

## **Ladenburg Shifts Focus To HNW Growth**

The Wall Street Letter

By Annie Gasparo

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Ladenburg Thalmann, a retail and institutional brokerage and investment bank, is focusing on expanding its independent financial advisor arm with the acquisition of Triad Advisors last week. The acquisition will give Triad's 380 high-net-worth financial advisors the chance to offer their clients more wealth management solutions and investment opportunities because they will now have access to underwriting, equity research and private equity deals through Ladenburg's investment bank. "These types of offerings aren't typically available to independent advisors," said Mark Mettelman, president and CEO of Triad.

Ladenburg will benefit from the deal by becoming the 25th independent brokerage in the country by revenue, with more than 900 brokers and \$17 billion in assets under management. It decided last year that it wanted to be a leader in that space, and began with the acquisition of Investacorp last October. "We've been strong in the traditional Wall Street businesses like middle-market investment banking, capital markets and M&A, but this gives us the basis to be a leader in the independent brokerage segment of the industry," said Richard Lampen, president and CEO of Ladenburg.

The move will also help Triad to continue growing its high-net-worth brokerage services because Ladenburg will be able to provide more capital so that Triad can invest in expanding its infrastructure, such as technology and human resources. "Our next step was to find a partner who could help us continue growing because the bigger you get, the more and more capital is needed to reinvest in your company and keep up with the growth," Mettelman said. Lampen said that now is a good time for the acquisition, despite the turmoil in the market. "There are opportunities in troubled markets to add talented individuals, when you wouldn't at other times be able to do so," Lampen said.