



## **I. Sandy Nairn**

### **Edinburgh Partners Limited**

12 Charlotte Square  
Edinburgh EH2 4DJ  
Scotland

Tel: 011 44 131 270 3800

Date of Supplement: March 30, 2011

**This Brochure Supplement provides information about Sandy Nairn that supplements the Edinburgh Partners Limited Brochure. You should have received a copy of that Brochure. Please contact Cathy Alsop at [calsop@edpam.com](mailto:calsop@edpam.com) if you did not receive Edinburgh Partner's Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Sandy Nairn is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Sandy Nairn

Year of Birth: 1961

Formal Education after High School: BSc & PhD, Economics

Five Years Business Background: See below.

### **Sandy Nairn, Investment Partner**

Sandy is one of the founders of Edinburgh Partners. Prior to establishing Edinburgh Partners he was Chief Investment Officer of Scottish Widows Investment Partnership (November 2000 to March 2003) and also spent part of his career at Templeton Investment Management, where he was Executive Vice President and the Director of Global Equity Research and spent time at Ft Lauderdale, Florida. Before Templeton he spent four years at Murray Johnstone, moving there from the Scottish Development Agency.

In 2001 he published a book titled "Engines That Move Markets: Technology Investing from Railroads to the Internet and Beyond". He has won multiple performance awards for the management of global equity portfolios and most recently (2002) was shortlisted for European Institutional CIO of the Year for his efforts in transforming the investment process and results at SWIP.

Sandy is responsible for researching the Global Telecommunications sector at Edinburgh Partners.

He holds a BSc and PhD in Economics from the University of Strathclyde/Scottish Business School and is an Associate of the UK Society of Investment Professionals in the UK and holds the CFA qualification.

## **III. Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

## **IV. Other Business Activities**

Sandy Nairn is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Sandy Nairn does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

Sandy Nairn reports to the Board of Directors and the Executive Management Committee, on all investment and research related matters, while all activities falling under regulatory and compliance are supervised by Elizabeth Ballantine, Head of Regulatory and Operational Risk, Tel: 011 44 131 270 3807. The firm has discretionary responsibility for the institutional portfolios we manage on behalf of our clients, normally a portion of clients' overall assets. Edinburgh Partners does not give advice to clients.



## **I. Stephen Anderson**

### **Edinburgh Partners Limited**

12 Charlotte Square  
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**Additional information about Stephen Anderson is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Stephen Anderson

Year of Birth: 1961

Formal Education after High School: BSc, Mathematics (Hons)

Five Years Business Background: See below.

### **Stephen Anderson, Investment Partner**

From 2001 until 2003 Stephen was Head of the Research Analysis Group at Scottish Widows Investment Partnership, Stephen established this team to provide leading edge research infrastructure and support. Before SWIP, Stephen held a variety of senior posts at Murray Johnstone Limited and was appointed to the board in 1993. He has successfully managed money in Japanese, American and UK Equities including periods as Head of US Equities and Head of UK Equities. In particular, Stephen was responsible for all of the firms' largest pension fund clients. He has also spent time as a Director of Risk and Performance tasked with embedding risk assessment and control within the research/portfolio management process. Stephen was at Murray Johnstone from 1984 to 2001.

Stephen is responsible for overseeing the development of Edinburgh Partner's research and portfolio/risk management infrastructure.

Stephen has an Honours degree in Mathematics from Glasgow University.

## **III. Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

## **IV. Other Business Activities**

Stephen Anderson is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Stephen Anderson does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

Stephen Anderson reports to Sandy Nairn, Chief Executive and Investment Partner, on all investment and research related matters, while all activities falling under regulatory and compliance are supervised by Elizabeth Ballantine, Head of Regulatory and Operational Risk, Tel: 011 44 131 270 3807. The firm has discretionary responsibility for the institutional portfolios we manage on behalf of

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## I. Craig Armour

### Edinburgh Partners Limited

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**Additional information about Craig Armour is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Craig Armour

Year of Birth: 1962

Formal Education after High School: LLB (Hons)

Five Years Business Background: See below.

### **Craig Armour, Investment Partner**

Craig joined Edinburgh Partners in July 2009 as an investment consultant becoming a Partner in December 2009. Prior to joining Craig had 9 years experience in private equity. From 2007 to 2009 Craig established and ran the Scottish office of LDC, the private equity arm of Lloyds Banking Group. From 2000 until 2007, Craig was an equity partner in Penta Capital, responsible for originating and managing investments in the leisure and business services sectors.

Before working in private equity, Craig was a corporate financier with merchant bank Noble Grossart. There he was responsible for advising public and private companies in a wide range of areas including IPOs, P2Ps, mergers, acquisitions, disposals, fund raising and other related issues. He is a chartered accountant having trained with Arthur Andersen and has an Honours degree in Law from Edinburgh University.

Craig is responsible for researching companies in the Global Consumer sector.

