

iM Global targets European deals

Asset management network is in 'in advanced discussions' with four or five potential new boutique partners.

iM Global Partner is looking to complete further boutique acquisitions this year and expand its European footprint following a series of US-focused purchases.

Philippe Couvrecelle, chief executive officer and chairman of the asset management platform, told *Citywire Selector* that the firm is in 'advanced discussions' with several new partners and deals could be completed within the next six months.

'It's not impossible that we will make an investment or two by the end of this year. It's not done yet because the investment isn't done until you sign it,' he said. 'But we have advanced discussion with four to five asset management companies, mainly in Europe and some in the US.'

Couvrecelle said after seven of the company's eight acquisitions being made in the US market, the Paris-based firm was now looking to expand closer to home.

'We really would like to invest more in Europe, and that's why Europe will be a very strong focus for the company in the coming two years. We would like to make at least two to four acquisitions in the European space,' he said.

'We are looking at the main countries in asset management which are the UK, France and Germany. But if we find something in Spain, Italy or Switzerland, we will have a look.'

iM Global has steadily expanded its multi-boutique network over the past seven years and hopes to grow its operations to \$150bn (€142bn) in assets under management by 2030.

Couvrecelle said he would be interested in expanding iM Global's expertise in fixed income, European equities and emerging markets, while looking for partners which match their culture of longer-term, 'high quality' investing.

'We don't want to invest in aggressive managers who have a shorter view in the investment. We don't say that they are not good, but they don't fit with our model,' he said.

'We must have aligned interests and we also have to work on a day-to-day basis with them. The personal fit is really important to us.'