

## **M&G OPENS TWO OFFICES IN AUSTRALIA TO MEET GROWING CLIENT DEMAND**

- **Appoints Chris Andrews and James MacKinnon to lead roles**

**London, 21 August 2019** – M&G Investments (“M&G”) today announced the opening of its first two offices in Australia, in Sydney and Melbourne, establishing an on the ground presence in one of the largest asset management markets in the Asia Pacific region.

The firm, which has a long history of investing on behalf of institutional clients across public and private assets classes, has appointed two of its senior people - Chris Andrews as Head of Business Development, Australia, based in Melbourne, and James MacKinnon as Head of Australia, Real Estate, based in Sydney.

William Nicoll, Head of Institutional Fixed Income, M&G, says: “We are seeing a growing demand from superannuation funds to diversify their portfolios through increasing allocations to international markets. Our existing Australian client base has traditionally sought our international public credit expertise, and now we’re seeing significant interest in European private debt and infrastructure investments, too.

These appointments enable us to deepen our relationships with Australian institutional investors, enhance our client service and to partner with them on international opportunities.”

Chris Andrews, with more than 30 years’ experience in the fund management industry, will focus on the full breadth of investment capabilities for institutional clients.

James MacKinnon, with more than 30 years’ real estate experience in Australia and Asia Pacific, will lead M&G real estate business in Australia. M&G has \$AUS2 billion\* in real estate under management in Australia and its Asia Pacific core real estate fund has 14 investments in Sydney, Melbourne and Brisbane.

Tony Brown, Global Head of M&G Real Estate, says: “The M&G offices in Melbourne and Sydney are a natural extension of our existing footprint in Australia. This places us closer to our existing assets and new investment opportunities in core real estate in Australia, as well as helping us to meet increasing local client demand for real estate investments in Europe and Asia.”

*\*As of 30 June 2019*

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**For further information please contact:**

**Erin Tan (Hong Kong)**  
M&G Investments Asia  
Tel: +852 3725 3191  
Email: [Erin.Tan@mandg.com](mailto:Erin.Tan@mandg.com)

**Oonagh Bates (London)**  
M&G Investments  
Tel: +44 7866 912 357  
Email: [Oonagh.Bates@mandg.com](mailto:Oonagh.Bates@mandg.com)

**Notes to editors:**

### **M&G and Australia**

M&G established its first client relationship in Australia in 2010. M&G's real estate business purchased its first property in Sydney in first property in Sydney in 2004. Since then, we have a built a client base with assets under management exceeding AU\$3 billion.

### **Chris Andrews**

Chris has more than 30 years' experience in the fund management industry, comprising over 20 years in Australia and 10 years in Asia. Chris was most recently Head of Client Relationships and Marketing at M&G Real Estate, based in Singapore. In his newly created Melbourne-based role, he will focus on the full breadth of investment capabilities for institutional clients in Australia.

### **James MacKinnon**

James has more than 30 years' experience in Australia and Asia Pacific and will lead M&G Real Estate in Australia. MacKinnon joined M&G Real Estate in Singapore in 2012 as Head of Asset Management (Asia Pacific). Prior to this he held senior asset management positions in Asia with AIG Global Real Estate (Asia) and Macquarie Goodman. In his newly created Sydney-based role, he will report to Ng Chiang Ling, CEO and CIO of M&G Real Estate, Asia.

### **About M&GPrudential and M&G Investments**

M&G Investments is part of M&GPrudential, a savings and investment business which was formed in August 2017 by our parent company, Prudential plc and has £341 billion of assets under management as at 30 June 2019. M&GPrudential has over 5 million customers in the UK, Europe and Asia, including individual savers and investors, life insurance policy holders and pension scheme members.

M&GPrudential is set to demerge from Prudential Plc to become an independent company listed on the London Stock Exchange.

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's real estate business, with £33.5 billion under management, is a leading financial solutions provider for global real estate investors, has a sector leading approach to responsible property management and is committed to continuously improving the sustainability performance of its funds.

For more information, please visit: [www.mandgprudential.com](http://www.mandgprudential.com)

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