acted as financial advisor to Meeschaert Corporation

CAMBRIDGE INTERNATIONAL PARTNERS
November 2007

LATEEF

The undersigned arranged a senior term loan for Lateef Investment Management in connection with recycling equity of a retiring partner

CAMBRIDGE INTERNATIONAL PARTNERS
November 2007

Sentinel Asset Management

has completed the reorganization of the

SYNOVUS FUNDS

The undersigned initiated the transaction and acted as financial advisor to Sentinel Asset Management, Inc.

CAMBRIDGE INTERNATIONAL PARTNERS
May 2007

LYDIAN™
WEALTH MANAGEMENT

has been acquired by

CONVERGENT CAPITAL MANAGEMENT LLC
a subsidiary of
 CITY NATIONAL CORPORATION

The undersigned acted as financial advisor to Lydian Wealth Management

CAMBRIDGE INTERNATIONAL PARTNERS
May 2007

Regent Atlantic Capital LLC

has sold a minority interest to

Fiduciary Network LLC
a subsidiary of

EMIGRANT SAVINGS BANK

The undersigned acted as financial advisor to Regent Atlantic Capital LLC

CAMBRIDGE INTERNATIONAL PARTNERS
February 2007

WEALTHTRUST WT

was acquired from Morgan Keegan and recapitalized by

CIRCLE PEAK CAPITAL

Circle Peak Capital partnered with management and junior capital provider Falcon Investment Advisors, LLC.

The undersigned acted as financial advisor to WealthTrust

CAMBRIDGE INTERNATIONAL PARTNERS
November 2006

CHURCHILL FINANCIAL™

has acquired

Centre Pacific LLC
A Manager of CDOs, CLOs and Floating Rate Note Funds

The undersigned acted as financial advisor to Churchill Financial

CAMBRIDGE INTERNATIONAL PARTNERS
October 2006

Walter Scott & Partners Limited

has been acquired by

Mellon

The undersigned acted as financial advisor to Walter Scott & Partners Limited

CAMBRIDGE INTERNATIONAL PARTNERS
October 2006

THE CUNDILL GROUP

has been acquired by

Mackenzie INVESTMENTS

The undersigned acted as financial advisor to The Cundill Group

CAMBRIDGE INTERNATIONAL PARTNERS
September 2006

Asset Management Finance®

has invested in

NEWGATE CAPITAL MANAGEMENT LLC

The undersigned initiated the investment on behalf of Asset Management Finance

CAMBRIDGE INTERNATIONAL PARTNERS
July 2006

Reber Russell

has been acquired by

FIRST WESTERN FINANCIAL, INC.

The undersigned acted as financial advisor to Reber/Russell Company

CAMBRIDGE INTERNATIONAL PARTNERS
September 2006

PACIFIC CAPITAL BANK, N.A.
The Network of Preferred Community Banks™

has acquired

MORTON CAPITAL MANAGEMENT

The undersigned acted as financial advisor to Pacific Capital Bank, N.A.

CAMBRIDGE INTERNATIONAL PARTNERS
July 2006

HFS
Hedge Funds Services (BVI), Ltd

has been acquired by

FORTIS

The undersigned acted as exclusive financial advisor to Hedge Funds Services (BVI), Ltd.

CAMBRIDGE INTERNATIONAL PARTNERS
March 2006

Mellon

has acquired

City Capital, Inc.

The undersigned initiated the transaction and acted as financial advisor to Mellon Financial Corporation

CAMBRIDGE INTERNATIONAL PARTNERS
November 2005

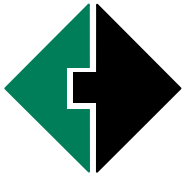
REED CONNER BIRDWELL

has restructured its relationship with its parent

CITY NATIONAL CORPORATION

The undersigned acted as financial advisor to Reed, Conner & Birdwell

CAMBRIDGE INTERNATIONAL PARTNERS
July 2005



Transactions (Continued)


Tanager
has been acquired by



WACHOVIA
The undersigned acted as financial advisor to Tanager Financial Services Inc.
 CAMBRIDGE INTERNATIONAL PARTNERS
November 2004




Sun Life Financial
has sold its
Canadian real estate management & leasing division to




