

VALUATIONS FOR INVESTMENT MANAGERS ARE DOWN BY HALF

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Investment manager valuations are down 35-45 percent from peak levels, said **Dan Seivert** of investment bank **ECHELON Partners** at the MFWire Influencers Summit: Redefining Distribution at the Four Seasons in Boston Thursday morning.

Seivert explained that cash flows for most investment management firms have dropped 20-40 percent from peak levels (when the Dow was above 13,000).

Cash flow valuation multiples are down by 20-25 percent on average, he said.

This combination means valuations for many investment managers are down 35-45 percent, Seivert said.

That's not good news for fund firms, but on the bright side, Seivert noted that the industry is "one of the most durable industries."

"It can sustain severe market downturns," Seivert said.

Seivert was on a panel titled Exploiting Today's Market with John Casey of Casey Quirk, Erin Donnelly of Merrill Lynch and Don Phillips of Morningstar.

ABOUT ECHELON PARTNERS

ECHELON Partners (ECHELON) was formed in 2001 to offer investment banking and consulting to a subset of the financial services industry known as "investment product developers and distributors" (IPDADs). Since that time, ECHELON's professionals have helped hundreds of senior executives envision, initiate, and execute a multitude of complex business strategies and transactions. ECHELON's business is making companies more valuable through delivering advice and orchestrating transactions. Accordingly, ECHELON measures its success in the enterprise value it creates for its clients. Companies that strive to outperform their peers choose to work with ECHELON because we are as passionate about their results as they are.

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