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# Press Release

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## **Hermes builds on strategy to target US market with senior appointment in Consultant Relations**

Hermes Fund Managers Ltd (Hermes) has taken a further step to build up its business in the US institutional market with the appointment of John Feely as Head of U.S. Consultant Relations.

Feely joins from Fortis Investments, where he spent over five years as director of U.S. Consultant Relations. Whilst at Fortis, John was responsible for the execution of Fortis' Consulting Relations Business Plan for the US market. Fortis enjoyed considerable success in gaining recommendations from consulting firms.

Saker Nusseibeh, Hermes' Head of Investments, commented: 'We have identified the US institutional market as a key area to build up our third party business. Strong relationships with the consultants will be central to ensure we succeed in this market and we are delighted that someone with the experience and track record of John Feely will lead this for us.'

Prior to Fortis Investments, Feely was director of Consultant Relations with PanAgora Asset Management, where he was responsible for the formation of the Consultant Relations Team. He also worked in a senior level consultant relations role at State Street Global Advisors (SSgA).

Hermes currently has over \$34bn under management. Initial areas it will focus on for the US market include small cap equities, commodities, fund of hedge funds, emerging markets, private equity, European high alpha and global equities.

John's appointment follows the recent recruitment of a US global equities team, based in Boston, the successful establishment of Hermes BPK, and the acquisition of Sourcecap International, a growth orientated active European equity manager. This recent activity underlies Hermes' long term strategy to strengthen the fund range available to third party investors.

**ENDS**

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**Notes to editors:**

**Hermes**

Hermes is a multi boutique asset manager based in the UK comprising a series of specialist investment partnerships with a truly long-term and responsible approach to delivering investment returns. We offer our clients the best combination of specialist investment teams and products along with a robust operating platform from which to operate.

Hermes offers investment solutions which range from alternative strategies such as Private Equity, Fund of Hedge Funds and Commodities to Real Estate, Fixed Income and specialist equity products including Small Cap, Global Equity, European High Alpha and our engagement Focus Funds. Hermes invests assets on behalf of 184 clients\* across these product areas and has \$34 billion\* under management. Additionally, we help pension funds meet the highest standards of responsible long term ownership through our innovative Equity Ownership Service, which has over \$64 billion\* of assets under stewardship.

Hermes is the principle investment manager for the BT Pension Scheme (BTPS) and BTPS is also the 100% owner of Hermes. This unique relationship gives us a long-term parent whose requirement for investment excellence is perfectly aligned with that of all of our other clients and provides a privileged insight which informs our product development.

\* As at 30 September 2009