

M&G expands institutional distribution team in Asia Pacific with key hire

- *Lesley Lo appointed Head of Institutional Distribution, Asia Pacific*

SINGAPORE / HONG KONG, 6 May 2024 – M&G Investments (M&G) announces the appointment of Lesley Lo as Head of Institutional Distribution for Asia Pacific. M&G continues to expand its institutional footprint in Asia and Europe as part of its strategy to provide investors with greater access to the firm’s broad range of investment capabilities across public and private markets.

Lesley will spearhead the development and expansion of institutional relationships across Asia Pacific, including Greater China, Southeast Asia and Australia. Her focus is to collaborate with official institutions, pension funds, insurance companies, family offices and corporate reserves. Based in Hong Kong, Lesley will report to Amy Cho, Head of Asia Pacific, M&G Investments.

Lesley brings a wealth of experience, having previously served as Managing Director, Head of Institutional Sales, North Asia at Principal Asset Management. Over the course of her career, Lesley has developed a deep understanding of the needs of institutional clients, particularly in private markets and private assets, along with a strong network. She has previously worked at a number of prestigious institutions, including BNP Paribas Asset Management, MetLife Investment Management and Janus Capital Group.

Asia is a strategic focus for M&G’s growth ambitions as the firm continues to strengthen and enhance its presence and client service capabilities across the region. Underscoring this commitment, Amy Cho was appointed Head of Asia Pacific in November 2023, and Manabu Fujita and Peter Kim were also appointed in 2023 as Head of Japan and Head of Korea Branch Office respectively, to propel M&G’s expansion efforts. The establishment of M&G’s new office in Taipei and the acquisition of the Securities Investment Consulting Enterprise (SICE) business license in Taiwan, alongside the introduction of M&G’s flagship investment strategies to retail investors in Singapore for the first time, were key milestones in Asia for the firm in recent months.

Amy Cho said: “We are delighted to welcome Lesley to lead our institutional distribution team as we seek to expand our footprint and deepen client relationships in Greater China, Southeast Asia, and Australia. Lesley’s experience and understanding of the evolving needs of institutional investors amidst market complexities will enable us to capitalise on significant growth opportunities in Asia.”

Lesley Lo added: “I am excited to join M&G at this pivotal time. Leveraging my experience and network, along with M&G’s investments expertise, I am committed to delivering the best strategies and tools to our institutional clients across the Asia Pacific region to effectively navigate today’s complex markets.”

Lesley holds a Bachelor of Laws (L.L.B) from the University of London and a Bachelor of Arts from the Chinese University of Hong Kong. She is a Chartered Financial Analyst (CFA) Charterholder and has completed the Women’s Leadership Development Programme at Said Business School at the University of Oxford.

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Notes to Editors

Lesley Lo, Head of Institutional Distribution, Asia Pacific



Lesley Lo joined M&G Investments in 2024 as Head of Institutional Distribution for Asia Pacific, based in Hong Kong.

Lesley brings a robust background in institutional sales and client management across the Asia Pacific region to her role at M&G. She is responsible for leading the development and expansion of M&G's institutional relationships, particularly in Greater China, Southeast Asia, and Australia.

With a career spanning various leadership roles at Principal Asset Management, BNP Paribas Asset Management, MetLife Investment Management, Fortis Investments, ABN AMRO Asset Management, and Janus Capital Group, Lesley has a deep understanding of institutional client needs in private markets and private assets. Her expertise plays a pivotal role in M&G's strategy to enhance service and grow its presence in Asia Pacific.

Lesley holds a Bachelor of Laws (L.L.B) from the University of London and a BA from the Chinese University of Hong Kong. She is a CFA Charterholder and an alumna of the Women's Leadership Development Programme at Said Business School, University of Oxford.

About M&G Investments

M&G Investments is part of M&G plc, a savings and investment business which was formed in 2017 through the merger of Prudential plc's UK and Europe savings and insurance operation and M&G, its wholly owned international investment manager. M&G plc listed as an independent company on the London Stock Exchange in October 2019 and has US\$437.9 billion of assets under management (as at 31 December 2023). M&G plc has around 4.6 million customers in the UK, Europe, the Americas and Asia, including individual savers and investors, life insurance policy holders and pension scheme members.

For nearly nine decades M&G Investments has been helping its customers to prosper by putting investments to work, which in turn creates jobs, homes and vital infrastructure in the real economy. Its investment solutions span equities, fixed income, multi asset, cash, private debt, infrastructure and real estate.

M&G recognises the importance of responsible investing and is a signatory to the United Nations Principles for Responsible Investment (UNPRI) and is a member of the Climate Bonds Initiative Partners Programme.

M&G plc has committed to achieve net zero carbon emissions on its total book of assets under management and administration by 2050 and committed to reduce operational carbon emissions as a corporate entity to net zero by 2030.

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