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FOR IMMEDIATE RELEASE

## **Boxwood Partners Advises Dorsey Wright & Associates on the Sale to Falfurrias Capital Partners.**

*Boxwood Partners continues track record in the financial services and information industry*

RICHMOND, VA (November 15, 2011) — Boxwood Partners, LLC is pleased to announce the sale of Dorsey Wright & Associates to Falfurrias Capital Partners. Boxwood Partners acted as the exclusive advisor to Dorsey Wright with respect to the transaction and will make a co-investment alongside Falfurrias Capital Partners. Terms were not disclosed.

Based in Richmond, Virginia, Dorsey Wright & Associates (“DWA” or the “Company”) is a globally-recognized provider of investment research and money management products. The Company’s core product and service offerings are web-based subscriptions that provide technical analysis and research on over 7,000 stocks, 14,000 mutual funds, 20,000 international equities, and more than 1,000 ETFs. DWA has established itself as the preeminent provider of comprehensive technical research services with broad portfolio and value-added analysis capabilities. Additionally, the Company offers its own money management products including mutual funds, ETFs, UITs, and separately managed accounts that utilize the investment tools and allocation model data from the Company’s core research analysis and services. With \$1.8 billion of assets under management, DWA’s money management business has significantly outperformed its peers.

Tom Dorsey, the co-founder and President of Dorsey Wright and Associates, said “Our business is experiencing incredible growth as a result of our unique and demonstrated ability to provide best-in-class technical investment research to leading financial services as well as independent money managers, mutual funds, and ETF providers. Once a subscriber begins using DWA’s research products, they typically remain a customer. We are very excited about our partnership with Falfurrias Capital Partners; they are experienced investors in the financial services space and have a proven track record of growing businesses just like ours.”

Tammy Derosier, COO of Dorsey Wright and Associates said, “The Boxwood team has exceeded all expectations from the very beginning of this process, and we relied on them heavily throughout the entire transaction. Boxwood was very professional, process oriented, and easy to work with – they really helped us find the ideal partner for our business.”

Ed McMahan, a Partner from Falfurrias Capital Partners added, "Boxwood was easy to work with, knowledgeable and quick to respond to questions or issues which helped us close the transaction efficiently."

The Dorsey Wright & Associates transaction was led by Boxwood Partners Managing Directors J. Patrick Galleher and Bobby Morris and Associate Connor McMahan.

#### About Falfurrias Capital Partners

Falfurrias Capital Partners, founded by former Bank of America Chairman and CEO Hugh McColl Jr. and former Bank of America Chief Financial Officer Mark D. Oken, is a Charlotte-based private equity investment firm focused on acquiring or investing in a diverse portfolio of middle-market companies operating in the southeastern U.S. By leveraging the extensive strategic and operational experience and business relationships of the firm's principals, Falfurrias Capital Partners is positioned to be a value-added partner for both its portfolio companies and its limited partners. For more information, please visit [www.falfurriascapital.com](http://www.falfurriascapital.com).

#### About Dorsey Wright & Associates

Headquartered in Richmond, Virginia, Dorsey Wright & Associates is a globally-recognized provider of investment research and money management products for numerous broker-dealers and large institutions around the world. Founded in 1987 by Thomas Dorsey and Watson Wright, DWA has established itself as the preeminent provider of technical research with broad portfolio and value-added analysis capabilities. For more information, please visit [www.dorseywright.com](http://www.dorseywright.com).

#### About Boxwood Partners

Boxwood Partners, LLC ([www.boxwoodpartnersllc.com](http://www.boxwoodpartnersllc.com)), together with its affiliate Boxwood Capital Partners, is a merchant banking firm based in Richmond, Virginia. Boxwood Partners combines a unique blend of senior-level transaction advisory, business operating experience, and proven process execution skills to give its clients a distinct advantage in the market. The firm's extensive relationships within the global capital and buyer communities (including U.S. and international private equity groups, corporations, hedge funds, and lenders) and other important transaction-related service providers such as consultants, attorneys, and accountants ensure that the firm's clients receive the attention, service, and results they deserve.

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