

*Transforming Businesses in
the European Financial
Services Sector by Way of
a Strong Analytical and
Operational Approach*

AnaCap Promotes Sulger and Cesario to Partner

30 January 2012

AnaCap Financial Partners LLP (“AnaCap”), the specialist European financial services private equity firm, has promoted Justin Sulger and Fabrizio Cesario, Head of Credit Opportunities and Mergers & Acquisitions respectively, to Partner.

Justin joined AnaCap in July 2006, shortly after inception, as part of the Business Services team, before building out the firm’s Risk & Liability Management function and launching AnaCap’s credit investment strategy. Fabrizio joined the firm in May 2010 and has more than 18 years of experience, advising leading European financial institutions and executing M&A transactions on both the buy and sell side.

Joe Giannamore, Co-Managing Partner at AnaCap, comments:

“Justin and Fabrizio have both made demonstrable contributions to the firm since joining, and have earned a warm welcome into the partnership. Under their leadership, credit and M&A have become an increasingly vital component of our overall investment strategy, expanding our reputation and offering focus to the financial services industry providing AnaCap greater bandwidth and access to transactions from an ever growing network that competitors simply do not see or cannot address.”

Justin Sulger, Partner, comments:

“Our strategy is to invest in credit opportunities across Europe, leveraging AnaCap’s strong and established origination network and extensive credit management expertise. We adopt a highly analytical approach towards valuation, due diligence and active asset management, leveraging AnaCap’s best-in-class, in-house capabilities.”

Fabrizio Cesario, Partner, comments:

“Since its foundation in 2005, AnaCap has emerged as a leading investor in the European financial services sector, deploying over €720 million in multiple jurisdictions. Our successful track record as an operationally engaged and long-term supportive investor in complex transactions has allowed us to become a credible counter party for financial institutions and regulators across Europe, providing effective solutions to the significant challenges facing the industry.

It is thanks to this expertise and credibility that we are today able to source a large number of proprietary opportunities, attracting strong management teams wishing to partner with us in growing successful businesses.”

Before joining AnaCap last year, Fabrizio was Managing Director in the Financial Institutions Group at Lazard, having previously held a senior role in the Financial Institutions Group at Lehman Brothers. He began his career at Rothschild Italia.

Prior to joining AnaCap, Justin was a Vice President in Morgan Stanley’s Securitised Products Group in London, focused on debt structuring and principal finance. He began his career in Fixed Income at Goldman Sachs in New York, before relocating to London. Justin has also served as a Managing Director of Lunar Group, a venture capital investor in China.

About AnaCap Financial Partners LLP

AnaCap is Europe’s largest specialist private equity investor in the financial services sector. Based in London and investing across Europe, AnaCap advises funds with more than €1.5 billion under management across two Private Equity and two Credit Opportunities vehicles, as well as co-invest.

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The name AnaCap, an abbreviation of 'Analytical Capital', forms the bedrock upon which our organisation has been built. AnaCap pursues a highly analytical and granular approach towards the valuation and due diligence of potential investments, which is facilitated by the use of proprietary tools to price assets and which leverages our best-in-class, in-house capabilities.

AnaCap's extensive financial services sector track record and expertise, as well as the structuring of our funds between separate private equity and credit pools ensures that we are an attractive partner for a broad variety of financial institutions looking to dispose of non-core platforms or portfolios of assets. Our considerable experience of working with regulators through multiple investments in commercial and retail banks positions us as a favourable counterparty for many sellers.

The success of AnaCap's investment strategy and team has attracted investment from highly regarded global institutional investors including Goldman Sachs, Allianz, Morgan Stanley Alternative Investment Partners, Honeywell, State of New Jersey, Ohio Public Employees Retirement System and Adams Street Partners.

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