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Waystone Further Strengthens European ETF Business

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Waystone, a leading provider of specialist services to financial institutions, today announced two senior appointments to its European ETF business, as it continues to expand its platform amid growing demand from asset managers launching and scaling ETFs across Europe.

Philippe Roset, CFA, has joined Waystone as Director of European ETF Sales, while Rob Gallagher has joined as Senior ETF Product Manager, adding significant distribution and product expertise to the firm's growing ETF business.

Philippe is based in Amsterdam and brings deep ETF distribution expertise, having been active in the industry since 2008. He joins Waystone from State Street SPDR ETFs, where he served as Head of Northern Europe, leading the firm's distribution strategy and asset-raising efforts across the region. Prior to that, he held distribution and capital markets roles at ETF Securities and BlackRock-iShares, with a proven track record of building distribution networks and growing ETF assets across Europe. At Waystone, Philippe will champion the growth of clients' ETF products, driving asset-raising initiatives and forging strong relationships with financial intermediaries, asset owners and asset managers across Europe.

Rob is based in Dublin and joins Waystone from Northern Trust Asset Management, where he spent six years as ETF Product Manager. He previously worked in investment development at Bank of Ireland, and earlier held ETF Portfolio Manager roles at ETF Securities in London and Sydney. With over 16 years' experience across the ETF and asset management industry, Rob has extensive experience across the full ETF product lifecycle.

The appointments build on very strong momentum across Waystone's ETF business in 2026, including recent launches with Pictet Asset Management, Muzinich & Co. and Calamos Investments. The mandates reflect growing demand from international asset managers for the infrastructure and expertise to launch and scale ETF strategies across new markets.

> Paul Heffernan, Global Head of Waystone ETFs, comments: "Our ETF business is accelerating as asset managers increasingly look to Europe as an important market for growth. Our focus is on giving managers the infrastructure and expertise they need to bring their strategies to market efficiently and build scale. Philippe and Rob bring deep distribution and product experience that strengthens our offering as we enter the next phase of growth and bring new exciting solutions to market."

> Philippe Roset, Director of European ETF Sales at Waystone, comments: "I am delighted to join Waystone at such an exciting time for its ETF business. European ETF distribution is at an inflection point, and Waystone's white-label model puts it in a strong position to capture that growth. I look forward to working with the team to strengthen Waystone's ETF offering and support the business as it grows its client base."

> Rob Gallagher, Senior ETF Product Manager at Waystone, comments: “The pace of product development across the European ETF market continues to accelerate, with managers bringing an increasingly diverse range of strategies into the ETF structure. I am excited to bring my product experience to Waystone and work with clients to turn those ideas into scalable products that can reach investors across Europe.”

For More Information

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About Waystone

Waystone is a leading asset-servicing solutions provider of institutional governance, administration, risk and compliance services to financial institutions. With over 25 years’ experience and a comprehensive range of specialist services to its name, Waystone helps our clients structure, operate and grow through our expertise, innovation and digitisation, backed by the operational scale to support global expansion.

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