



## **One Investment Group forms strategic partnership with Yorkway Partners**

Leading provider of outsourced corporate fiduciary services One Investment Group announced today a strategic partnership with independent investment firm Yorkway Partners which has acquired a 25 per cent stake in the group.

Yorkway founder and former chief executive of AMP, Paul Batchelor, will join the Board of One Investment Group as Chairman.

In welcoming Yorkway as an investor, One Investment Group co-founder and executive director Justin Epstein said the group would benefit greatly from Yorkway's expertise in financial services and successful track record in providing strategic capital to businesses.

"We are currently responsible for more than 200 funds with \$10 billion under management across the infrastructure, real estate, equities, credit and fund of funds sectors" said Mr Epstein. "Yorkway will provide us with additional tools and capacity to accelerate our strategic growth plans and realise the full potential of our business."

"The new partnership will also benefit from Yorkway's ability to provide capital and expertise from internal resources and its network of high net worth individuals, family offices and institutions, as we strengthen our balance sheet and grow our client focused strategies."

Commenting on the strategic partnership, Mr Batchelor said Yorkway was attracted to the quality of One Investment Group's platform and management, which had rapidly developed a quality challenger business in the responsible entity and trustee services market.

"One Investment Group is now the third largest provider of outsourced corporate fiduciary services in Australia with high quality brands in responsible entity and trustee services" Mr Batchelor said. "We are delighted to be partnering with One Investment Group's founders, Frank Tearle and Justin Epstein who will remain significant shareholders in the group and continue to run and grow the business."

The investment is the second strategic partnership by Yorkway in the past 18 months and Yorkway will leverage its experience and investor networks to assist One Investment Group accelerate the growth of its business.

In helping One Investment Group corporatise its business, Yorkway will also provide capital for One Investment Group to pursue organic and non-organic opportunities in the funds management sector.

Mr Batchelor added: "One Investment Group has a meaningful presence in an attractive and growing market and we believe that the skills and investor networks that we have built since our inception in 2010 will help take One Investment Group to its next level of growth."

Mr Epstein said "Whilst we have grown substantially since our establishment, with 56 staff across 3 offices, we recognise that the business is ready for further corporatisation. We are pleased to be able

to have attracted a partner who will not only be to assist with our growth and target of achieving \$20 billion under management within 4 years, but also contribute to the strategic direction of the business.

Following the recent consolidation in the outsourced corporate fiduciary services sector we anticipate the demand for our independent services to increase significantly. With strong support from leading law and accounting firms, we have experienced substantial growth across the business led by both domestic and international managers.

The attractiveness of Australian assets for offshore investors has also led to substantial inflows from our Managed Investment Trust (MIT) clients which include some of the largest insurance companies, REITs, property managers, private equity firms and banks globally.”

### **About One**

One Investment Group is Australia’s largest independent provider of outsourced responsible entity and trustee services and the third largest in the market. One Investment Group does not compete with its clients in managing funds and it is the only corporate trustee business in Australia able to provide a comprehensive suite of services to fund managers, encompassing responsible entity / trustee, custody, fund accounting and registry services. One Investment Group was established by Justin Epstein and Frank Tearle, in 2009, with the vision of becoming the responsible entity / trustee of choice for newly established and boutique fund managers – a partnership that would enable both parties to grow together. Over the last 7 years, One Investment Group established registry, fund accounting and custody businesses and now provides trustee and fund administration services to some of Australia’s largest funds management businesses, Australian government entities and international financial institutions.

### **About Yorkway**

Yorkway Partners is a boutique investment business founded in 2010 by Paul Batchelor and Michelene Hart to provide high quality businesses like One Investment Group, with a combination of experience, strategic support and growth capital to help businesses grow and reach their full potential. With seven professionals, capital is drawn from internal resources and a consortium of high net worth individuals, family offices and institutions. Yorkway Partners investments include iSentia and Icon Cancer Care (in partnership with Quadrant Private Equity), BMT Tax Depreciation, Coverforce and Ansett Aviation Training.

### **Enquiries**

Media	John Hurst Partner, Quay Advisors 0418 708 663	Other	Justin Epstein Executive Director, One Investment Group (02) 8277 0000
-------	--	-------	--