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PRESS RELEASE

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Hermes Fund Managers Establishes Sales Presence in Asia

Hermes Fund Managers has expanded its global sales footprint with the appointment of Jakob Nilsson as Director of Business Development for Asia. Previously Hermes' Director of Business Development for the Nordic region, Jakob has relocated to the Singapore office to head sales efforts in Asia.

Prior to joining Hermes in September 2012, Jakob spent 15 years in investment banking working for Citigroup, Goldman Sachs, Lehman Brothers and Bank of America Merrill Lynch. Over the course of his career he has worked with a broad range of asset managers, investors, products and geographies.

Other recent appointments include Johan Stromberg and Antonis Maggoutas.

Johan takes over from Jakob as Director of Business Development for the Nordic region. Prior to joining Hermes, Johan worked for hedge fund Prosperity Capital and has extensive experience asset raising for alternative investment managers. Prior to his career in hedge funds, Johan spent seven years in investment banking working for HSBC, Dresdner Kleinwort Wasserstein, Lehman Brothers and IXIS Corporate, across a wide array of products and European markets.

Antonis Maggoutas joins as Sales Manager covering Germany and Austria. Previously, Antonis worked for Barclays Capital in the Senior Relationship Management team as Assistant Vice President. Both Johan and Antonis report into Paul Voute, Director of Business Development for Europe.

Harriet Steel, Global Head of Business Development at Hermes Fund Managers, said:

"Hermes has had a presence in Singapore for some time and Jakob's appointment is a significant step in placing Hermes firmly at the centre of this dynamically evolving market. As a company, we have seen rapid growth over the last two years, and expanding our sales presence in Asia is a natural progression.

"Since 2011 we have grown third party assets by 200%¹, substantially increasing our institutional and wholesale client base across the globe. Moreover, we are actively winning mandates for a wide range of strategies across equities, fixed income and alternatives. As of year end 2013, 82% of our strategies outperformed their benchmarks since inception², and we are seeing significant interest from pension funds, institutional and wholesale investors. Jakob's appointment is a launch pad for growing Hermes' presence in this region".

-ENDS-

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Notes to Editors:

¹ Source: Hermes.

² Source: Hermes. Strategy performance is net of fees and in base currency. **Past performance is not a reliable guide to future performance.**

Hermes Fund Managers

Hermes is a unique fund manager – we have been an industry leader in Responsible Investing for over thirty years and offer clients the unparalleled combination of:

- Our **Multi-Boutique Structure** gives institutional and pension fund clients globally the benefit of access to a broad range of specialist, high conviction investment teams operating within an established and robust operating platform.
- Our **Investment Office** is a crucial function, acting as a performance risk ‘radar’ for all boutiques’ investment activity and is central to our mission to deliver Sustainable Risk-Adjusted Alpha to all our clients.
- Our commitment to behaving as a **Responsible Asset Manager**, not merely by being a ‘Responsible Investor’ in quoted companies but also by applying these principles across all asset classes and by behaving as a ‘good fiduciary’ on behalf of our clients.

Hermes’ investment solutions include:

- **Bonds:** Inflation-Linked, Government Bonds, Investment Grade, High Yield
- **Alternatives:** Commodities, Hedge Fund Solutions, Real Estate, Private Equity, Infrastructure
- **Equities:** Global, Emerging Markets, Small & Mid Cap, Europe, Japan

Hermes manages assets on behalf of more than 170 clients* across these investment areas with \$42.3 billion* assets under management. Additionally, we support pension funds and other global institutional investors worldwide in meeting their ESG responsibilities through our market leading Hermes Equity Ownership Services, which takes on a stewardship role engaging globally on more than \$206 billion* of assets.

*Please note the total AuM figure includes \$5.7bn of assets managed or under an advisory agreement by Hermes GPE LLP (“HGPE”), a joint venture between Hermes Fund Managers (“HFM”) and GPE Partner Limited. HGPE is an independent entity and not part of the Hermes group. \$0.7bn of total group AuM figure represents HFM mandates under advice. Source: Hermes as at 30 September 2013.