

MEDIA ALERT

BNP Paribas Asset Management Appoints Mark Speciale as Asia Pacific Head of Institutional Sales

With this appointment, BNP Paribas Asset Management confirms its ambition to reinforce the company's sales development strategy and accelerate growth activities for the institutional sales channel.

As Head of Institutional Sales Asia Pacific, Speciale is responsible for developing and managing the build-out of BNP Paribas Asset Management's institutional sales strategy and client relationship management for the region, including markets under Greater China. His focus is on strengthening existing and building new partnerships with institutional investors such as central banks, sovereign wealth funds, pension funds, and insurance companies. Speciale is based in Singapore - the company's regional hub for its sales channels - and reports to Hong Kong-based Ligia Torres, BNP Paribas Asset Management's Asia Pacific Chief Executive Officer.

Speciale's financial services career spans close to 30 years, principally in business development and client service in investment management and capital markets. In his most recent role, he was Head of Distribution, Asia Pacific at BNY Mellon Investment Management, based in Singapore. His career started in the United States in 1986 where he held senior roles at various firms before moving to Singapore in 1997 with Fischer Francis Trees & Watts (which has recently changed its name to "BNP Paribas Asset Management") to lead their business development efforts in Asia-Pacific ex-Japan.

This appointment takes immediate effect and follows the recent announcement of Christian Bucaro as Head of Wholesale Distribution Asia Pacific. Bucaro, who is also Singapore-based, is responsible for defining and implementing the commercial development strategy for BNP Paribas Asset Management's wholesale distribution sales channel.

Commenting on Speciale's appointment, Torres says, "Mark has an outstanding reputation and acute understanding of the institutional business in Asia and investment needs facing Asian institutional clients, having worked with some of the largest and most sophisticated global investment management companies. His experience complements the existing institutional sales expertise and teams already in place, and in particular Christian's wholesale distribution team. The addition of Mark will deepen our resources and enhance our efforts to deliver consistent returns for our institutional clients. I am very pleased to welcome him to BNP Paribas Asset Management."

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BNP PARIBAS
ASSET MANAGEMENT

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ABOUT BNP PARIBAS ASSET MANAGEMENT

BNP Paribas Asset Management is the investment management arm of BNP Paribas, one of the world's major financial institutions. Managing and advising EUR 580 billion in assets as at 31 March 2017, BNP Paribas Asset Management offers a comprehensive range of active, passive and quantitative investment solutions covering a broad spectrum of asset classes and regions. With close to 700 investment professionals and 600 client servicing specialists, BNP Paribas Asset Management serves individual, corporate and institutional investors in 75 countries around the world. Since 2002, BNP Paribas Asset Management has been a major player in sustainable and responsible investing.

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