

## **Transcript – Chief Executive’s introduction**

"Man Group is a leading alternative investment management business. Indeed, one of the largest in the world. We provide access for our investors to a wide range of investment styles designed to offer performance across market cycles. We design and structure product internally and through partnerships with institutions, many of the world's most famous financial institutions, we have an extensive distribution network in order to access those clients.

"Man Group was founded in 1783 and so we can trace our roots back over 225 years. Over that period we've evolved from a physical commodity business trading in physical commodities through to a financial business trading financial instruments on behalf of institutional and private investors worldwide.

"Over the last 20 years Man has set the pace in alternatives in terms of asset raising and designing product which appeals to investors globally. Today we are listed on the London Stock Exchange and part of the FTSE 100.

"Our products cover the full range of requirements for the institutional and the private investor. Our flagship product AHL offers returns through both bull and bear markets and has over a 20 year track record. We continue to innovate in AHL and most recently established an institute in conjunction with Oxford University, the Oxford Man Institute of Quantitative Finance.

"For our private investors we cater for the needs for those who require liquidity through our open ended liquid products and for those who want longer term capital security through our guaranteed product offering. Increasingly, our investors are seeking transparency in their products and our managed futures manager AHL offers transparency to those who require it.

"Man is a uniquely three dimensional business in terms of the institutional and private investor balance that we have, the geography of our investors and the fact that we offer access to a wide range of underlying investment management styles.

"Our capital, scale and resources give us the flexibility to create product for whatever type of investor in whatever format they want wherever they want it. In my view, that is an absolutely unique expertise.

"The hedge fund industry continues to evolve both in terms of scale and scope, but the fundamental proposition of the hedge fund community remains constant. That is, to provide positive investment returns across market cycles and to diversify investors' portfolios. At Man our strengths in terms of capital, track record and access to underlying managers means that we are better placed than most to achieve this.

"Our history shows that we're constantly learning from markets and listening to the requirements of our investors. Our conservatively structured product has withstood turbulent markets in the past and will continue to do so in the future.

"This is a people business. The strong sense of culture and community here at Man gives me every confidence that we will continue to perform for our investors in the future. "