

15 MAR 2024 Jennifer Grybowski

GQG steps into private markets

Firm picks up three US affiliates of Pacific Current Group

Follow:

Business strategy +

Equity +

Fort Lauderdale +

Managers

Mutual Fund +

GQG Partners has officially expanded into private markets thanks to an acquisition, just months after crossing the \$100bn AuM mark.

The \$137.5bn Ft. Lauderdale, Florida-based firm today launched GQG Private Capital Solutions and has entered into an agreement with A\$223.3bn (\$149.2bn) Melbourne, Australia-based Pacific Current Group and certain US affiliates.

The firm first announced its interest in PAC during its 1H investor call in August.

The deal will see GQG acquire minority interests in Avante Capital Partners, Proterra Investment Partners and Cordillera Investment partners for \$71m. The deal is expected to close in Q2.

Several US-based employees, including PAC CEO/CIO Paul Greenwood, will be retained. Greenwood will co-lead the PCS business with GQG's Mike Daley.

The pair previously worked together at PAC's predecessor Northern Lights Capital Group.

Prior to Northern Lights, Greenwood was director of US equity at Russell.

San Francisco-based Avante Capital Partners is a private credit and structured equity investment management firm that provides loans to sponsor-backed lower-middle-market companies in the US and also allocates a small portion of its funds to make equity co-investments alongside its sponsors.

Minneapolis-based Proterra Investment Partners is a private equity firm that offers strategies focused on agriculture, food and metals and mining. It also manages agricultural-oriented private credit strategies.

San Francisco-based Cordillera Investment Partners is a private equity firm with three investment strategies focusing on niche, non-correlated private investments with the objective of delivering diverse and attractive risk-adjusted returns.

PAC previously owned direct-indexing firm Aperio Group before BlackRock acquired it from Golden Gate Capital in 2021.

Here in the US, GQG's roster of six mutual funds worth \$24bn has seen inflows of \$3.9bn over the past year. The firm also subadvises four other US mutual funds for Goldman Sachs, Nationwide, Jackson National and UBS.