

Press release

GAM hires team to lead UK discretionary fund management service for independent financial advisers

GAM has appointed Charles Hepworth and James McDaid in the roles of Investment Director and Investment Manager, respectively. They are expected to join GAM in the second quarter of 2012 and will be responsible for developing and managing outsourcing solutions for UK independent financial advisers as part of GAM's discretionary fund management service.

London, 20 February 2012: GAM is to expand its managed portfolios team with the recruitment of two investment specialists fully dedicated to providing actively managed multi-asset class solutions to UK independent financial advisers. These hires are part of the expansion of the company's discretionary fund management (DFM) capability.

Independent financial advisers will be able to provide their clients with access to GAM's strategy selection, asset allocation and manager selection expertise via two offerings managed by Hepworth and McDaid: a range of model portfolios that cover a broad range of risk profiles, and a customised portfolio service providing clients with multi-asset solutions tailored to their specific requirements. These offerings are specifically designed to meet advisers' growing need for investment outsourcing as a result of the Retail Distribution Review (RDR).

Charles Hepworth and James McDaid will both join GAM from Quilter where Hepworth has been responsible for its managed portfolio service (MPS) since 2001. In this role he has overseen the investment management of private client portfolios, working closely with independent financial advisers and significantly growing assets under management. McDaid is a Senior Associate in the MPS business at Quilter and is responsible for the investment management of private client portfolios.

Hepworth will join GAM's DFM investment committee for managed portfolios and report to Graham Wainer, GAM's global head of private clients & portfolio management. McDaid will report to Hepworth and both will be based in GAM's London offices.

Commenting on the appointments, Graham Wainer said: "We are delighted that Charles and James have decided to join us. With their in-depth understanding of the requirements of UK independent financial advisers, they will be invaluable in leveraging GAM's existing strategy selection, asset allocation and manager selection expertise for this growing client segment. By blending their expertise in running model portfolios with GAM's long-standing experience in managing tailored private client assets and providing solutions to institutions and private banks, we believe we will have a highly attractive solution for advisers and their clients."

Biography of Charles Hepworth

Charles Hepworth is currently employed at Quilter where he is an executive director and head of the company's managed portfolio services (MPS). As a member of the investment fund selection committee and asset allocation committee he has direct responsibility for emerging markets analysis and is actively involved in promoting MPS to clients in the independent financial advisory market. He started at Quilter in 1994, having previously worked at Albert E Sharp, a discretionary investment manager, and at S.G. Warburg where he started his career in financial services in 1991. Charles Hepworth is a CFA and a CAIA charterholder and a fellow of the Chartered Institute for Securities and Investment. He is a British citizen.

Biography of James McDaid

James McDaid is currently a Senior Associate in Quilter's MPS, responsible for investment management of private client portfolios and for client relationship management, a role he has held since 2003. He joined Quilter in 2001 as assistant fund manager focusing on the Asia-Pacific and Japanese equity markets. In this role, he was also a member of the strategy committee and the asset allocation committee for international schemes. Previously, he worked at TD Waterhouse Investor Services, a global provider of brokerage and investor services. James McDaid is a CFA charterholder and a member of the Chartered Institute for Securities and Investment. He is a British citizen.

For further information please contact:

Stacey Coglan
Media Relations
Tel. +44 (020) 393 8656
Stacey.coglan@gam.com

Notes to Editors

GAM

Established in 1983, GAM is an independent, active investment manager, delivering investment solutions to institutions, intermediaries, private clients and charities from offices in financial centres around the world. Its GBP 37.5 billion¹ in assets under management spans approximately 60 separate investment strategies across equity, fixed income, absolute return, funds of hedge funds, discretionary portfolio management and tailored investment solutions. Its aim is to deliver strong, long-term returns for clients through some of the world's most talented investment managers. Its focus on performance, risk management, uncompromising investment standards and partnership with clients enables it to achieve that objective.

¹ as at 30 June 2011.