

novitaspartners

Credentials

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About Novitas Partners

- Provide corporate finance services and strategic advice to financial services, business processing and technology companies
- FSA regulated and a wholly independent company controlled and owned by the partners
- Offer a sector specialist approach, built on experience in the investment banking, asset management, securities servicing and financial technology sectors
- A 'hands on' approach, aiming to build long term relationships with clients who value trust, discretion and absence of conflict
- Objective to utilise our industry knowledge, network and corporate finance experience to maximize value for our clients
- Further details about the business may be found at www.novitaspartners.co.uk

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Recent Transactions



**Advisors to Citi on its acquisition
of Scottish Friendly Group's wrap
administration operation**



**Novitas advise B2 Group on its
sale of B2 RCP to DealHub**



Illustrative Transactions



Advisors to CFSC (Citi) in sale to L&T Infotech



Sold MandateWire to the Financial Times



WORLD GOLD COUNCIL

Acquisition of Bullion Vault for World Gold Council



Sold GTAS, Citi's TA platform to Bravura



Efficient Securities Transactions

Sold OMX Securities Services to TD Waterhouse



Sold Delve to Statpro plc



Independent Risk Monitoring Limited

Advised IRML on its acquisition of MDO Services' interest in Mercuria Independent Risk Solutions SA.



Advisors to Adepa Asset Management on its transaction with Espirito Santo Financial Group



Illustrative Transactions (cont.)



Sold EFS to Societe Generale



Acquisition of EMX for Euroclear SA



Partial Sale of NatWest Stockbrokers to TD Waterhouse



LAWSHARE

Sold Lawshare to OMX



Sold Marketpipe to Ipreo LLC



Sale of OFI (Citi) to Atlantic Fund Administration



Advisors to ValueLink on its sale to Sungard



RowanDartington.

Advisors to the investors on their acquisition of private client stockbroker Rowan Dartington

Illustrative Transactions (cont.)



Sold SLC Asset Mgt to Credit Suisse Asset Mgt



Sold Investment Research of Cambridge to Brown Shipley & Co



Sold Windsor Life's Fund Mgt Contracts to Aberdeen Asset Mgt



Sold Advisory & Brokerage Services Limited to Aegon UK



Sold 86% of Torquil Clark Holdings to Skipton Building Society Group



Advised management of Principal Asset Mgt on their MBO from Guardian Royal Exchange



Sold AB Prodata to Bravura



Raised €37 million from 3i Growth Capital



Principals

John Gilligan

- 5 years executing corporate finance transactions building upon 15 years working in the financial services infrastructure arena
 - Acquisition of EMX on behalf of Euroclear
 - Sale of OMX Securities Services to TD Waterhouse
 - Co-founded City Consultants Limited in 1988 and sold it in 2001 having grown it to 60 people and turnover in excess of £10m
 - Sold 50% of a leading UK stockbroker and outsourced the broker business processing
 - Established an online stockbroker for a retail fund manager
 - Acted as expert to the regulator
 - Established and invested in an execution only retail stockbroker and subsequently sold it to a bank
 - Selected and implemented a wide variety of software products
- Qualifications and Professional Training:
 - MSc (Information Systems) London School of Economics
 - FCA, trained with Deloitte

Nick Parkes

- 5 years in M&A, utilising a network and expertise built over 20 years in senior roles in financial services
- Currently assisting major institutions in security services, asset management and distribution with opportunities being created, and re-structuring precipitated by recent 'Financial Crisis'
- Prior roles in the industry include:
 - Head of European Fund Services for Bank of New York (2001-2005, grew a \$250 million turnover business, with 1600 staff administering over \$260 billion of mutual funds for 145 institutional clients)
 - Head of Asset Management Practice for EMEA at Arthur Andersen (1999 to 2001, was responsible for delivering strategic and performance improvement advice to 8 of Europe's top 30 fund managers)
 - Director of Finance for Lazard Brothers and COO of Lazard's European asset management division (1987 to 1999)
 - CFO (UK), Bank of America (1983-1987)
- Qualifications and Professional Training:
 - B.Sc (Econ.) University College London
 - FCA, trained with Arthur Andersen
 - FSI Securities Institute

Principals

Geoffrey Sanderson

- 25 years experience in the financial information & technology sector leading a range of businesses for Reuters globally & as CEO of Kinetech & Prebon Technology Group, an international inter-bank broking & technology company
- Project managed the launch of Reuters Dealing the global Forex system in 1981
- Launched a series of essential products for the Forex trading market which massively increased Reuters share of the market
- Headed Reuter companies globally & was Managing Director of Reuters Securities Transaction group which was set up to provide information with transaction capability in the world equity & bond markets
- Appointed CEO of Kinetech & Prebon Technology which provided trading systems, data distribution, communications, data sales & STP systems for brokers. Sold company as part of Prebon Yamane.
- Qualifications and Professional Training:
 - BSc Hons Electrical Engineering, University of Bath
 - Chartered Engineer MIEE and FRSA

