



For Immediate Release

Silver Lane Awarded Financial Services “Deal of the Year” Honors

New York, NY, November 14, 2016 — Silver Lane, a premier M&A advisor to the financial services industry, announced that it won financial services “Deal of the Year” among a field of ten finalists at the 15th Annual M&A Advisor Awards on November 9 at the New York Athletic Club. This is the second time in the past three years that Silver Lane’s industry peers have honored the firm’s client efforts as best-in-class in the financial services industry.

This year, Silver Lane was recognized for its role as exclusive financial advisor to Gerstein Fisher, a \$3 billion investment management firm based in New York City, on its sale to People’s Securities, a subsidiary of People’s United Financial (Nasdaq: PBCT). Founded in 1993, Gerstein Fisher has been featured in Barron’s “Top 100 Financial Advisors” list for six consecutive years, and manages a series of 4-and 5-star Morningstar-rated mutual funds. The transaction is expected to bring People’s United Wealth Management’s total assets under administration to nearly \$20 billion.

“As interest rates stay lower for longer, banks increasingly have sought out new sources of fee-based revenues and other noninterest income to reinvigorate profitability,” said Elizabeth Nesvold, Managing Partner of Silver Lane. “Sometimes, the best means for such reinvigoration is to partner externally. The acquisition of Gerstein Fisher by People’s United is a terrific case in point — all parties will benefit from this affiliation.”

Added Jeff Brand, Managing Director of Silver Lane: “Bank CEOs increasingly cite wealth management as a key strategic priority. Relative to core bank offerings, the profitability of wealth management is attractive — with strong underlying fundamentals in large, underserved markets where banks have preexisting customer relationships.” Silver Lane detailed various strategic alternatives for banks interested in wealth management in a recent edition of *Silver Lane Insights*, the firm’s white paper series. A copy of the report is available at <http://bit.ly/1Bitb3k>.

About Silver Lane Advisors

Silver Lane is a premier investment bank that specializes in the financial services industry. From offices in New York, Chicago and San Francisco, the firm advises financial institutions undergoing transformational events, including M&A, capital raises, recapitalizations, and joint ventures. Clients include investment and wealth management firms, insurance companies, commercial and private banks, fintech platforms and securities firms, among others.

Silver Lane offers the sophistication of a bulge-bracket bank with the specialization of a boutique. The firm’s senior bankers average more than 20 years of experience and collectively have completed over 450 investment banking engagements over the course of their careers. Please visit us at www.silverlane.com.

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