

## **Brandes Investment Partners Bolsters Institutional Distribution Team with Three Strategic Hires**

April 15, 2026 - San Diego, CA - Brandes Investment Partners, a boutique investment management firm with \$46.4B in client assets, today announced the addition of three experienced professionals to its institutional distribution team. Daniel Mottram, Nicole Nesbitt, and Will Tsui join Brandes to support a period of renewed interest and support for value investing within the institutional space. Over the last few years, Brandes has experienced tremendous growth in new clients and total assets, fueled by demand for value-style investment offerings.

Mr. Mottram serves as Director, Institutional Group at Brandes. He began his career as a portfolio specialist in alternatives and multi-asset, before moving to institutional sales and consultant relations at J O Hambro Capital Management. Having partnered with institutional allocators, consultants and key decision-makers, Mr. Mottram has a track record of building trusted relationships, thoughtfully positioning investment capabilities and supporting long-term client growth.

Ms. Nesbitt joins Brandes as Director, Institutional Group. She most recently served as Global Head of Institutional Client Service at Brown Advisory. Ms. Nesbitt brings deep expertise in building scalable, client-centric relationship management models and helping drive retention, growth and cross-selling.

Mr. Tsui assumes the role of Director, Institutional Group. He joins Brandes from First Eagle, where he held a similar role, with previous experience at Causeway Capital and as a research analyst at Aon. Mr. Tsui is a seasoned Consultant Relations professional with experience partnering with investment consultants to align firm capabilities to client needs, and drive long-term growth through disciplined coverage, strong relationships and clear, credible communication.

“We’re excited to have Daniel, Nicole, and Will on board to broaden our diverse skillset across manager research, consultant relations, sales and client relationship management,” said Dylan Turner, CFA, Managing Director of Portfolio Management and Client Services at Brandes. “As demand for value grows, we’re confident this group will support our ongoing commitment to best-in-class client and consultant service.”

The new team members will report to Mr. Turner and are positioned across the U.S.; Mr. Mottram is based in Boston, Ms. Nesbitt in San Diego, and Mr. Tsui in Los Angeles.

## **About Brandes Investment Partners**

Brandes is an independent boutique investment advisory firm, managing global equity and fixed-income assets for clients worldwide. Since the firm's inception in 1974, Brandes has consistently applied the value investing approach pioneered by Benjamin Graham to security selection and was among the first investment firms to invest globally using a value approach. The independently owned firm manages a variety of active investment strategies and applies its investment philosophy consistently in all market conditions. Headquartered in San Diego, Brandes and its related entities currently have offices in Milwaukee, Toronto, Dublin, and Singapore.

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