Dana Gordon-Davis

- An experienced corporate financier with 10 years experience spanning a wide range of capital raising and M&A transactions in the financial services, technology, and leisure sectors (2000-present)
- Launched a 3rd party distribution company specialising in raising assets for single strategy hedge funds (2004 to 2007) raising USD 400m in assets during this time
- Exposure to the US private equity market as a member of the investment committee of Ovation Capital Partners, a specialist technology venture fund (2001-2003)
- 3 years experience as founder and managing director of a technology consultancy and reseller delivering bespoke technology solutions to financial services, telecoms, and media companies (1997-2001)
- Qualifications and Professional Training:
 - Business Science Honours (Information Technology and Commerce), University of Cape Town

Principals

Daniele Concari

- 10 years in the Outsourcing industry for the Financial Services and Telco sectors, having covered senior roles in business development, strategic consulting and delivery
- Currently business development and strategy advisor for financial services, business processing and technology companies interested in identifying and pursuing business ventures in the Italian market
- Prior roles in the industry include:
 - BPO Business Development Director at Xchanging European division (2006-2011, designed and executed Italy market penetration and acquisition strategy, originated and closed strategic BPO deals with Italian financial institutions)
 - BPO Delivery Manager at IBM UK (2002-2005, was responsible for the implementation and off-shoring of business critical technology and operations of UK Telco)
 - Programme Manager at PricewaterhouseCoopers (1997-2002, managed software development and system integration engagements in UK, USA and Europe)
- Qualifications and Professional Training :
 - MSc (Computer Science), University of Milan
 - Certified Engagement Manager with PwC and IBM

Michael Vareika

- Fund industry expert in Luxembourg with over 25 years of experience in credit risk analysis, mergers & acquisitions, clearing & settlement, global custody, fund accounting, transfer agency & securities financing
- As CSSF approved MD of European Fund Services & Clearstream International, Director of Onshore/ Offshore Sales & Marketing at State Street Bank Lux (1995-2002), Morgan Stanley Bank Lux (1992-1995), successfully planned & carried out global business development strategies
- Maintained strong relationships with diversified institutional client base as Regional Manager for JP Morgan (1986-1992) & European Bank for Latin America (1985-1986)
- Qualifications and Professional Training :
 - Executive MBA (Finance) Harvard Business School
 - Financial Analyst & Credit Training
 - LLM (Master in Laws - Cum Laude) Louvain University
 - Admitted to Brussels Bar

Principals

Jenny Prince

- Previously Managing Director and co-founder of Norman Riddell & Associates Limited
- Has a number of highly relevant skills derived from a professional career spanning the previous 27 years at senior management/board level with some leading asset management businesses
- Prior to co-founding Norman Riddell & Associates, Jenny was the Director of Corporate Development and Special Projects at INVESCO Europe Limited where she was also a global partner and the Company Secretary
- At INVESCO, Jenny was also responsible for acquisitions and disposals for the European division and managed several asset management acquisitions totalling over £2 billion of funds under management. Also disposed of the consulting actuaries' division and was responsible for the winding down of a banking subsidiary and running a number of special projects

Norman Riddell

- Previously Chairman of Norman Riddell & Associates Limited, a business he co-founded with Jenny Prince in 1997 to provide consultancy and corporate finance services to the financial sector
- Wide-ranging knowledge of financial sector businesses and issues but with a particular emphasis on the asset management sector derived from more than thirty years experience of holding board and senior management positions within the financial sector including:
 - Executive Director of INVESCO plc (now AMVESCAP plc)
 - Chief Executive of INVESCO Europe Limited
 - Chief Executive of Capital House Investment Management Limited
 - Director of Family Investments
 - Chairman of Independent Risk Monitoring Limited
 - Chairman of Savoy Asset Management plc
 - Director of Life Assurance Holdings Corporation Limited

Principals

Carlo Montagna

- Previously Head of Sales and International Development at European Fund Administration SA Luxembourg.
- Prior roles in the industry include:
 - The Bank of New York Mellon, Managing Director, Asset Services Sales in Luxembourg and South of Europe
 - General Manager of IMI Group. Previous roles at IMI Group include Head of Securities Sales for Institutional Customers, Co-Head of Treasury and Head of Investment Banking Division in Luxembourg
 - Proprietary Trader on Short Term Swaps, Money Market Products and Related Derivatives at Banca Nazionale del Lavoro (now BNP Paribas)
- Has been a member of 11 different Board of Directors, including IMI Bank AG Frankfurt, IMI Global Sicav, Idea Management Company, IMI Real Estate, Crediinvest Sicav, Investcredit Sicav, Goldman Sachs Structured Investments Sicav.
- Qualifications and Professional Training:
 - University of Pavia, Italy, Faculty of Economics
 - ICMB/CIMB Geneva: Swaps valuation, hedging and trading strategies; Practical Yield Curve building

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