

## M&G appoints Tomoaki Murata as Head of Wholesale Distribution & Partnerships in Japan

- *The appointment strengthens M&G's Asia Pacific distribution capabilities*

**TOKYO / SINGAPORE / HONG KONG, 18 December 2025** – M&G Investments (M&G) announces the appointment of Tomoaki Murata as Head of Wholesale Distribution & Partnerships for Japan. The newly created role underscores M&G's continued investment in Asia Pacific as part of its international growth strategy, deepening its commitment to the region. Joining on 17 December, he will be based in Tokyo and will report to Manabu Fujita, Head of M&G Investments Japan.

Tomoaki has over three decades of experience in Japan's asset management and financial services industry, joining from PineBridge Investments Japan, where he served as Senior Vice President and Head of Retail & Intermediary Sales. In this role, he will spearhead the commercial development of M&G's wholesale business in Japan and seek to establish strong distribution partnerships amongst the broad intermediary landscape including banks and securities firms. Tomoaki has previously held roles at global asset managers including, Manulife Investment Management, BlackRock, and Fidelity, as well as at Shinkin Central Bank.

Earlier this year, M&G announced a strategic partnership with Dai-ichi Life Holdings, a leading Japanese life insurer, in an agreement designed to generate at least \$6 billion in new business flows into M&G-managed funds over the next five years. This marks a major step in accelerating growth, strengthening client relationships and expanding the reach of M&G's investment expertise across Asia Pacific.

**Amy Cho, Head of Asia Pacific, M&G Investments**, said: "Japan is a pivotal market for M&G, and strengthening our distribution capability is essential as we continue to make our investment capabilities more widely available across the region. The needs of intermediaries and investors in Japan are evolving, and having the right local expertise is vital to supporting clients effectively. Tomoaki's extensive experience and longstanding relationships across Japan's financial sector will be invaluable as we deepen our engagement in the market and broaden access to M&G's global investment capabilities."

Commenting on his appointment, **Tomoaki Murata** said: "I am excited to join M&G at an important moment in its growth journey. Japan is a highly distinct and relationship-driven market that requires tailored approaches and I look forward to partnering with distributors and clients to deliver solutions that meet their evolving needs."

**-ENDS-**

## Notes to Editors

M&G has made significant strides in broadening its leadership bench and distribution network across Asia Pacific. With the addition of Tomoaki and other recent senior appointments, including Kristy Wong (Head of Intermediary Distribution, Greater China), Alfred Foo (Head of Intermediary Distribution, Southeast Asia) and Lesley Lo (Head of Institutional Distribution, Asia Pacific), the firm has further solidified a cohesive regional distribution team.

### Tomoaki Murata, Head of Wholesale Distribution & Partnerships, Japan



Tomoaki Murata joined M&G Investments in December 2025 as Head of Wholesale Distribution & Partnerships (Japan), based in Tokyo. He is responsible for leading the firm's wholesale distribution strategy in Japan, and strengthening M&G's partnerships across the Japanese intermediary landscape.

Tomoaki brings over 30 years of asset management and financial industry experience, with deep expertise in intermediary sales, client relationship management and strategic partnership development. He joins M&G from PineBridge Investments Japan, where he served as Senior Vice President, Head of Retail & Intermediary Sales, overseeing distributor relationships and driving AUM growth across retail and sub-advisory channels.

Prior to PineBridge, he held several senior leadership roles at Manulife Investment Management Japan, including Managing Director, Director of Japan Board and Head of Investment Trust Sales Department. Earlier in his career, Tomoaki held intermediary sales and investment roles at BlackRock Japan, Fidelity Investments Japan, and Shinkin Central Bank, where he gained extensive experience engaging with regional financial institutions and retail distribution networks.

Tomoaki holds a Bachelor of Arts in Education (Sociology & Psychology) from Kyoto University.

### About M&G Investments

M&G plc listed 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. as an independent company on the London Stock Exchange in October 2019 and has £365 billion of assets under management (as at 30 September 2025). M&G plc has around 4.5 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). M&G plc has committed to achieve net zero emissions by 2050 at the latest, across our investment portfolios and operations.

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