

## Fenchurch enters into strategic partnership with Natixis

12<sup>th</sup> March 2018

Fenchurch Advisory Partners LLP (Fenchurch) has entered into an agreement whereby Natixis, the leading French financial services firm, will make a 51% strategic investment in Fenchurch subject to regulatory approval.

Fenchurch will continue to be managed autonomously by its current partners, maintaining its identity and focus on providing expert and independent corporate finance advice to financial institutions.

This strategic partnership will enable Fenchurch's clients, where appropriate, to benefit from access to enhanced capabilities and Natixis' international platform.

Natixis is developing a global network of affiliated specialist corporate finance advisory firms. It already owns a leading M&A advisory business in France, Natixis Partners, and has majority shareholdings in PJ Solomon, a long-established Wall Street advisory firm, and Natixis Partners Espana, a Madrid-based advisory boutique. Alongside the investment in Fenchurch, Natixis is today announcing strategic investments in Vermilion Partners, a specialist in cross-border transactions in China, and Clipperton, a Paris-based M&A boutique specialising in high-growth technology companies.

Malik Karim, Executive Chairman of Fenchurch, said:

*"Since we started the business in 2004 Fenchurch has grown into a leading M&A adviser to financial institutions. This strategic partnership with Natixis will help us support our increasingly international client base at a time when the need for advice to solve complex problems facing financial institutions is growing.*

*While the partnership extends our capabilities it's otherwise business as usual for us and for our clients. As part of the agreement with Natixis the Fenchurch partners have each made a long term commitment to building the firm as a top corporate adviser to financial institutions, one that melds deep sector expertise and first class execution skills."*

Marc Vincent, member of Natixis' Senior Management Committee, Global Head of Corporate & Investment Banking, added:

*"This strategic partnership with Fenchurch is a key milestone in the development of Natixis. Our unique multi-affiliate M&A advisory model has proved its worth, allowing us to expand our advisory capabilities by combining with firms with very specific areas of expertise. Fenchurch's long term relationships and culture of excellence are complementary to our existing franchise and will strongly enhance our strategic dialogue with our financial institution clients."*

To read the official press release from Natixis, click on the link below:

[https://www.natixis.com/natixis/upload/docs/application/pdf/2018-03/natixis\\_pr\\_ma\\_03122018.pdf](https://www.natixis.com/natixis/upload/docs/application/pdf/2018-03/natixis_pr_ma_03122018.pdf)

Ends

Contacts:

**Fenchurch**

Malik Karim +44 20 7382 2222

**Maitland**

William Clutterbuck +44 20 7379 5151 James Isola +44 20 7379 5151

**About Fenchurch**

Fenchurch is a specialist independent corporate finance advisory firm exclusively focused on providing expert advice to the financial services sector. The Fenchurch team has advised on over 200 completed transactions worth more than £150 billion, involving situations worth billions to tens of millions. Fenchurch has established a leading position in the UK market with deep expertise across the financial services sector including in insurance, asset and wealth management and specialty finance.

Fenchurch has recently advised on a number of significant transactions including:

- Standard Life Aberdeen on the sale of its insurance business to Phoenix Group (2018)
- LV= on the sale of a 49% stake in its GI business to Allianz (2017)
- Axis Capital on its recommended cash offer for Novae Group (2017)
- AGER Bermuda, the holding company of Athene's European operations, on its acquisition of Aegon Ireland (2017)
- RL360 on its acquisition of Friends Provident International from Aviva (2017)
- Standard Life on its recommended all-share merger with Aberdeen Asset Management (2017)
- AXA on the sale of its UK wealth management businesses (2016)
- L&G on the sale of Cofunds to Aegon (2016)
- Investec on the sale of Kensington to Blackstone and TPG (2014)

**About Natixis**

Natixis is the international corporate and investment banking financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 31 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Épargne. It is listed on the Paris stock exchange with a market capitalisation of €22bn.

With more than 17,000 employees, Natixis has a number of areas of expertise that are organised into four main business lines: Corporate & Investment Banking, Asset & Wealth Management, Insurance and Specialized Financial Services.

A global player, Natixis has its own client base of companies, financial institutions and institutional investors, as well as the client base of individuals, professionals and small and medium-size businesses of Groupe BPCE's banking networks.