

PRESS RELEASE

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Copia Capital expands sales team as demand for Custom portfolio service continues to grow

Discretionary Fund Manager Copia Capital Management [Copia], continues to see strong growth in its premium portfolio service, with the number of clients using MPS Custom increasing by 64% since the start of 2022.

To meet the increasing demand for bespoke and ready-to-go portfolios, Copia has expanded its sales team with the appointment of Matthew Jones to the newly created role of Sales Manager for Wales and the South West. Matthew has more than twenty years' experience in platform and asset management and will be well known to financial advisers from previous roles at Legal and General, Scottish Life and most recently Quilter, where he has spent the last 18 years developing relationships with IFAs. The firm has also moved to a larger office near Temple in central London to accommodate the expanding team.

Robert Vaudry, Managing Director of Copia, comments: "The volatile market conditions we've seen over the last year, along with the increasing regulation, administration and business risk associated with managing portfolios in-house has persuaded more firms to review their investment management provision. Yet some advisers are concerned that an off-the-shelf investment solution will not be as effective in meeting the needs of their clients.

"Our Custom service is enjoying significant demand because it provides the best of both worlds. Firms using the service can reduce their risk and administration burden, and at the same time offer clients truly bespoke model portfolios that are designed and managed to suit their individual goals by an expert, well-resourced investment team."

Matthew reports to Tony Hicks who is Head of Sales and also covers the City of London and the South East. The Copia sales team also includes Craig Berry, who covers the North of England, Northern Ireland and Scotland, Simon Eakin who works with firms in the home counties and West London, and Greg Mayho who is responsible for the Midlands and East Anglia.

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NOTES FOR EDITORS

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About Copia

Copia is the investment solutions division of Novia Financial plc, a UK platform provider with group platform assets in excess of £11.8bn under administration. Novia was launched in 2008 and Copia was launched in 2013.

For more information, see www.copia-capital.co.uk Follow us on Twitter [@copia_capital](https://twitter.com/copia_capital)