

## US Bank to Buy OCIO, Consultant PFM Asset Management

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**U.S. Bank** has agreed to buy **PFM Asset Management** in a deal that will see the consultant, outsourced chief investment officer and asset management company operate as a separate entity under **U.S. Bancorp Asset Management**, the firm's announced yesterday.

Together, PFM Asset Management and U.S. Bancorp Asset Management had combined assets under management and administration of more than \$325 billion as of March 31. Terms of the deal, signed on Wednesday, were not disclosed. It is expected to close in the fourth quarter.

PFM's financial advisory business is not part of the acquisition and will continue to operate independently. **Dan Hartman**, who currently leads PFM's financial advisory practice, will lead PFM as its president and CEO after the U.S. Bank deal closes, according to a statement.

PFM's acquisition adds an array of client relationships and product offerings, including local government investment pools, OCIO services and separately managed accounts in both fixed income and multi-asset class strategies to U.S. Bank. The services "complement U.S. Bank's current book of business, says U.S. Bancorp Asset Management head **Eric Thole**.

PFM's "reputation in the public space" will complement U.S. Bank's one-on-one strengths in working with clients, adds Thole.

U.S. Bank Asset Management's institutional investment management client base is primarily corporate, while PFM focuses on the public sector, a U.S. Bank spokeswoman notes. U.S. Bank offers OCIO services through its wealth management division, while PFM's OCIO offering primarily serves public sector clients, she notes.

**Bradley Alford** of OCIO search firm [Alpha Capital Management](#) says he expects to see more OCIO acquisitions "as larger firms want to quickly establish an OCIO presence."

U.S. Bancorp Asset Management, a registered investment advisor, had more than \$160 billion in assets under management as of March 31. It serves institutional clients including corporations, healthcare organizations, higher education, public entities and nonprofits.

PFM has more than 600 employees and managed \$123 billion in assets as of March 31.