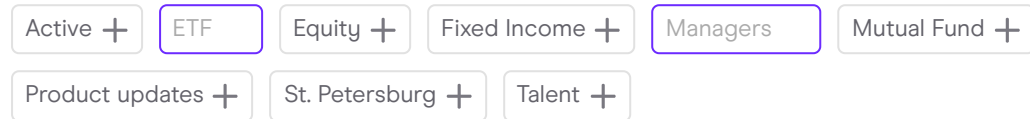


27 JUN 2024 Jennifer Grybowski

## Carillon Tower nabs NYSE pro for ETF dive

Mo Sparks to RayJay affiliate next month

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Raymond James Investment Management, formerly known as Carillon Tower Advisors before it rebranded in 2022, has tapped a New York Stock Exchange ETF pro to lead its dive into the wrapper.

The \$16bn St. Petersburg, Florida-based firm is slated to bring the NYSE director of exchange traded products Mo Sparks on board sometime in late July, With Intelligence has learned; Sparks will depart the NYSE at the end of this week.

Carillon joins rivals Jensen, MFS and Allspring as classic mutual fund shops looking to move into the new wrapper.

At the NYSE, Sparks leads strategic initiatives for managers looking to develop ETFs.

Prior, he spent nearly a decade at Vanguard in several different roles, including most recently as head of product technology and analytics, where he was responsible for designing and leading initiatives focused on enhancing product dev, launch and monitoring processes globally.

He had also served as head of product management shared services and as an ETF product analyst.

The all active, US equity-heavy Carillon works with its boutique affiliates as subadvisers on each of its funds.

# Carillon's existing mutual funds, by asset class and subadviser (\$m)

*Source: Morningstar Direct, and of May*

The firm's existing \$16bn roster of 15 mutual funds has seen collective outflows of \$2.1bn in the past year, primarily thanks to the \$3.1bn Carillon Scout Mid Cap Fund (UMBMX) seeing \$1.1bn out the door.

Only the three funds subadvised by Scout Investments saw inflows over the past year, together bringing in just \$300m