



## **STENHAM APPOINTS NEW BUSINESS DEVELOPMENT MANAGER FOR THE UK**

**October 2007:** Stenham, the award-winning alternative investment wealth management group, has appointed John Long as Institutional Business Development Manager.

Stenham has been growing its institutional client base in the UK working with family offices, private asset managers and advisors as well as institutions both on a direct basis and via consultants.

John Long joins the Institutional Business Development team to further develop the company's long-term growth strategy in these key areas in the UK. Prior to joining Stenham, John worked for Investec Asset Management for six years where he established and developed relationships with institutions including life assurance companies and private wealth managers. More recently he was in charge of Investec's relationships with fund of hedge fund managers in the UK and Europe.

Harry Wulfsohn, Head of Institutional Business Development commented: 'There is a growing awareness in the UK of the role of alternative investments in client portfolios as an important tool to help improve overall diversification and to reduce volatility. I am delighted to welcome John to the team as an important part of our growth strategy for the UK'.

He added, 'Stenham now has strategic focus in the UK, Europe, Latin America and Southern Africa and in all these markets we are committed to our philosophy of wealth preservation and focusing as much on managing risk as delivering returns.'

**-Ends-**

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**NOTES TO EDITORS**

Stenham was founded in 1901 and is an independent wealth and asset management group providing financial solutions and products to high net worth private clients and institutions. Stenham currently has in excess of US\$ 4 billion under management, with over US\$ 2.2 billion under management in its multi-manager hedge fund portfolios and a further € 3 billion in its property investments. It operates from a network of global offices including the UK, the Channel Islands, Switzerland, the Netherlands, South Africa and Israel.

On 2 October 2007, Peregrine Holdings Limited announced that it had signed non-binding heads of agreement to acquire a controlling interest in the Stenham Group. Peregrine is a leading provider of wealth and asset management solutions in South Africa. Assets under management currently exceed SAR40 billion.