

PRESS RELEASE

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GAM and SHK & Co Announce Strategic Alliance to Drive Growth and Enhance Distribution in Greater China

GAM Investments ("GAM", SWX: GAM), an independent investment manager headquartered in Zurich and **Sun Hung Kai & Co. Ltd.** ("SHK & Co", SEHK: 86), a leading Hong Kong-based alternative investment firm, are pleased to announce a new strategic alliance.

This alliance aims to drive growth and enhance client coverage and capabilities across Greater China (Hong Kong, mainland China, Taiwan and Macau). Effective from 1 August 2024, the alliance includes significant new investment in an expanded distribution platform and new strategic alliance serving investors across the region.

This collaboration leverages GAM's near 40-year commitment to the region, Swiss heritage and active investing approach with SHK & Co's deep understanding of the Asian market, strong local presence, and extensive expertise and network. Together, both companies share a vision and entrepreneurial mindset to drive new business growth, private wealth solutions and active investing opportunities for a broad range of clients.

Strategic Alliance

As part of this strategic alliance, Sun Hung Kai Capital Partners Ltd., the licensed subsidiary of SHK & Co will drive the distribution and servicing of GAM's funds across Greater China. To ensure a seamless transition, SHK & Co will utilise GAM's operational processes, systems, and local Hong Kong talent in the business.

This ensures that excellence in relationship management and service is maintained. GAM remains steadfast in its commitment to Greater China, ensuring continued service and support through this alliance with SHK & Co.

Expanded Product Offering

This new alliance will also build on GAM's existing product offering of High Conviction Equity, Specialist Fixed Income, Multi-Asset, Sustainable, and a growing Alternative Investment Solutions capability. These products will be available to wholesale, family offices, and institutional channels. GAM and SHK & Co will also collaborate closely to co-develop innovative, alternative, and portfolio-diversifying product solutions for clients both locally and internationally.

Elmar Zumbuehl, Group CEO at GAM, commented: "We are delighted to partner with SHK & Co, a market leading firm established in 1969 known for its local market presence, alternative investing expertise and wealth management solutions. This alliance reinforces our commitment to the region and enhances our ability to serve our clients with distinctive and award-winning investment solutions."

Tony Edwards, Deputy CEO of SHK & Co, expressed: "We are excited to team up with GAM, a renowned global asset manager with a long-standing history of excellence. This strategic alliance combines our complementary strengths and resources, significantly improving our client service and investment solution capabilities. Together, we are well-positioned to provide exceptional offerings that cater to the evolving needs of our clients in the region. Also, we look forward to deepening and exploring more business collaborations with GAM in the years to come, particularly in alternative investment solutions."

About Sun Hung Kai & Co and Sun Hung Kai Capital Partners

Sun Hung Kai & Co. Limited (SEHK: 86) (“SHK & Co” / the “Company”, together with its subsidiaries, the “Group”) is a leading Hong Kong-based financial institution recognised for its expertise in alternative investments and wealth management. Since 1969, the Company has built a diversified investment portfolio across public markets, credit and alternatives strategies including real estate and private equity, delivering long-term risk-adjusted returns. Leveraging on its deep-rooted Asian heritage, SHK & Co supports and nurtures specialist emerging asset managers in the region, empowering them to excel. SHK & Co also utilises its long-standing investment expertise and resources in providing tailored investment solutions to like-minded partners and ultra-high-net-worth investors through its Family Office Solutions. As at 31 December 2023, the Group held about HK\$41 billion in total assets. For more information, please visit: www.shkco.com / follow SHK & Co on [LinkedIn](#).

Founded in 2020, Sun Hung Kai Capital Partners (“SHKCP”) is the Hong Kong SFC regulated subsidiary of SHK & Co, with Type 1, 4 and 9 licenses. For more information, please visit: www.shkcapital.com / follow SHKCP on [LinkedIn](#).

About GAM

GAM is an independent investment manager that is listed in Switzerland. It is an active, independent global asset manager that delivers distinctive and differentiated investment solutions for its clients across its Investment and Wealth Management Businesses. Its purpose is to protect and enhance its clients’ financial future. It attracts and empowers the brightest minds to provide investment leadership, innovation and a positive impact on society and the environment. Total assets under management were CHF 63.8 billion as of 31 December 2023, with Investment Management at CHF 19.3 billion and Fund Management Services at CHF 44.7 billion. As of 31 January 2024, Fund Management Services were successfully transferred to the Carne Group. GAM has global distribution with offices in 14 countries and is geographically diverse with clients in almost every continent. Headquartered in Zurich, GAM Investments was founded in 1983 and its registered office is at Hardstrasse 201 Zurich, 8037 Switzerland. For more information about GAM Investments, please visit www.gam.com.

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