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MEDIA RELEASE

New appointment at GSFM to meet retail demand

Grant Samuel Funds Management has appointed Stephen Higgins to the newly created role of key account manager in the NSW retail sales team. Mr Higgins will be based in Sydney and report to head of retail distribution Stephen Fletcher. His key focus will be on the IFA, private bank and family office channels.

Mr Higgins joins GSFM from Fidante Partners where he was business development manager – Investments.

Prior to this he held business development roles with a range of institutions in Australia and overseas including Bank of Montreal Global Asset Management in Toronto, Colonial First State Investments, Zurich Investments, Perpetual Investments and UBS in London.

GSFM CEO, Damien McIntyre, said growth in demand from the retail market for GSFM's six local and international fund manager partners had led to the creation of this new position.

“Stephen has over sixteen years experience in the financial services industry and is a welcome addition to the GSFM retail distribution team.

“He has strong technical knowledge, a broad understanding of the funds management market, in-depth knowledge of portfolio construction and experience distributing fixed income, equities, alternatives and multi asset funds, all of which make him a good match for the GSFM product line-up.

“With a proven ability to drive sales, achieve organisational objectives, build relationships, and outstanding interpersonal skills, he will be a valuable team member.”

The appointment follows the announcement in September that Man Group had entered into a strategic partnership agreement with GSFM positioning Man Group and GSFM to offer new investment products to retail investors in Australia and New Zealand. As part of the partnership, GSFM is additionally primarily responsible for retail distribution of Man Group's flagship Man AHL Alpha (AUD) fund.

Mr Higgins holds a Bachelor of Business (Management) from University of Western Sydney and a Masters of Applied Finance from Macquarie University

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Grant Samuel Funds Management (GSFM) was established in July 2007 as a subsidiary of the Grant Samuel Group. In November 2016 CI Financial Corp (CI) purchased an 80 per cent stake in the business. CI is a diversified wealth management firm with assets under management of CAD\$117.4 billion (as of 31 January, 2017). GSFM specialises in marketing funds managed by high calibre local and international managers to Australian and New Zealand institutional and Australian retail investors.

GSFM formed an alliance in October 2007 with New York based Epoch Investment Partners, Inc. to distribute Epoch's investment products to Australian and New Zealand clients.

In May 2008, GSFM acquired an equity stake in Tribeca Investment Partners, a successful Australian boutique manager which has been investing clients' funds since 1999.

In May 2011, GSFM formed a relationship with Payden & Rygel, a Los Angeles based independent investment management firm established in 1983, to distribute its global fixed income and absolute return strategies in the Australian and New Zealand market.

In early 2014, GSFM established a relationship with Triple Three Partners Pty Ltd (Triple3) a boutique research and investment management firm based in Sydney. Triple3 specialises in volatility as an asset class.

In May 2017, GSFM acquired an equity stake in Munro Partners, an independent global equity manager with a core focus on growth equities and absolute returns.

In September 2017, GSFM entered into a strategic partnership agreement with Man Group positioning them to offer new investment products to retail investors in Australia and New Zealand. As part of the partnership, GSFM is additionally primarily responsible for retail distribution of Man Group's flagship Man AHL Alpha (AUD) fund.

GSFM currently represents \$6.3 billion funds under management (as at 30 June 2017). For more information about GSFM please visit the website: www.gsfm.com.au