## **III. Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

## **IV. Other Business Activities**

Craig Armour is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Craig Armour does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

Craig Armour reports to Sandy Nairn, Chief Executive and Investment Partner, on all investment and research related matters, while all activities falling under regulatory and compliance are supervised by Elizabeth Ballantine, Head of Regulatory and Operational Risk, Tel: 011 44 131 270 3807. The firm has discretionary responsibility for the institutional portfolios we manage on behalf of

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## I. Tony Mather

### Edinburgh Partners Limited

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## **II. Educational Background and Business Experience**

Name: Tony Mather

Year of Birth: 1966

Formal Education after High School: BA, Economics

Five Years Business Background: See below.

### **Tony Mather, Investment Partner**

Tony joined Edinburgh Partners in November 2003 from the UK Equity Desk at Scottish Widows Investment Partners. Before SWIP, Tony worked at Edinburgh Fund Managers for six years, where he was responsible for several Income and Growth retail funds covering both large and small cap exposure. Tony has also worked at Warburg Asset Management (Jersey) Ltd, Coopers & Lybrand Deloitte and Guardian Royal Exchange in a number of different positions. Tony's funds were consistently rated by S&P.

Tony is responsible for researching Global Utilities, Media and Tobacco sectors at Edinburgh Partners.

Tony holds a BA in Economics from Heriot Watt University and is an Associate of the UK Society of Investment Professionals (ASIP).

## **III. Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

## **IV. Other Business Activities**

Tony Mather is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Tony Mather does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

Tony Mather reports to Sandy Nairn, Chief Executive and Investment Partner, on all investment and research related matters, while all activities falling under regulatory and compliance are supervised by Elizabeth Ballantine, Head of Regulatory and Operational Risk, Tel: 011 44 131 270 3807. The firm has discretionary responsibility for the institutional portfolios we manage on behalf of our clients, normally a portion of clients' overall assets. Edinburgh Partners does not give advice to clients.



## I. Peter Reid

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**Additional information about Peter Reid is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Peter Reid

Year of Birth: 1963

Formal Education after High School: MA, Economics and Accounts

Five Years Business Background: See below.

### **Peter Reid, Investment Partner**

Prior to joining Edinburgh Partners in September 2010, Peter was Chief Investment Officer (Equities) and Executive Director of Ignis Asset Management (previously called Resolution Asset Management). He has 24 years experience in the Financial Service industry. At Ignis, Peter was responsible for regional and global equity asset classes as well as other functions including Asset Allocation, Real Estate and Centralised Dealing. Peter was appointed CIO of Britannia Asset Management in 1999 remaining actively involved in portfolio strategy and sector research across a range of sectors including Financials and Energy.

Peter entered the Asset Management sector as an equity analyst in 1986 and became Head of UK Equities at Britannia Asset Management in 1993, a position he held for the rest of that decade. Peter graduated from Edinburgh University in 1985 with an MA in Economics and Accounts and is an Associate of the UK Society of Investment Professionals. He has also been an active participant of the Scottish Committee for the CFA Society of the UK for many years.

Peter is responsible for researching the Global Banks sector.

## **III. Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

## **IV. Other Business Activities**

Peter Reid is not actively engaged in any other investment-related business or occupation.

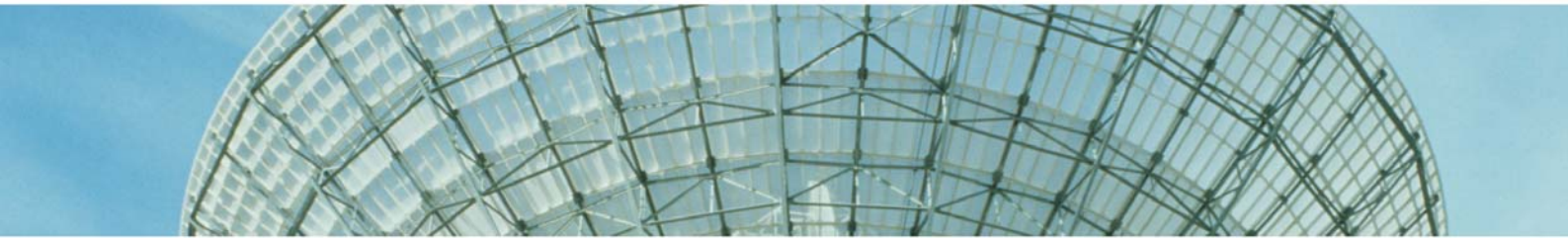
## **V. Additional Compensation**

Peter Reid does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

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## I. George Ritchie

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**Additional information about George Ritchie is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: George Ritchie

Year of Birth: 1963

Formal Education after High School: MA (Hons), Economics

Five Years Business Background: See below.

### **George Ritchie, Investment Partner**

George joined Edinburgh Partners from Franklin Templeton Investments in February 2007.

While at Franklin Templeton, George managed a range of institutional and retail funds, which were consistently rated by both S&P and Morningstar. He was also responsible for research of the Chemicals, Automotive, Commercial Services and Diversified Financial sectors on a global basis, as well as UK, Benelux and Philippine equity markets. Before Franklin Templeton, George spent eleven years at Standard Life, where he was responsible for UK equity research and managed both segregated pension funds and a portion of the main life fund.

