



CONVERGENCE

OPTIMAL PERFORMANCE

On April 7, 2021, Sanne, the global provider of alternative asset and corporate services, announced the acquisition of STRAIT Capital Company Ltd (STRAIT), a leading North American private equity and hedge fund administration business headquartered in Dallas, Texas. The acquisition of STRAIT gives Sanne increased scale, capability and client coverage in North America, the largest and one of the fastest growing markets for alternative asset administration and related services.

Convergence created a “pro-forma” view of the Private Assets and Funds of the combined firm disclosed by SEC and State registered advisors. The newly combined firm has fund administration relationships with 879 private funds with \$186bn in Regulatory Assets. Sanne’s new position in Convergence’s March League Tables improves to #19 in Private Funds and #18 in Private Fund Assets. Competitors should take notice as Sanne grew in key segments, such as Real Estate.

| Funds | | | | | | | Assets(BN) | | | | | |
|--------------------|-------------|------------|--------------|-------------|--------------|-------------|----------------|------------|---------------|-------------|----------------|-------------|
| Private Fund Types | Sanne Funds | Sanne Rank | Strait Funds | Strait Rank | Merged Funds | Merged Rank | Sanne Assets | Sanne Rank | Strait Assets | Strait Rank | Merged Assets | Merged Rank |
| Hedge Funds | 59 | 32 | 31 | 44 | 90 | 26 | \$10.5 | 25 | \$2.9 | 50 | \$13.4 | 24 |
| Private Equity | 523 | 9 | 48 | 44 | 571 | 8 | \$122.0 | 10 | \$8.7 | 39 | \$130.6 | 10 |
| Venture Capital | 27 | 29 | 4 | 49 | 31 | 26 | \$6.2 | 17 | \$0.2 | 87 | \$6.4 | 16 |
| Real Estate | 64 | 33 | 33 | 19 | 97 | 6 | \$8.1 | 12 | \$0.8 | 43 | \$8.8 | 12 |
| Saf | 0 | 0 | 0 | 0 | 0 | 0 | \$0.0 | 0 | \$0.0 | 0 | \$0.0 | 0 |
| Other | 82 | 21 | 8 | 55 | 90 | 21 | \$26.0 | 16 | \$1.1 | 68 | \$27.1 | 16 |
| Liquidity Funds | 0 | 0 | 0 | 0 | 0 | 0 | \$0.0 | 0 | \$0.0 | 0 | \$0.0 | 0 |
| Total Fnuds | 755 | 20 | 124 | 52 | 879 | 19 | \$172.8 | 19 | \$13.6 | 54 | \$186.4 | 18 |

| Hedge Funds | Funds | Rank | Funds | Rank | Funds | Rank | Assets | Rank | Assets | Rank | Assets | Rank |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|---------------|-----------|--------------|-----------|---------------|-----------|
| Multi-Strat | 4 | 38 | 2 | 40 | 6 | 36 | \$0.2 | 70 | \$0.0 | 131 | \$0.2 | 69 |
| Saf | 29 | 5 | 0 | 0 | 29 | 5 | \$6.1 | 5 | \$0.0 | 0 | \$6.1 | 5 |
| Em | 8 | 16 | 0 | 0 | 8 | 16 | \$0.8 | 15 | \$0.0 | 0 | \$0.8 | 15 |
| Debt-Distress | 0 | 0 | 1 | 14 | 1 | 14 | \$0.0 | 0 | \$0.0 | 23 | \$0.0 | 23 |
| Debt-Diverse | 2 | 23 | 1 | 24 | 3 | 22 | \$0.1 | 44 | \$0.5 | 32 | \$0.5 | 30 |
| Re | 2 | 12 | 0 | 0 | 2 | 12 | \$0.3 | 14 | \$0.0 | 0 | \$0.3 | 14 |
| Equity | 5 | 34 | 9 | 30 | 14 | 25 | \$1.7 | 28 | \$1.4 | 33 | \$3.1 | 24 |
| Quant | 0 | 0 | 0 | 0 | 0 | 0 | \$0.0 | 0 | \$0.0 | 0 | \$0.0 | 0 |
| Fof | 4 | 26 | 0 | 0 | 4 | 26 | \$0.2 | 41 | \$0.0 | 0 | \$0.2 | 41 |
| Total Hedge Funds | 59 | 32 | 31 | 44 | 90 | 26 | \$10.5 | 25 | \$2.9 | 50 | \$13.4 | 24 |

STRAIT adds over 50 employees and generated revenues of \$9.4 million for the year ended 31 December 2020. This is the sixth transaction that Sanne has completed in the last 12 months. STRAIT specializes in providing fund administration, financial oversight and regulatory compliance services for private equity funds, hedge funds, family offices, fund of funds, SPVs and other investment vehicles. STRAIT is a strategically important acquisition which will further expand Sanne’s US footprint in the world’s largest alternatives market. The acquisition will also help to establish a central presence in the US, adding to Sanne’s New York and San Diego offices.

The question in the minds of all Fund Administration fans is “who will sell next”? We think we know and are happy to discuss with you who it is why we believe it will happen.