**CONSULTANT PROFILE FOR AIMSE 2022**

**NAME OF INVESTMENT CONSULTING FIRM:**

*\* Please limit the profile to three pages. We would appreciate you including any organization charts on research and field consultant structure.*

**DIFFERENTIATING FEATURES**

All of Gallagher Fiduciary Advisors takes an active role in research across the firm. Each of our senior leadership team has a seat on our Research Committee, while senior consultants take an active leadership role in managing the research efforts in a given asset class made up of other consultants and analysts. Research is driven from the team leaders in each asset class on directives, areas of interest, and review of managers currently invested across our book of clients. The teams communicate their directive up to the research committee for final approval/implementation across the firm.

The Research Committee is responsible for setting a uniform strategic direction and policy

development consistently across client accounts. The Committee meets regularly to discuss the

capital markets environment, sets Gallagher’s ongoing research agenda and identifies

investment themes and strategies on which Gallagher performs product due diligence. The

Research Committee is responsible for establishing a framework for traditional manager due

diligence as well as approving all “non-traditional” investments before the new investment ideas

are rolled out to the consulting teams and presented to clients. Additionally, the Research

Committee is tasked with developing the firm’s annual capital market assumptions which are

used across Gallagher’s client base for asset allocation modeling. The Committee is also

supported by numerous members of our staff.

In addition to the firm’s Research Committee, Gallagher professionals are organized in

dedicated research areas such as: U.S. Equity, International & Global Equity, Fixed Income,

Real Estate, & Alternatives. Each asset class team is comprised of a cohort of Gallagher

consultants & analysts responsible for conducting manager due diligence and production of

research topics in their areas of expertise.

**MANAGER RESEARCH CONTACTS BY ASSET CLASS**

**Eric Elbell:** Director of Research & Alternatives

**Joe Stevens:** Alternatives & Multi-Asset

**Adam Marks**: U.S. Equities

**Brad Hampton:** International & Global Equities

**Billy Welsh:** Fixed Income

**Kevin Schmid:** Real Assets

**AREAS CLIENT INTEREST / CONCERN**

Hedge Funds, particularly the viability of the asset class going forward. Monitoring performance trends over the next 12-18 months as the current environment would be expected to yield better results than exhibited over the most recent periods.

Fixed Income: Rising rates (no surprise) Managing balance between public & private balance in credit

International: China. Looking at the balance between traditional EM active managers vs. carving out a balance between and active EM ex China mandate with a China only active manager.

**MANAGER SEARCH TRENDS**

Alternatives: Standard private equity and private credit, in various flavors for both (e.g., PE – FoF’s, co-investments; PC – sr direct lending, mezzanine).

**ASSET CLASSES WHERE YOU WOULD LIKE TO SEE MORE PRODUCT AVAILABILITY**

Investment access for private real estate and other private market instruments for smaller clients. Niche small-mid market buyouts in private markets.