



## ***Fenchurch advised Henderson Global Investors on the acquisition of Geneva Capital Management***

Fenchurch Advisory Partners is pleased have advised Henderson Global Investors on the acquisition of Geneva Capital Management. Henderson will pay initial consideration of \$130m plus deferred contingent consideration of up to \$45m and a further growth-related earn-out of up to \$25m.

Based in Milwaukee, Wisconsin, Geneva manages US\$6.3bn in mid- and small-cap US equities as at 31 March 2014. The acquisition enables Henderson to expand its footprint in the US, adding investment capabilities and extending its institutional client reach.

*Andrew Formica, Chief Executive of Henderson, commented:*

*"Fenchurch understood our business objectives and, leveraging their sector expertise, played an important role in supporting Henderson deliver a successful conclusion. We particularly valued their input in developing and negotiating a deal structure which aligns the interests of all stakeholders."*

*Date: June 2014*

*Transaction Value: Up to US\$200 million*

***Fenchurch advised:***

The logo for Henderson Global Investors, featuring the word "Henderson" in a large, dark grey sans-serif font, with "GLOBAL INVESTORS" in a smaller, dark grey sans-serif font below it, flanked by two horizontal grey lines.

***Counterparty:***

