

Kleinwort Benson boosts Private Merchant Banking team with new hires

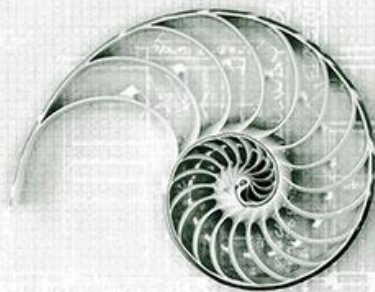
15 September 2016 Kleinwort Benson, one of the UK's leading private banks, has announced that it has boosted its specialist Private Merchant Banking team with the recruitment of two directors and two senior advisers.

The move, which follows the acquisition of Kleinwort Benson by Societe Generale earlier this year, is in response to an increased demand for the team's services from clients of the enlarged group. Kleinwort Benson's Private Merchant Banking team focuses on M&A transactions, capital raising and principal investment in the mid-market in the UK and Europe. The team works with private clients of Kleinwort Benson and SGPB Hambros, the private banking arm of Societe Generale in the UK, private equity funds, family offices and corporates.

Kleinwort Benson's new senior adviser for hotel and leisure is Piers Talalla. Previously co-founder and chief executive of Avington Financial, a specialist advisory firm in the hotel and leisure sector, Piers has also held senior positions as an M&A banker at Citi and Dresdner Kleinwort Benson. Simon Reid, previously at GE Capital and ING Barings, joins the team as senior adviser specialising in real estate transactions. Robert Auerbach, formerly of NM Rothschild and head of M&A at WH Ireland, has joined as a director and head of origination. Gheev Changizi, previously at Lazard and Hannam & Partners, also joins as a director.

Nigel Spray, head of Kleinwort Benson's Private Merchant Banking team, said: "We are working with our colleagues from SGPB Hambros and Societe Generale in this segment of the market which is often under-represented by private banks. Despite the current global economic uncertainty, we have seen increased demand for mid-market M&A activity, particularly within the hotel, leisure, real estate, technology, media and telecommunications sectors." He added that his team will also be creating investment opportunities for high net worth and family office clients of the group.

Since 2011, there have been more than 1,800 transactions in the UK's private mid-market space, with a deal size ranging from £20m to £500m. According to recent figures*, UK mid-sized businesses will contribute £335bn to the economy in the next four years, an 18% rise on its current GDP contribution. The UK's vibrant mid-market is comparable to Germany's Mittelstand.



Eric Barnett, chief executive of Kleinwort Benson and SGPB Hambros, commented: “Societe Generale currently manages private client assets of more than £13bn in the UK and £113bn globally. Many of our clients own or manage businesses and we are able to offer these clients corporate transaction services in the same trusted environment that we offer private wealth services and products. Some of the deals from the Kleinwort Benson private merchant banking team are also interesting investment opportunities for our high net worth clients. It makes sense to expand the team at a time when the merger between SGPB Hambros and Kleinwort Benson is creating an opportunity for this type of service which our clients cannot get elsewhere.”



*Senior Adviser for Hotel
and Leisure,
Piers Talalla*



*Senior Adviser for Real
Estate Transactions,
Simon Reid*



*Director and Head of
Origination,
Robert Auerbach*



*Director,
Gheev Changizi*

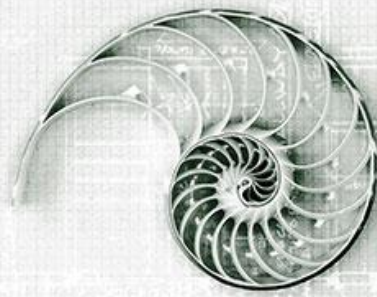
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If you would like more information, or to arrange an interview with Eric Barnett or Nigel Spray, please contact Anita Turland, head of public relations, on 0203 207 7192/ 07769 682373, or email anita.turland@kleinwortbenson.com

Note to Editors:

Kleinwort Benson is a leading private bank with a rich heritage in merchant banking. We have been helping our clients to create, conserve and grow their wealth for over 200 years. This commitment



continues today and Kleinwort Benson has evolved to meet the modern banking needs of clients in the UK and globally from our offices in the UK and Channel Islands.

We are set apart by our ability to combine private wealth management and corporate finance. This gives us the flexibility to meet the complex financial needs of many different types of families and individuals. It has also allowed us to significantly increase our entrepreneur client base. For Kleinwort Benson, the ability to match the right adviser to the client is crucial in building a successful relationship which stands the test of time. We pride ourselves on providing expert advice backed up by a range of financial solutions.

Kleinwort Benson is part of Societe Generale, one of the largest European financial services groups which has more than 145,000 employees in 66 countries worldwide.

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