

CV for Grahame Goodyer. IMC; MAE; MEWI.

Investment Research –EW Ltd

Investment Consultant and Performance Analyst.

Tel 01425 620001 or 07860 587272 or
e mail at grahameg@ir-ew.co.uk web site www.ir-ew.co.uk



Key personal historic notes

- 35 years in investment related financial services and advice
- 14 years experience as an Expert Witness
- IMC qualified (CFA UK Level 3 Certificate in Investment Management)
- Pension Management Institute Level 3 certificate in Pension Trusteeship
- Writer of Investment related Expert Witness reports for more than 14 years
- Member of CFA UK, the Chartered Insurance Institute, the Pensions Management Institute, the Academy of Experts (Council Member) and the Expert Witness Institute
- Trained to CPR35 standard and attained the Cardiff University Bond Solon (CUBS) Expert Witness certificate
- Evidence given in court on six occasions and eleven mediation sessions
- Co editor/contributor to the Ansbacher Guide to Wealth Management 2007
- Author of a number of published investment performance and risk related articles
- Guest economic commentator on local radio and national trade magazines
- Adviser to FIMBRA, PIA, and FSA on investment performance monitoring issues



Background

Very experienced with a wide and diverse knowledge of financial service and products. I am able to comment on the actions of independent financial and investment advisers, investment managers, appointed representatives and other professionals dealing with client assets such as trustees.

I am able to review and analyse investment areas covering UK and international equities, fixed interest assets including Gilts and corporate bonds, Property funds including unregulated offshore funds, mutual and pension funds covering all asset classes and cash deposits. This analysis includes risk/return performance and suitability, due diligence and detail, including meeting the requirements set down in COB and COBS rules.

Initially my financial services career started as an IFA before moving into Risk/Return performance analysis assisting investment brokers, life, pension and investment institutions. I am a qualified investment manager and have held the IMC for more than 11 years

Having become an independent investment consultant in 2001, I became an Expert Witness in 2003 and have worked on more than 250 claims. I have undergone Expert Witness training and in March 2008 passed the Cardiff University Bond Solon (CUBS) Expert Witness certificate.

Work Experience covering 35 years in the financial services industry.

1) Expert Witness report experience

To date I have worked as an Expert Witness in several areas.

- As an Investment adviser and/or Expert Witness in more than 250 investment related cases over the last 14 years I have prepared reports for court to CPR 35 standard on behalf of claimants and defendants.
- I have made six appearances in court before a judge giving evidence and subject to cross examination plus more than eleven appearances at mediation.
- Cases covered include inappropriate and/or unsuitable investments and/or advice for trusts, mismanaged private portfolios, pension portfolios, endowment and pension mis-selling cases,
- Asset classes have include Cash Deposits, Equities and Bonds plus Geared Traded Endowments Policies (TEPS), investments linked to sub-prime bad debt, unregulated offshore funds, AIG claims, Arch Cru claims, unregulated property funds and partnership claims, Life Settlement claims, offshore and onshore bank failure claims.
- I have assisted with the defence for major investment and high street banks
- I have attended arbitration and mediation meetings between claimant and defendant
- I have prepared FOS cases for claimants and in defence of IFA's whose advice has been challenged
- I have acted as a Single Joint Expert in an increasing number of cases
- Reports have been produced for clients in mainland UK, Ireland, the Channel Islands and Isle of Man.

2) Employment history.

January 2001 to present. Self employed, acting as a Financial Services Industry consultant and Expert witness report writer. Initially working as part of The Investment Research Partnership and now trading as Investment Research Expert Witness Ltd.

Consultancy work undertaken - Major Projects.

- 1) Norwich Union Life. Review of marketing processes in 7 different marketing teams including compliance. April – May 2008.
- 2) Skandia Global Funds. International Web Site Development Director. October 2001 to April 2004.
Geographical areas covered - UK, USA, Ireland and Scandinavia
 - Designed, specified and managed the content and development of a new web site for the international Fund's division of the Skandia Group known as Skandia Global Funds.
 - This was a global project covering major markets around the world
 - Content focused on investment returns, risk and quantitative analysis
 - The site was focussed on information requirements for institutional and retail customers
 - The site was customised to the marketing needs of each location including compliance, language and currency
 - Project now complete.
- 3) Standard and Poors. Specialised report writing for corporate clients of S&P, January 2001 to 2006.
Geographical areas covered - Global.
 - Preparing and maintaining reports required by clients of S&P with specific needs and objectives.
 - Clients range from university academics to large corporate investment companies and banks globally.
 - Advising and assisting clients on the report objectives they had, including marketing, research and academia.

January 2001 to October 2005. Fenchurch Corporate Services Limited trading as Fenchurch Data.

Geographical areas covered – Global.

Position - Managing Director.

The company provided investment performance analysis data and opinion for Expert Witness reports and provided Investment Performance reports for Trust Companies and other financial institutions.

