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## MEDIA RELEASE

### **GSFM grows its retail distribution capabilities with promotion and new hire**

GSFM has promoted Steven Taylor to national distribution manager, based in Brisbane. He was previously Queensland State Manager. Mr Taylor has been with GSFM since 2013 and will continue to be responsible for the Queensland intermediary market. He will report to Stephen Fletcher, head of retail distribution.

In addition, GSFM has recruited Simone Newman as a key account manager for Victoria and Tasmania, based in Melbourne. She joins GSFM from Dexus-owned APN Property Group, where she was the head of group marketing and distribution.

GSFM CEO Damien McIntyre says the appointments are a result of strong demand for GSFM's investment strategies.

"Steven has over 25 years' experience in retail distribution, and his understanding of the industry as well as his product knowledge are a fantastic resource for our team. Expanding Steven's role to include national distribution means that his expertise will be fully leveraged, to the benefit of our sales team, our investment manager partners, and our clients."

Mr Taylor joined GSFM in 2013 from Challenger Group, where he was state manager, Queensland. Prior to this, he was with Credit Suisse Asset Management, Skandia and Macquarie Bank, where he started his career in 1996. He holds a Juris Doctor, Law, from the University of Southern Queensland and has an MBA, Management, from Queensland University of Technology. He has also completed the CPA Program in accounting, tax and financial planning at Deakin University.

Ms Newman has 20 years' experience in marketing and distribution in the financial services industry. Her first role was at ANZ in business advisory services and she joined Dexus-owned APN Property Group in 2009. Before being appointed head of group marketing and distribution, she held roles including senior manager, retail distribution and head of marketing and investor services. She holds a Bachelor of Laws (honours) and a Bachelor of Business (accountancy) from the Queensland University of Technology.

"Simone brings to GSFM a wealth of retail distribution experience from her tenure at APN Property Group. She will be an invaluable part of the retail distribution team as we continue to grow our business," Mr McIntyre says.

GSFM head of retail distribution, Stephen Fletcher, says the appointments of Mr Taylor and Ms Newman come at a period of solid growth for the GSFM business.

"The appointments are timely with plans for a number of new investment strategies to be rolled out in coming months, and as demand for GSFM's strategies and funds continues to be strong.

"With their proven track record and strong industry networks - having Steven and Simone in these new roles, will serve GSFM well as we position for the next phase of growth, and will help ensure we can continue to service clients effectively and efficiently," Mr Fletcher says.

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*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 fee-earning assets of CAD\$152.1 billion (as of 31 December 2021). GSFM specialises in marketing funds managed by high calibre local and international managers to Australian and New Zealand institutional and Australian retail investors:*

- *New York based Epoch Investment Partners, Inc.*
- *Tribeca Investment Partners, a successful Australian boutique manager*
- *Payden & Rygel, a Los Angeles based independent investment management firm*
- *Munro Partners, an independent global equity manager*
- *London-based Man Group plc*
- *Toronto and Boston based Cambridge Global Asset Management*
- *Redpoint Investment Management is a boutique equities manager based in Sydney.*

*GSFM represents approximately \$13.2 billion funds under management (as at 31 May 2022). For more information about GSFM please visit the website: [www.gsfm.com.au](http://www.gsfm.com.au)*