Your team of dedicated investment professionals

YOU has an Investment team with extensive knowledge and proven expertise. Spanning three decades, our team has over 160 years' experience within the industry.

This skill and experience is applied to the investment decisions we make on your behalf.

Biographies

Chief Executive – Derrick Dunne Derrick has extensive experience of the financial services sector and is responsible for all aspects of YOU. Prior to joining in 2018, he was Chief Executive of Sanlam FOUR which he founded in 2006. That business had teams managing UK, European, US and Global equity as well as a multi-asset strategy team and a managed portfolio service team with over 500 portfolios.
Derrick began his career at Russell Investments in 1990 working in manager research and performance measurement roles, moving to Stamford Associates in 1994 in a global manager research role and then Mercer (again in an international fund research role) in 1998. He subsequently went on to build the multi-manager business, Attica MM, from 2000 which was acquired by American Express, before founding FOUR Capital Partners which was later acquired by Sanlam.

Derrick possesses an in-depth understanding of the asset management industry having worked with operational and governance structures of both large and small companies, successfully navigating them through financial crises and substantial regulatory changes. He was nominated as a finalist for CEO of the Year in leading industry awards in 2015 and 2016 (Financial News & Professional Pensions Investment Awards). Derrick holds the Investment Management Certificate.

Client Investment Director – Shane Balkham
Shane is responsible for communicating our investment strategy to all stakeholders, as well as overall responsibility for the Investment team. Having joined Friends Provident in 1990, Shane held various roles within the industry before focusing purely on investments.

In 2004, Shane and Andrew Bennett set up Equip Solutions, which was the genesis of YOU and he has been managing our flagship active models since then. Shane is a Chartered Fellow of the Chartered Institute for Securities and Investment and holds the Investment Management Certificate.

Client Relationship Manager – Nick Heath
Nick brings two decades of industry experience with a track record of providing support to financial planners and their businesses. In 2001 Nick joined SG Asset Management as a member of their dealing team, progressing to their Business Development Team where he was responsible for building relationships with Discretionary managers and Financial Planners in the north of England. In 2008 Nick joined Seven Investment Management (7IM) to help set up and manage their UK sales team, and, in 2016 moved across to their Private Client business as Head of Business Development. Having spent 13 successful years at 7IM, Nick joined Capital Asset Management to help them review and successfully re-launch their client proposition.

Fund Manager – Cormac Nevin Cormac began his career in Financial Services in 2012 with an Internship in Partners Capital. Prior to this he read Economics & Investment Analysis at Trinity College Dublin. He then spent a number of years working as an Analyst for SECOR Asset Management, an outsourced investment office for pension funds. At SECOR, Cormac gained experience in qualitative manager research and developed a quantitative skillset surrounding return decomposition and the creation of models. Before joining YOU, he worked in Fintech for over a year.

Fund Manager – Chris Ayton Chris has been involved in global manager research and multi-manager portfolio management since graduating in Economics from University of Southampton in 1994. Most recently Chris managed his own investment consulting firm, advising a $10bn+ Asian university endowment on their European manager selection. Prior to this, Chris spent 12 years leading international manager research for Alternative Investment Group in the US and 12 years at UK institutional investment consultant, Stamford Associates Limited, where he was Head of Investment Manager Research. Chris holds the Investment Management Certificate.

Investment Analyst – Millan Chauhan Millan supports the team in the day-to-day management of the model portfolios and the Multi-Asset Blend Funds. Millan is an Affiliate of Chartered Institute for Securities and Investment and holds the Investment Management Certificate. He holds a MSc in Investment Analysis.

Investment Analyst – Ilaria Massei
Ilaria supports the team in the day-to-day management of YOU Asset Management products. She started her career in financial services in 2018 at BNP Paribas Milan moving then to Moody's Investors Service. She has a master's degree in Finance and International Markets.

Risk & Compliance Director – Steven Poulton Steven manages the compliance function and oversees the business risk mitigation procedures across our group of companies. As a highly qualified specialist, Steven seeks to ensure that all clients are fairly treated and that our risk management and governance procedures are adhered to. Steven also looks after relationships with key stakeholders such as the regulator, PI insurers, regulatory lawyers, and professional bodies. He is a Chartered Member of CISI and holds the Level 6 Diploma in Investment Compliance.

Non-Executive Director – Stephen Watson Stephen's entire 40-year career has been spent in the investment industry. After four years at Samuel Montagu & Co Ltd, he spent seven years at Capel-Cure Myers. This was followed by roles at James Capel Fund Managers, now HSBC Asset Management and 10-years at Gartmore in several roles including Head of the Global Equity Team. Stephen also worked at Liontrust Asset Management as Institutional Marketing Director. He is a member of the IAAC and remains fascinated with investment markets and reads extensively.

Investment Analyst – Ashwin Gurung

Ashwin joined YOU Asset Management in 2022 from Gale and Phillipson, where he worked as an investment analyst, providing fund research and portfolio construction. Prior to this, he began his financial career in 2018 as part of the Gale and Phillipson Investment Operations team. At YOU Asset Management, he supports the team in the day-to-day management of its products. Ashwin holds a bachelor's degree in international finance, as well as the Investment Management Certificate. He is also a CFA charterholder.

Investment Analyst – Dominic Williams

Dominic joined the company in 2022 from Gale and Phillipson, following the merger. He joined Gale and Phillipson in 2013 as an Investment Analyst where he undertook fund research and portfolio construction. He graduated from City University London with a BSc (Hons) in Financial Economics and is a CFA Charterholder. He also holds the Investment Management Certificate.

The Investment & Asset Allocation Committee

YOU is governed by the Investment & Asset Allocation Committee (IAAC). The IAAC's role is to ensure that the investment process is followed for each of our funds and portfolios to ensure we continue to deliver on our clients' long-term investment goals.

Responsibilities of IAAC include:

- Reviewing the asset allocation of the firm's model portfolios and multi-asset blend funds in line with objectives of each individual portfolio/fund.
- Comparing the current asset allocation to the long-term strategic asset allocation and discussing current tactical asset allocation within each portfolio/fund.
- Monitoring all model portfolios' and funds' performance and risk profiles.
- Monitoring underlying model and fund holdings and their weightings within the models and funds.
- Monitoring the execution of the YOU manager research process (coverage & timing).
- Approving proposed changes to manager weightings and the addition or removal of funds from model portfolios and funds.

The Members:

- Derrick Dunne
Chair
- Shane Balkham
Internal Investment member
- Nick Heath
Internal Investment member
- Cormac Nevin
Internal Investment member
- Chris Ayton
Internal Investment member
- Millan Chauhan
Internal Investment member
- Ilaria Massei
Secretary
- Steven Poulton
Risk & Compliance Member
- Stephen Watson
External Investment Member

The IAAC sits monthly and the meeting is structured around a detailed report provided to members in advance.

The report includes open actions, summary notes, market update, asset allocation and positioning, performance/risk tables, asset class review (rotates), funds/models attribution, individual fund performance, proposed fund changes, proposed TAA changes and a compliance report.

The committee has the necessary skills, expertise, experience and resources to be worthy stewards of our clients' capital.

IAAC decisions are made by the Internal Investment Members, subject to agreement from the Chairperson, the External Investment Member(s) and the Compliance Member. There will need to be objective reason for disagreement.