



## LGIM expands in Asia with Singapore office opening and key hires

***Newly launched office is supported by local appointments including Head of Investment Stewardship Asia (ex-Japan) and Head of Wholesale Asia (ex-Japan)***

**Singapore, 6 September 2023** - Legal & General Investment Management (LGIM), one of the world's largest asset managers<sup>1</sup>, today announced the opening of its Singapore office. The expansion of LGIM's footprint across Asia underscores its ambitious growth strategy for the region, as the firm further expands its presence internationally. In Asia, LGIM has been growing for more than ten years, having opened offices in Hong Kong in 2012 and Tokyo in 2017.

The Singapore office will serve to expand LGIM's coverage for existing and prospective clients in the region. The business is led by Natasha Mora, Managing Director, Asia ex Japan, who has held senior roles across L&G Group and LGIM since she joined the firm in 2006.

LGIM has also expanded its distribution team in response to growing demand for the firm's investment solutions: Gerald Koh has been appointed as Head of Wholesale Asia (ex-Japan). Having joined on 1 August, Gerald will lead the development of LGIM's wholesale business across Asia and is responsible for client acquisition and support across private banks, wealth managers and other intermediaries. Gerald reports into Natasha Mora.

In addition, on 1 September Heston Goh joined as Sales Director, South East Asia Institutions, adding depth to the firm's coverage of institutional asset owners in the region. He reports into Jackson Loi, Head of Institutional Sales for Asia ex Japan.

Singapore is also home to LGIM's newly established Asia ex-Japan investment stewardship team which will spearhead the firm's investment engagement activities and ESG priorities across the region, led by Trista Chen. Prior to joining LGIM, Trista worked for global sustainability consultancy firm, ERM. Trista reports to Michael Marks, Head of Responsible Investment Integration.

**Michelle Scrimgeour, Chief Executive Officer, LGIM commented:** *"While we have been servicing institutional clients in the Asia Pacific region for over a decade, our new office in Singapore will add depth, business capability, investment expertise and brand profile in Asia, complementing our existing presence in Hong Kong and Tokyo. Due to the city-state's regional influence and connectivity worldwide, opening an office in Singapore is an important milestone in our international growth strategy. This new local office affirms our commitment to the region, allows us to pursue new business opportunities and will elevate our ESG advocacy across Asia."*

**- ENDS -**

---

<sup>1</sup>Globally, we manage assets of £1.16 trillion<sup>1</sup> (\$1.47tn, €1.35tn, CHF 1.31tn) (data as at 30 June 2023). Data combines assets under management by LGIM in the UK, LGIMA in the US and LGIM Asia in Hong Kong. Assets under management include securities and derivatives positions.

## Notes to editors

### Jeremy Leung

FTI Consulting

☎ +852 6324 6092

✉ [jeremy.leung2@fticonsulting.com](mailto:jeremy.leung2@fticonsulting.com)

### About Legal & General Investment Management (LGIM)

LGIM is one of Europe's largest asset managers and a major global investor, with total assets under management of £1.16 trillion<sup>2</sup> (\$1.47tn, €1.35tn, CHF 1.31tn). We work with a wide range of global clients, including pension schemes, sovereign wealth funds, fund distributors and retail investors.

For more than 50 years, we have built our business through understanding what matters most to our clients and transforming this insight into valuable, accessible investment products and solutions. We provide investment expertise across the full spectrum of asset classes including fixed income, equities, commercial property, and cash. Our capabilities range from index-tracking and active strategies to liquidity management and liability-based risk management solutions.

<sup>2</sup> Data as at 30 June 2023. Data combines assets under management by LGIM in the UK, LGIMA in the US and LGIM Asia in Hong Kong. Assets under management include securities and derivatives positions.

#### *About Gerald Koh*

Gerald has more than 20 years of experience in the Asian asset management industry. Prior to joining LGIM, he was Head of Intermediaries, Southeast Asia at T.Rowe Price Singapore. He has also held senior roles at Schroder Investment management Singapore, Pimco Asia and Credit Suisse Asset Management. He started his career at Citigroup Asset Management.

#### *About Heston Goh*

Heston joins from Eastspring Investments (Singapore) where he was Head of Institutional Sales and responsible for Singapore and the Southeast Asia region. Prior, he worked for Vanguard Investments (Singapore and Hong Kong) as Head of Institutional Sales for Southeast Asia and held senior roles at Nomura Asset Management (Singapore), Lion Global Investors and United Overseas Bank.

#### *About Trista Chen*

Trista has close to 20 years of industry experience in strategic sustainability consulting and joins from a global sustainability consultancy firm, ERM, where she led the Financial Sector and ESG Transaction Advisory services in APAC. Prior, she worked for Pilko and co-founded SG Environment in Shanghai, an environmental service provider.

#### Key risks:

#### Key Risk Warnings

**Past performance is not a guide to future performance. For professional investors only. The value of investments and the income from them can go down as well as up and you may not get back the amount invested. The details contained here are for information purposes only and do not constitute investment advice or a recommendation or offer to buy or sell any security. The information above is provided on a general basis and does not take into account any individual investor's circumstances. Any views expressed are those of LGIM as at the date of publication. Not for distribution to any person resident in any jurisdiction where such distribution would be contrary to local law or regulation. Views expressed are of LGIM as at 20 August 2023.**

© 2023 Legal & General Investment Management Limited, authorised and regulated by the Financial Conduct Authority, No. 119272. Registered in England and Wales No. 02091894 with registered office at One Coleman Street, London, EC2R 5AA.