



PRESS RELEASE

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HAMISHWILSON SAYS BOUTIQUE MANAGERS ARE HERE TO STAY

HamishWilson & Co, the bespoke pensions advisors, today countered suggestions made that there will be a continued polarisation in the market with big firm managers getting bigger and small firms gradually disappearing.

Wilson said: "Even if there is a shake-up in the market, small managers and, in particular, specialist managers will be here to stay given the need for greater diversification. For schemes today diversification is vital; this could not work within a consolidated asset management structure. However, if diversification is to be achieved, it will also require much improved governance so that strategic asset allocation and manager selection decisions are not mixed. A smaller, niche asset manager is only ever going to 'push' their own asset class."

Wilson added: "There must also be a move towards faster decision making by trustees - this can only lead to an even greater shift towards delegated fiduciary management than we are already seeing. For trustees finding it increasingly difficult to dedicate sufficient time and effort to the complexity of their pensions arrangements, a fiduciary solution offers an answer."

THE END

FOR EDITORS:

About HamishWilson

We are a specialist actuarial and pension consultancy providing fresh perspectives on all pension issues. We deliver advice on all aspects of pensions – not just on the “big issues” of benefit design, funding, investment strategy, transactions and accounting – but also the timely day-to-day care and problem-solving involved in any relationship.

Unlike other consultants, we don't start from the premise that a pre-determined solution is appropriate. We offer thoughts, ideas, concepts, approaches and challenge thinking; embracing your objectives for your schemes. We've seen how clients can be under-served or neglected in bigger consulting firms and are pleased to say our clients choose us because we are an excellent fit to their business. They know we have the commitment and expertise to meet their needs fully to the quality they expect and, crucially, they matter.

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