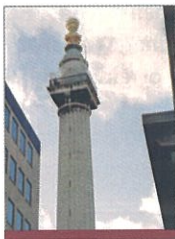


Europe news continued

PEOPLE

LONDON CALLING

After years of advising European clients out of its Boston headquarters, placement agent Monument Group has finally crossed the pond and set up shop in the UK.



The Monument (Group) in London: full European service offering

Eleven years after co-founding the business, John McLaren has moved to England to head up the Monument Group's new London office.

Founded in 1994 by managing directors McLaren and Alicia Cooney, the Boston-headquartered firm is one of the most successful placement agents in private equity, having raised in excess of \$32 billion of LP capital since inception.

In its home market, Monument has worked with an illustrious sample of US GPs including Capital Resource Partners, Cerberus, Lime Rock Partners, Monitor Clipper, Quadrangle Capital Partners, Vestar Capital and Weston Presidio.

In Europe, recent assignments include placements on behalf of London-based real estate investor Patron Capital, which it helped raise the €303 million Patron Capital II fund in 2004, as well as Stockholm-based mid-market buyout firm Altor Equity Partners, which closed on €650 million for its debut fund in 2003.

Now that Monument has a physical presence in the UK, new European fund placement mandates are to be expected.

The mission for the London office is to grow the European franchise. "We're going to offer a full service in London and we're looking forward to working with the investment community here," says MacLaren. "We know Europe well and have raised billions of dollars from European investors."

McLaren says it was important to send a signal to the marketplace "that we are very serious about being a top notch service here". He says the best way to show that desire was to have "a co-founder of the firm move over with his family and do it properly".

In the past, Monument had a joint marketing agreement with European fund placement specialist Helix Associates. The partnership ended earlier this year when Helix was sold to New York-based investment bank Jefferies in May, although as MacLaren points out, the two firms are still working on two shared assignments.

Regardless of how successful the London venture proves to be, there are no immediate plans to launch operations elsewhere. "We've been in business 11 years and it's taken that long to open a London office," says MacLaren. "We'll have to see what happens in the next 11 years." ■

CARLYLE APPOINTS ITALY MD

Global private equity investor The Carlyle Group has appointed Marco De Benedetti as managing director and head of its Italian buyout team, based in Milan. He will also join the investment committee of Carlyle Europe Partners II, a €1.8 billion (\$2.12 billion) fund, and serve as a member of the firm's global telecom and media group. Carlyle's Milan office was launched in March 1999 and is currently staffed with 15 personnel. The firm's most recent Italian deal was the divestment of Tecnoforge, a provider of pipe fittings to the oil and gas industries, in December 2004.



De Benedetti: Italian mandate

POND VENTURES GEARS UP FOR NEW CYCLE

UK venture capital firm Pond Venture Partners has appointed Jamie Urquhart as a venture partner as it gears up for the launch of its Pond III fund. Urquhart is the former chief operating officer of digital technology firm ARM Holdings, which he helped take from a start-up in 1990 to flotation on the LSE and NASDAQ in 1998.