

GUERNSEY'S IPES AND US-BASED STANDISH IN STRATEGIC PARTNERSHIP

20 MARCH 2014

Guernsey-headquartered private equity specialist [Ipes](#) has announced a strategic partnership with the US-based boutique fund service provider [Standish](#).

Under the partnership, Ipes and Standish, a provider of fund services to managers of private equity, venture capital, real estate and fund of funds, will work together to share their specialised private equity knowledge, experience and contacts in their respective US and European markets. As a result, both firms and their clients will benefit from enhanced cross-jurisdictional capabilities and access to a transatlantic network. Furthermore, Standish's clients will be able to gain access to Ipes' corporate services and European regulatory expertise.

The new alliance gives US-based fund managers access to experts in European fund structures and new European regulatory requirements, including AIFMD depositaries. Likewise, European managers will gain access to experts in U.S. structures and tax complexities, which is especially important in the current legislative climate as managers are required to comply with FATCA and other tax exchange agreements.

Ipes' Commercial Director Justin Partington said: "We are really excited about this next stage of the Ipes journey as we continue to develop and grow the business. Standish appealed to us as our U.S. partner on the basis of their success. They have grown rapidly through their excellent client relationships and high-quality customised service delivery. We look forward to sharing experiences and developing new relationships with them over the years to come. Now is a particularly good time to establish this partnership as both European and U.S. fund managers cope with AIFMD and FATCA."

Standish Managing Partner Robert Raynard commented: "We're delighted to forge a transatlantic partnership with Ipes. As Standish has grown and our clients' global needs have expanded, we have looked to Europe to find a partner that shares our values and commitment to having the best people, client service and technology. We are looking forward to leveraging the partnership, particularly for our clients that have a European domiciled fund structure and need an AIFMD depositary. Fund managers on both sides of the Atlantic will benefit from the collective knowledge and expertise that our organisations are known for in their respective markets."

WE ARE GUERNSEY is the brand under which Guernsey Finance promotes the island's financial services sector internationally. Guernsey Finance - the promotional agency for the island's finance industry internationally - is a joint industry and Government initiative responsible for the promotion of Guernsey. Under the leadership of Chief Executive Rupert Pleasant, the agency ensures that the core values and competencies of the island's finance sector are accepted and respected by the global community and that financial business development flows are enhanced.

PO Box 655, St Peter Port,
Guernsey, GY1 3PN

+44 (0)1481 720071

INFO@WEAREGUERNSEY.COM