Bentall CAPITAL
The undersigned acted as financial advisor to Sun Life Assurance of Canada
 CAMBRIDGE INTERNATIONAL PARTNERS
June 2004




HIGHLAND CAPITAL Management, L.P.
has acquired the
Bank Loan Asset Management Business
of
COLUMBIA MANAGEMENT ADVISORS, INC.
The undersigned acted as financial advisor to Highland Capital Management, L.P.
 CAMBRIDGE INTERNATIONAL PARTNERS
April 2004


AMVESCAP
on behalf of
ATLANTIC TRUST
PRIVATE WEALTH MANAGEMENT
has acquired
Stein Roe Investment Counsel
The undersigned initiated this transaction and acted as financial advisor to AMVESCAP plc
 CAMBRIDGE INTERNATIONAL PARTNERS
March 2004

BINGHAM, OSBORN & SCARBOROUGH LLC
has entered into a strategic alliance with

BOSTON PRIVATE FINANCIAL HOLDINGS
The undersigned acted as financial advisor to Bingham, Osborn, & Scarborough LLC
 CAMBRIDGE INTERNATIONAL PARTNERS
February 2004


BENSON ASSOCIATES, LLC
has been acquired by

WELLS FARGO
The undersigned initiated this transaction and acted as financial advisor to Benson Associates, LLC
 CAMBRIDGE INTERNATIONAL PARTNERS
October 2003


MIZUHO
has sold its interest in

Atlantic Asset Management LLC
to
PUTNAM LOVELL EQUITY PARTNERS LP
The undersigned initiated this transaction and acted as financial advisor to Mizuho Corporate Bank (USA)
 CAMBRIDGE INTERNATIONAL PARTNERS
June 2003





MIZUHO
has sold its subsidiary
Whitehall Asset Management, INC.
to
ATLANTIC TRUST
PRIVATE WEALTH MANAGEMENT
a division of AMVESCAP PLC
The undersigned initiated this transaction and acted as financial advisor to Mizuho Corporate Bank (USA)
 CAMBRIDGE INTERNATIONAL PARTNERS
February 2003


NELSON CAPITAL
has been acquired by

WELLS FARGO
The undersigned acted as financial advisor to Nelson Capital
 CAMBRIDGE INTERNATIONAL PARTNERS
October 2002

GLOBALT, Inc.
has been acquired by




SYNOVUS
Synovus Financial Corp.
The undersigned acted as financial advisor to GLOBALT, Inc.
 CAMBRIDGE INTERNATIONAL PARTNERS
May 2002





STARBUCK, TISDALE & ASSOCIATES
has been acquired by

FIRST REPUBLIC BANK
The undersigned acted as financial advisor to Starbuck, Tisdale & Associates
 CAMBRIDGE INTERNATIONAL PARTNERS
March 2001


Sun Life Financial
has sold its UK subsidiary
SLC Asset Management
to
CREDIT SUISSE Asset Management
The undersigned initiated this transaction and acted as financial advisor to Sun Life Financial
 CAMBRIDGE INTERNATIONAL PARTNERS
October 2001


ATLANTA CAPITAL Management
has sold a majority interest to

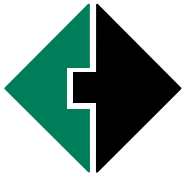
Eaton Vance®
The undersigned acted as financial advisor to Atlanta Capital Management
 CAMBRIDGE INTERNATIONAL PARTNERS
October 2001


REED CONNER BIRDWELL
has been acquired by

CITY NATIONAL CORPORATION
The undersigned acted as financial advisor to Reed, Conner & Birdwell
 CAMBRIDGE INTERNATIONAL PARTNERS
January 2001


GREENWICH ASSOCIATES™
Focused financial intelligence™
has acquired

consumercontact
Your Partner in Survey Data Collection
The undersigned acted as financial advisor to Greenwich Associates
 CAMBRIDGE INTERNATIONAL PARTNERS
December 2000


BESSEMER TRUST
has acquired a minority interest in

GLYNN CAPITAL MANAGEMENT LLC
The undersigned acted as financial advisor to Bessemer Trust
 CAMBRIDGE INTERNATIONAL PARTNERS
November 2000



Clients

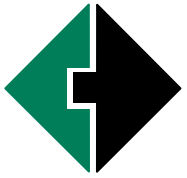
Cambridge International Partners provides exclusive and specialized M&A advice to investment management and securities firms. A representative client list includes:

