

Press Release

3 November, 2003

**MilleniumAssociates strengthens coverage of Spanish Banking  
M&A by a strategic collaboration agreement with Spanish M&A  
boutique Strategic Services, S.L.**

MilleniumAssociates AG, the only Swiss based global M&A advisory firm focused exclusively on the financial services sector strengthens coverage of Spain, one of its target markets. The firm has entered a strategic collaboration with Higinio Bartolomé Pardo, President of Spanish M&A boutique Strategic Services, S.L. who previously held senior positions with Schroders Ventures, Nomura, BSCH Investment Bank, Prudential Insurance Company and Citicorp Investment Bank.

Ray Soudah, founder of MilleniumAssociates said, "I am delighted to work with Higinio Bartolomé Pardo to further explore the opportunities in the Spanish M&A banking sector. His excellent relationship network and in-depth knowledge of the Spanish wealth management and financial industries market together with our international experience and track-record will be a win-win situation for both"

Higino Bartolomé Pardo said, "MilleniumAssociates" has emerged as one of the leading Swiss and global M&A advisers in the wealth and asset management segment and I am very proud that we shall work together on many opportunities that become apparent in Spain, either for foreign investments in Spain or for Spanish investments in other markets."

-- Ends --

## Note to Editors

MilleniumAssociates is the only Swiss based independent M&A global advisory firm specialising in Mergers and Acquisitions and strategy consulting with emphasis on private banking, family offices, asset and fund management and other Wealth Management businesses including life insurance.

MilleniumAssociates' fully dedicated team of specialists are currently involved in numerous active Wealth Management advisory projects with assignments supporting clients with expanding global strategies, as well as those seeking to determine their ideal strategic options including partnerships and alliances. The firm recently stated that it intended to donate at least one percent of annual gross profits to charity.

Previous assignments of MilleniumAssociates include the acquisition of **JO Hambro Investment Management** by Credit Suisse and the transaction between Chicago-based **Frye-Louis Capital Management Inc.** and Credit Suisse Private Banking, as well as the acquisition by Robeco of a majority stake in **Boston Partners Asset Management L.P.** where MilleniumAssociates acted as special adviser to Robeco after having brought the parties together in a private transaction. Further, the firm has advised UBS in its acquisition of **Lloyds Bank S.A.**, the French wealth management business of the British bank Lloyds TSB, and has acted as strategic consultant and advisor to **Compagnie Bancaire Genève (CBG)** which subsequently sold a 67% stake to Société Générale. MilleniumAssociates also advised **Julius Baer Group** on the sale of its institutional pan-European brokerage operations to Lightyear Capital, a U.S. based private equity investment firm. Most recently, MilleniumAssociates acted as adviser to **Banque Cantonale Vaudoise** in the sale of the private banking portfolio of its subsidiary **Banque Galland & Cie SA** to Geneva-based Banque Franck, the Swiss private banking subsidiary of Johnson Financial Group (USA). In October 2003, MilleniumAssociates advised **EFG Private Bank Ltd** on its acquisition of **Platts Fiello Ltd**, a specialized financial planning consultancy focused on ultra HNWI's as part of its growing holistic wealth management offering.

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