George holds an MA (Hons) in Economics from Edinburgh University and is an Associate member of the UK Society of Investment Professionals.

George is responsible for researching the Global Industrials sector.

## **III. Disciplinary Information**

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## **IV. Other Business Activities**

George Ritchie is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

George Ritchie does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

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## **I. Dale Robertson**

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**Additional information about Dale Robertson is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Dale Robertson

Year of Birth: 1970

Formal Education after High School: Bachelor of Commerce

Five Years Business Background: See below.

### **Dale Robertson, Investment Partner**

Dale joined Edinburgh Partners in October 2003 from Scottish Widows Investment Partners, where he managed the SW European Growth OEIC and the SW European Select Growth. Prior to joining SWIP, Dale spent five years at Edinburgh Fund Managers, where he had responsibility for managing a mixture of retail and institutional funds and researched the consumer and media sectors. Dale started his career with Arthur Anderson as a business analyst, gaining his CA qualification while he was there.

Dale has lectured in a variety of Advanced Finance topics at the Institute of Chartered Accountants of Scotland (Company Valuation, Dividend Policy, M&A amongst others). He also has experience of working with entrepreneurs in Scotland, helping them with business forecasting and fund raising.

Dale is responsible for researching the Global Transport sector at Edinburgh Partners and is also lead manager of the European Investment Trust plc.

Dale holds a Bachelor of Commerce with Distinction degree from the University of Edinburgh; is a Chartered Accountant and achieved a Diploma in Investment Analysis from the University of Stirling. He is also an Associate of the UK Society of Investment Professionals.

## **III. Disciplinary Information**

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## **IV. Other Business Activities**

Dale Robertson is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Dale Robertson does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

Dale Robertson reports to Sandy Nairn, Chief Executive and Investment Partner, on all investment and research related matters, while all activities falling under regulatory and compliance are supervised by Elizabeth Ballantine, Head of Regulatory and Operational Risk, Tel: 011 44 131 270 3807. The firm has discretionary responsibility for the institutional portfolios we manage on behalf of our clients, normally a portion of clients' overall assets. Edinburgh Partners does not give advice to clients.



## I. Robin Weir

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**Additional information about Robin Weir is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Robin Weir

Year of Birth: 1966

Formal Education after High School: BA (Hons), History

Five Years Business Background: See below.

### **Robin Weir, Investment Partner**

Robin joined Edinburgh Partners in September 2005 from Scottish Widows Investment Partnership, where he was European Equity Research Manager, responsible for institutional fund investments in continental Europe and for ensuring high standards of research output. Before taking on this role he had been Head of UK Life Funds and a member of the Global Equities team researching the global energy sector. Before SWIP, Robin spent 10 years with Murray Johnstone as an Equity Analyst across a variety of asset classes. He was also a UK Equity Investment Director. He began his investment career with Nomura International in London and Tokyo.

Robin holds a BA (Hons) in History from Queens' College, Cambridge.

Robin is responsible for researching the Global Pharmaceuticals sector.

## **III. Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

## **IV. Other Business Activities**

Robin Weir is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Robin Weir does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

Robin Weir reports to Sandy Nairn, Chief Executive and Investment Partner, on all investment and research related matters, while all activities falling under regulatory and compliance are supervised by Elizabeth Ballantine, Head of Regulatory and Operational Risk, Tel: 011 44 131 270 3807. The firm has discretionary responsibility for the institutional portfolios we manage on behalf of our clients, normally a portion of clients' overall assets. Edinburgh Partners does not give advice to clients.



## I. Graham Wood

### Edinburgh Partners Limited

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**Additional information about Graham Wood is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **II. Educational Background and Business Experience**

Name: Graham Wood

Year of Birth: 1956

Formal Education after High School: Bsc (Hons), Statistics

Five Years Business Background: See below.

### **Graham Wood, Investment Partner**

Graham joined Edinburgh Partners from Scottish Widows Investment Partnership in March 2010.

In 2001, Graham joined Scottish Widows Investment Partnership (SWIP) as Head of International Research. From 2003 – 2009 he was CIO Equities and a Director of SWIP.

Graham began his career at Standard Life spending time in various departments whilst qualifying as an actuary. From 1982 – 1992 he researched UK and Irish equities within the UK Investment team. He was responsible for setting up the UK equity research team, in addition to which he managed a portfolio of Investment Trusts and pension funds. He also became deputy head of UK equities during this period.

After spending two years in the Finance and Actuarial area, he returned to the Investment team as Head of UK equities responsible for some £20bn of assets. His role was subsequently extended to include oversight of the continental European equity team and membership of the asset allocation group. Graham graduated from the University of St Andrews in 1978 with a Bsc (Hons) in Statistics and became a Fellow of the Faculty of Actuaries in 1982.

Graham is responsible for our Portfolio Risk Appraisal and Applied Research functions.

## **III. Disciplinary Information**

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## **IV. Other Business Activities**

Graham Wood is not actively engaged in any other investment-related business or occupation.

## **V. Additional Compensation**

Graham Wood does not receive additional compensation outside of his compensation from Edinburgh Partners Limited.

## **VI. Supervision**

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