UNITED STATES

AMERIPRISE
AFFILIATED MANAGERS GROUP
ALPHA INVESTMENT MANAGEMENT
AMERICAN BEACON ADVISORS
ASPIRIANT (KOCHIS FITZ/QUINTILE)
ASSET MANAGEMENT FINANCE
ATLANTA CAPITAL MANAGEMENT
ATLANTIC ASSET MANAGEMENT
ATLANTIC TRUST
BEACON FIDUCIARY ADVISORS
BENSON ASSOCIATES
BESSEMER TRUST
BINGHAM, OSBORN & SCARBOROUGH
BANK OF NEW YORK MELLON
BLACKSTONE GROUP
BRADLEY FOSTER & SARGENT
CLAY FINLAY
CHASE MANHATTAN BANK
CHICAGO RESEARCH & TRADING
CHURCHILL FINANCIAL
CUNA MUTUAL INSURANCE
DELTA CAPITAL MANAGEMENT
DRIEHAUS CAPITAL MANAGEMENT
FAIRPORT ASSET MANAGEMENT
FIRST REPUBLIC BANCORP
FOUR CORNERS CAPITAL MANAGEMENT
FX CONCEPTS
1ST SOURCE BANK
GLOBALT
GOFEN & GLOSSBERG
GREENE ESPEL
GREENWICH ASSOCIATES
GRESHAM PARTNERS
GREYCOURT
HIGHLAND CAPITAL MANAGEMENT
INDEPENDENT NATIONAL BANK
INVESCO

INTERNATIONAL

ABN AMRO ASSET MANAGEMENT
AMI PARTNERS
AVIVA
BANQUE WORMS
BAYERISCHE HYPOVEREINSBANK
CAISSE DE DEPOTS
CANADIAN IMPERIAL BANK OF COMMERCE
CAPITAL HOUSE
CARTIER PARTNERS
CREDIT LYONNAIS
CUNDILL GROUP
FIRST STATE INVESTMENTS
FORTIS
FOYSTON, GORDON & PAYNE
GARTMORE INVESTMENT
GENESIS HOLDINGS
HENDERSON GLOBAL INVESTORS
IBJ WHITEHALL
HEDGE FUND SERVICES (BVI)
IFDC
INVESTEC GUINNESS FLIGHT
MANAGEMENT, INVESTMENTS & FINANCIAL ENGINEERING S.A.
MACKENZIE INVESTMENT MANAGEMENT
MEESCHAERT GESTION PRIVÉE
MIZUHO CORPORATE BANK (USA)
NEWTON MANAGEMENT
ORBITEX
SCANDINAVIAN BANK
SINGER & FRIEDLANDER
SLC ASSET MANAGEMENT
SOCIÉTÉ GÉNÉRALE
SUN LIFE FINANCIAL
TRADITION FINANCIAL SERVICES
VONTOBEL GROUP
WALTER SCOTT & PARTNERS
WIENER STÄDTISCHE ALLGEMEINE VERSICHERUNG
XL CAPITAL



Clients

UNITED STATES (Continued)

INVESTMENT RESEARCH CORPORATION

IRWIN UNION

LATEEF INVESTMENT MANAGEMENT

LECG

LEGG MASON

LORING WARD

LOTSOFF CAPITAL MANAGEMENT

LYDIAN TRUST COMPANY

M&T BANK CORPORATION

MANNING & NAPIER

MBIA

MEAD, ADAM & CO.

