

## Sale of our business to SGG Group

15 May 2018

Dear Clients and Friends

2018 marks the 25th anniversary of the founding of our firm. We have been a family-run business since inception.

In order to continue the growth of the business, build further and be able to service the ever-increasing needs of our clients, we felt that the logical next step was to join forces with a like-minded global partner that could provide the required resources and reach.

SGG Group is a well-diversified business that, similar to our own, places a strong focus on service quality and client relationships.

Our partnership with SGG Group will enable us to increase our reach by service line and geography.

We will continue to operate as Iyer Practice for the foreseeable future and all management and front-line staff will remain within the combined business.

Sunil, Sanjay and I are very excited about the future.

Please see below for the Press Release announcing the acquisition of our business by Luxembourg headquartered SGG Group.

Best Regards  
Shanker Iyer



## PRESS RELEASE:

15 May 2018

### SGG Group strengthens its presence in Asia

SGG Group, a leading global investor services firm, providing trust, corporate and fund services, has acquired Iyer Practice, a family-run business, offering a number of advisory and compliance solutions to corporates and private clients in Singapore and Hong Kong.

SGG Group has grown rapidly over the past two years through an ambitious buy-and-build strategy to reinforce its presence in key markets. Following the completion of the acquisition of First Names Group and with the acquisition of Iyer Practice, SGG Group will have over 1,700 professionals globally and 130 professionals working for its Asian business through its offices in Hong Kong, Singapore, Japan and India.

Iyer Practice has a strong management team who will, following the acquisition, maintain leadership roles within SGG Asia. When paired with the existing senior management team of SGG Group and First Names Group, this will uniquely position the firm in the market. Shanker Iyer, the founder and Chairman of Iyer Practice, will become the Executive Chairman for SGG Asia.

Serge Krancencblum, SGG Group's CEO, said,

*"I am very pleased that Iyer Practice will join forces with SGG Group. Through this strategic acquisition, we will establish a strong presence in the attractive Asian markets which have experienced significant growth. We have found in Shanker, Sunil and Sanjay a team which has a strong reputation for quality and deep local market expertise that will allow us to further develop our corporate and private clients offering in Asia and I am delighted that the three of them will remain as an integral part of the business in senior management positions."*

Shanker Iyer, Chairman of Iyer Practice commented,

*"This deal is a significant step for the Iyer Practice business and presents great opportunities for everyone in it and especially our clients. As part of SGG Group we will be able to offer a greater range of services to our clients and leverage our global reach across 23 jurisdictions. We look forward to building on our success to date with SGG Group."*

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## **About SGG Group**

SGG Group is a leading global investor services firm providing a comprehensive range of compliance, administration, asset and advisory services to alternative investment funds, international companies, international families and entrepreneurs.

SGG Group is among the most flexible providers in the sector and our entrepreneurial spirit drives us to find the best solutions for our clients.

We help our clients realise their ambitions as they seek to keep pace with a changing environment. SGG Group attracts and retains the most experienced experts and invests in the industry's leading technology platforms to deliver the highest quality service to our clients.

For more information on SGG Group, please visit: [www.sgggroup.com](http://www.sgggroup.com)

## **About Iyer Practice**

Established by Shanker Iyer, 25 years ago, Iyer Practice is a family-run advisory practice with offices in Singapore and Hong Kong. The firm offers advisory and compliance services to international companies, entrepreneurs and high net worth individuals globally.

For more information on Iyer Practice, please visit: [www.iyerpractice.com](http://www.iyerpractice.com)