Main business areas for Fenchurch Corporate Services Limited trading as Fenchurch Data

- 1) Expert Witness reports - as detailed above.
- 2) Investment monitoring reports for Trusts, Pension schemes and Private Portfolios
 - Production of quarterly investment review reports for, and consultancy to Trust companies and Legal firms (including running CPD sessions relevant to Trust administrator needs).
 - The reports were designed to meet the requirements of the UK Trustees Act of 2000, the Jersey Financial Services Commission Codes of Practice 1998, The Guernsey Financial Services Commission Codes of Practice 2001 and others.
- 3) New Product development and market research with recent emphasis on SIPPs (Self Invested personal pension schemes).

January 1988 to November 2000 Standard & Poors Fund Services (formally Micropal)

Geographical areas covered - UK, Channel Islands, IOM, Malta, Cyprus, Gibraltar, Middle East, Israel and Scandinavia.

Last position held

Associate Director, Standard and Poors Fund Services heading a Sales and Key Account management team of eight.

- Developed and maintained key relationships with corporate clients at the highest level including PIA/FSA.
- Developed Risk/Return portfolio models and systems using quantitative analysis.
- Using STYLE, RISK and PERFORMANCE analysis to assess competitor and peer group comparisons.
- Building RISK RETURN Determined Investment Portfolios
- Adviser to the New Product Development Group within Standard and Poors Fund Services on all database, analytical and quantitative systems currently in use and/or under development.
- Adviser to industry legislators (FIMBRA/PIA), particularly on Broker funds SP2 legislation.

1985–1987 Burton Group Financial Services (Incorporating Debenhams Estate Agency and Multi-quote Limited)

UK Sales Manager (Debenhams Estate agency and Multi-quote Limited)

- Managed 40 staff in 10 branches from Bristol to Cheltenham marketing financial services products.
- Implemented product and sales training courses for all staff to market Life, Pension and Investment products.
- Set up and managed Multi-Quote Limited - a tri-partite company jointly owned by Burton Group, Commercial Union Insurance and Fame Computers to market online insurance and endowment products.

1982–1985 Southern Insurance Services, Highcliffe, Dorset. Life Assurance, Pension and Investment Broker

- Set up Life and Investment department within established General Insurance Brokerage.
- Advised on Life, Pension and Investment products.

References can be provided.

I can provide details of lawyers and other industry professionals who have retained my services in the past (or who currently continue to engage my services) and would be willing to supply written or verbal references if required.

Dated 6 September 2017.

A selection from the current and past client list for Mr. Grahame Goodyer,
Investment Consultant and Performance Analyst

Financial Services Companies

Gartmore Investment Management
The Childrens Mutual Society
Scottish Investment Trust
ING Barings, UK
Hoares Bank, UK
Liverpool Victoria Financial Services Group
Buchanans PLC
Taxbriefs
The UK Financial Services Authority (FSA)
Societe General Asset Management, UK
Cass Business School

Golden Charter
University of Cork, Ireland
Fidelity International
BW Deloitte
KPMG
Association of British Insurers (ABI)
Skandia Global Funds, Ireland
Glasgow Investment Management
Morgan Stanley & Co, UK
AVIVA - Norwich Union
Dignity

Legal companies

Addleshaw Goddard
Appleby Global
Ashurst
Barlow Lyde and Gilbert
Barlow Robbins
Beale & Co
Berrymans Lace Mawer
Bevirs
Blakeley Legal (Jersey)
Bond Dickinson
Brabners
Brodies (Scotland)
Bolt Burdon Kemp
Carey Olsen (Guernsey)
Carlson and Co.
Clyde & Co.
Collas Day (Guernsey)
Crill Canavan (Jersey)
Cripps Harries Hall
DAC Beachcroft
Daniel Spring
Debenhams Ottaway
DLA Piper London
Dundas and Wilson
DWF
Elborne Mitchell
Excelsior
Fenchurch Law
Gaby Hardwicke
Gateley
Gelling Johnson Farrant (IOM)
George Ide
Giles Wilson
Goodbody
Greenwoods
Harcus Sinclair
Herbert Smith
Hewitsons
Hill Dickinson
HRO Grant Dawe

Irwin Mitchell
Kuit Steinart Levy
Levenes
Morton Fraser
Mills and Reeve
Mishcon de Reya
Nabarro
Ogiers (Jersey)
P J Farrell (Ireland)
Pannone
Peters and Peters
Pinsent Masons
Preston Redman
Quantum Claims (Scotland)
Quastel Midgen
Serle Court
SGH Martineau
Sinels (Jersey)
Taylor Wessing
Thomas Snell and Passmore
Thrings
Travers Smith
Turner Parkinson
Voisin (Jersey)
Ward Hadaway
Weightmans
Wilsons
Withers
Wixted and Co

Trust companies

Atlas Trust Company
Fairbairn Trust Company
Guernsey Trust Company
Key Trust Company
Professional Trust Company
Rathbones Trust Company
Seymour Trust Company
Volaw Trust Company
Whitmill Trust Company