

## NEWS RELEASE

### Janus Henderson strengthens UK Sales Team with new appointment

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6<sup>th</sup> October 2020

Janus Henderson Investors has appointed Kyle Barwell as Associate Director of UK Retail Sales. Kyle will be based in London and report to Sam Mettrick, Head of UK Advisory Sales in the EMEA & LATAM Intermediary Department.

Kyle's role will see him develop long-term commercial relationships within the UK Wholesale market and facilitate the promotion and distribution of JH funds, products and services. The role will primarily involve Kyle providing dedicated face-to-face customer service to clients and he will bring fresh ideas to the department's existing product, distribution and Sales strategies.

In addition to these responsibilities, Kyle will develop and execute a UK retail marketing plan that aims to more effectively understand and reflect the needs of UK clients.

Kyle was most recently a Business Development Manager for Aegon Am. Kyle had previously spent six years as a Business Development Manager at Kames Capital. This position allowed Kyle to gain vital expertise in creating strategic partner relationships, event organisation and effective interaction with potential clients.

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Commenting on the appointment, **Sam Mettrick, Head of UK Advisory Sales in the EMEA & LATAM Intermediary team** said, “As our department continues to evolve and we develop new strategies and sales and marketing approaches, Kyle’s history of development roles will bring a wealth of knowledge and experiences which will make him a welcome addition to our team.”

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### Notes to editors

Janus Henderson Group (JHG) is a leading global active asset manager dedicated to helping investors achieve long-term financial goals through a broad range of investment solutions, including equities, fixed income, quantitative equities, multi-asset and alternative asset class strategies.

At 30 June 2021, Janus Henderson had approximately US\$428 billion in assets under management, more than 2,000 employees, and offices in 25 cities worldwide. Headquartered in London, the company is listed on the New York Stock Exchange (NYSE) and the Australian Securities Exchange (ASX).

Source: Janus Henderson Group plc

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