MERCER ADVISORS

METROPOLITAN LIFE INSURANCE

NATIONAL LIFE GROUP

NELSON CAPITAL MANAGEMENT

NEW AMSTERDAM PARTNERS

OPTIMA FUND MANAGEMENT

PACIFIC CAPITAL BANCORP

PRIME ADVISORS

RAYMOND JAMES FINANCIAL

REAL ESTATE CAPITAL PARTNERS

REGENT ATLANTIC

REBER/RUSSELL

REED, CONNER & BIRDWELL

RIVER ROAD ASSET MANAGEMENT

SANDERS MORRIS HARRIS GROUP

STARBUCK TISDALE & ASSOCIATES

STRATTON HOLDING COMPANY

TANAGER FINANCIAL SERVICES

TWC REALTY ADVISORS

UTENDAHL CAPITAL MANAGEMENT

WACHOVIA

WEALTHTRUST

WEBSTER BANK

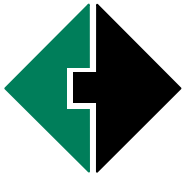
WENTWORTH, HAUSER AND VIOLICH

WESTWOOD HOLDINGS

WILLIAM BLAIR AND COMPANY

WILMINGTON TRUST

WINSLOW CAPITAL MANAGEMENT



Principals



Paul F.H. Holt, President

pholt@cambintl.com

Paul is the President and Co-Founder of Cambridge. He directs the firm's overall strategy and is actively involved in Cambridge's business development and client advisory functions in the United States and Europe.

Prior to Cambridge, Paul spent three years as a Partner at Greenwich Associates where he worked with leading foreign and domestic financial service institutions. From 1972 to 1985, he served with Marine Midland Bank, ultimately as Executive Vice President, World Corporate Banking Division, having earlier established the bank's Specialized Industries Group after working with its London-based merchant bank. Before that, Paul specialized in financing the air and surface transportation industries at Citibank's London and New York offices.

Paul earned a Bachelor of Arts and Master of Arts degree from Christ's College, Cambridge University and is a General Securities Principal.



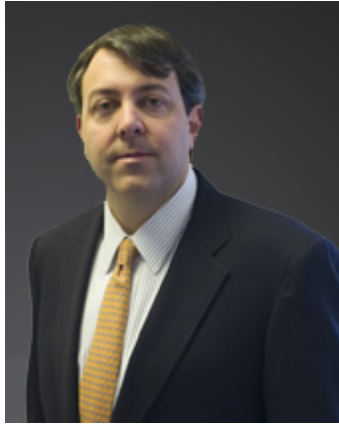
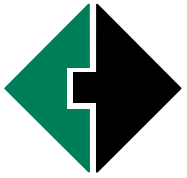
John H. Temple, Managing Director

jtemple@cambintl.com

John joined Cambridge as a Partner in 1995. He is actively involved in business development and client advisory work, leading the firm's practice on the West Coast and in Wealth Management. John also serves as the firm's Chief Financial and Chief Compliance Officer.

During six years as a Principal of Allegiance Capital Partners, a GE Capital affiliated investment partnership, John evaluated and structured numerous leveraged financial services transactions. In the mid-1980s, John headed the North American strategic planning and acquisitions function of The BOC Group, prior to which he developed and implemented an acquisition strategy for Consolidated Gold Fields in the United States.

John holds a Bachelor of Arts and Master of Arts degree from Trinity Hall College, Cambridge University and is a General Securities Principal.



David W. Abbott, Managing Director

dabbott@cambintl.com

David rejoined Cambridge as a Partner in 2009. He is actively involved in business development and client advisory work.

Prior to rejoining Cambridge, David was with Asset Management Finance Corporation in New York. At AMF, David was responsible for marketing, relationship development and transaction execution. Before AMF, David spent nearly a decade at Goldman, Sachs & Co. and other investment banks focusing on m&a for investment management firms and other financial services

businesses.

David holds a B.A. degree from Purdue University and an M.B.A. from the Darden Graduate School of Business Administration at the University of Virginia.



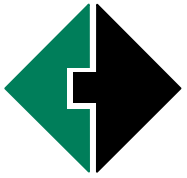
Douglas P. Klassen, Advisory Director

dklassen@cambintl.com

Douglas co-founded Cambridge in 1989, leading the firm's practice in Canada and serving as its Chief Financial and Chief Compliance Officer until his retirement in 2010. He remains a Director and Shareholder.

Before joining Cambridge in 1989, he served with Security Pacific-Burns Fry's Mergers & Acquisitions Advisory Group in New York, and prior to that as Vice President of Financial Services of The Penn Central Corporation until 1987. Previously, Douglas ran a private investment holding company, overseeing investments in the hospitality and oil and gas industries. Douglas started his finance career in 1974 at the Bank of Montreal.

Douglas earned a Bachelor of Arts and Master of Arts degree in Economics from Carleton University in Ottawa and a Master of Business Administration from York University in Toronto. He is a General Securities Principal.



CAMBRIDGE INTERNATIONAL PARTNERS INC.



Contact Us

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