

## 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:

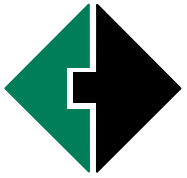
#### ➤ Transactional advice

- 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

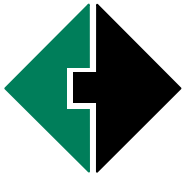
Cambridge International Partners is a New York-based investment banking firm that provides transactional, financial and strategic advice to the investment management and securities industries, as well as related financial services businesses. Representing a broad base of domestic and foreign clients 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

**TALON**  
ASSET MANAGEMENT

The undersigned acted as financial advisor to Talon Asset Management in connection with the sale of its hedge fund and private equity businesses to their management teams

CAMBRIDGE INTERNATIONAL PARTNERS  
July 2011

COVE STREET CAPITAL

has announced its buy-out from

**REED CONNER BIRDWELL**

The undersigned acted as financial advisor to Cove Street Capital, LLC

CAMBRIDGE INTERNATIONAL PARTNERS  
July 2011

**TALON**  
ASSET MANAGEMENT

has announced the sale of its wealth management business to

BNY MELLON

The undersigned acted as financial advisor to Talon Asset Management

CAMBRIDGE INTERNATIONAL PARTNERS  
April 2011

**Amundi**  
ASSET MANAGEMENT

has sold its equity interest in

**EMERGING MARKETS**  
MANAGEMENT

to

**Ashmore**

The undersigned acted as financial advisor to Amundi Asset Management

CAMBRIDGE INTERNATIONAL PARTNERS  
February 2011

WESTWOOD HOLDINGS GROUP, INC.\*

has announced the acquisition of

McCarthy Group Advisors, L.L.C.

The undersigned acted as financial advisor to Westwood Holdings Group, Inc.

CAMBRIDGE INTERNATIONAL PARTNERS  
September 2010

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 COUNSELORS

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

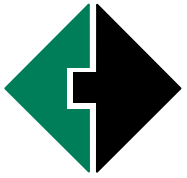
SEMPER TRUST COMPANY

will be acquired by

Susquehanna

The undersigned acted as financial advisor to Stratton Holding Company

CAMBRIDGE INTERNATIONAL PARTNERS  
January 2008



Transactions (continued)

**WEALTHTRUST** WT

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 Aspirant

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

CAMBRIDGE INTERNATIONAL PARTNERS  
November 2007

**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

**RegentAtlantic Capital LLC**

has sold a minority interest to

**Fiduciary Network LLC**  
a subsidiary of

**EMIGRANT SAVINGS BANK**

The undersigned acted as financial advisor to RegentAtlantic 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

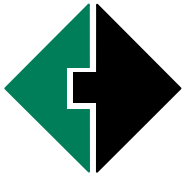
**PACIFIC CAPITAL BANK, N.A.**  
The Network of Preferred Community Banks™

has acquired

**MORTON CAPITAL MANAGEMENT**

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

CAMBRIDGE INTERNATIONAL PARTNERS  
July 2006



Transactions (continued)

  
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



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



has been acquired by



The undersigned acted as financial advisor to Tanager Financial Services Inc.

 CAMBRIDGE INTERNATIONAL PARTNERS  
November 2004



has sold its

Canadian real estate management & leasing division to



The undersigned acted as financial advisor to Sun Life Assurance of Canada

 CAMBRIDGE INTERNATIONAL PARTNERS  
June 2004



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



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



The undersigned acted as financial advisor to Bingham, Osborn, & Scarborough LLC

 CAMBRIDGE INTERNATIONAL PARTNERS  
February 2004




has been acquired by




The undersigned initiated this transaction and acted as financial advisor to Benson Associates, LLC

 CAMBRIDGE INTERNATIONAL PARTNERS  
October 2003




has sold its interest in




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



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



The undersigned acted as financial advisor to Nelson Capital

 CAMBRIDGE INTERNATIONAL PARTNERS  
October 2002

**GLOBALT, Inc.**

has been acquired by



**Synovus Financial Corp.**

The undersigned acted as financial advisor to GLOBALT, Inc.

 CAMBRIDGE INTERNATIONAL PARTNERS  
May 2002



has been acquired by



The undersigned acted as financial advisor to Starbuck, Tisdale & Associates

 CAMBRIDGE INTERNATIONAL PARTNERS  
March 2001



has sold its UK subsidiary


**SLC Asset Management**

to




The undersigned initiated this transaction and acted as financial advisor to Sun Life Financial


 CAMBRIDGE INTERNATIONAL PARTNERS  
October 2001

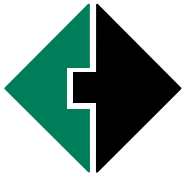


has sold a majority interest to



The undersigned acted as financial advisor to Atlanta Capital Management

 CAMBRIDGE INTERNATIONAL PARTNERS  
October 2001



## Clients

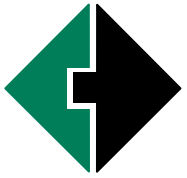
Cambridge International Partners provides exclusive and specialized M&A advice to investment management and securities firms. A representative client list includes:

### 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  
AMUNDI  
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



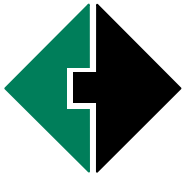
**Clients (continued)**

**UNITED STATES**

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  
TALON ASSET MANAGEMENT  
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

**INTERNATIONAL**

XL CAPITAL



## Principals



### **Paul F.H. Holt, Chairman**

[pholt@cambintl.com](mailto:pholt@cambintl.com)

Paul is the Chairman and Co-Founder of Cambridge.

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.



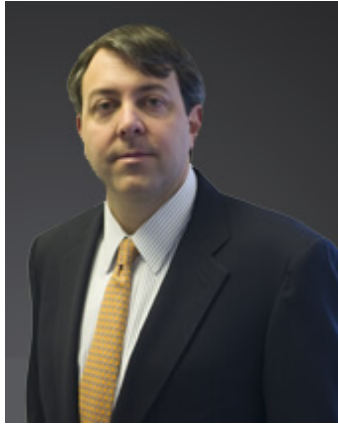
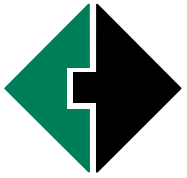
### **John H. Temple, President**

[jtemple@cambintl.com](mailto:jtemple@cambintl.com)

John joined Cambridge as a Partner in 1995 and became President in 2011. John also serves as the firm's 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](mailto: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 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 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.



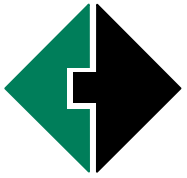
**Richard H. Haywood, Jr., Managing Director**

[rhaywood@cambintl.com](mailto:rhaywood@cambintl.com)

Rick joined Cambridge as a Partner in 2010. He is actively involved in business development and client advisory work.

Rick has nearly 20 years of experience as both a principal and advisor in the financial services industry. Prior to joining Cambridge, he was Executive Vice President of Asset Management Finance in New York. At AMF, Rick had broad management responsibilities including business development and transaction execution. Before AMF, he was a senior investment banker at both Goldman Sachs and Lehman Brothers with a focus on the investment management industry.

Rick holds a BSBA degree from the University of North Carolina at Chapel Hill and a Masters of Management degree, with distinction, from the J.L. Kellogg Graduate School of Management at Northwestern University.



### **Douglas P. Klassen, Advisory Director**

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.



### **Contact Us**

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