

## Press release

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### **REDINGTON DOUBLES TEAM IN A YEAR**

#### **MARK HERNE AND DAVID THOMPSON JOIN AS SENIOR CONSULTANTS**

**London, 7 January 2009:** Redington Partners LLP, the independent consultancy firm that advises pension schemes and insurance companies on risk management and investment strategies, is delighted to announce the appointment of Mark Herne and David Thompson as Senior Consultants. Herne and Thompson will devise investment strategies for clients, providing advice on asset and liability management.

Most recently with Lehman Brothers, Herne was co-head of UK Solutions Sales with a particular focus on UK Life Companies, Asset Managers and Pension Funds. Previously, Herne had the same mandate at Deutsche Bank. Before that, Herne filled a variety of roles at CIBC World Markets.

Thompson was previously with Collingham Capital Management (CCM), a fund of hedge funds, where he was a partner in charge of distribution. Prior to CCM, Thompson spent 10 years with ABN AMRO and twelve years with Lehman Brothers.

Commenting on the appointment, Herne said “At a time when many organisations possess risk that is poorly understood or under-rewarded, the need for impartial risk management advice coupled with derivatives, capital markets and transactions expertise could not be greater. Redington Partners is not simply about providing the best possible analysis, but delivering pragmatic, actionable advice. This is a unique and attractive proposition for clients and I’m delighted to be a part of it.”

Commenting on the appointment, Thompson said, “I am excited to be joining such an innovative and enthusiastic team. 2009 will be a challenging year for pension funds and insurance companies and the ALM solutions and cutting edge advice Redington Partners offers will enable us to continue to make a difference to our clients in these difficult times.”

Dawid Konotey-Ahulu, Partner and Co-Founder added, “The addition of Mark Herne and David Thompson allows us to offer our bespoke solutions on a wider scale across a greater range of services. They have both had many years of experience, which in these markets will be very valuable, and we are delighted that they have joined us.”

**END**

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**Notes to editors:**

**About Redington Partners LLP**

Founded in 2006, Redington Partners was established by two investment bankers, Dawid Konotey-Ahulu and Robert Gardner, to offer pension schemes and corporate sponsors clear and independent advice on investment strategy. The firm's aim is straightforward – to help clients implement an investment strategy with the greatest return on the scheme's assets in return for taking the lowest risk. Their approach is to blend investment banking technology with actuarial consulting to help trustees understand the risks they are running with respect to interest rates, inflation, equity, credit, property and longevity (among others). The ultimate aim is to achieve solvency on an economic basis within a significantly reduced timeframe.

Konotey-Ahulu and Gardner spent several years advising on risk management strategies for their clients and, in 2003, devised and implemented the first full LDI risk management transaction by a pension fund, Friends Provident Pension Scheme. Their experience allows them to harness effectively the technology of investment banks and asset managers to provide clients with a wide range of solutions.

First, Redington carries out a state-of-the-art analysis of the risks being run within the pension scheme. Then the firm advises on how best to control and reduce those risks cost-effectively.

Some of Redington's clients approach them having already embarked on the risk management process and re-allocation of assets, but requiring an independent assessment of their current position and the alternatives available to them. Others are just starting the process and require full strategic and analytical advice.

Redington has over £80 billion in assets under consulting.

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