

Press release

AXA IM Alts appoints Sandra Lee as Head of Client Group Alts - Asia to drive growth in key markets

AXA IM Alts, a global leader in alternative investments with c. €168 billion of assets under management^[1], announces the appointment of Sandra Lee to the newly-created role of Head of Client Group Alts Asia, reflecting the business' growth ambitions in the region and highlighting its commitment to expanding and servicing its Asian client base.

Sandra, who has more than two decades of experience in investor relations, business development and fundraising in Asian markets, will be based in Hong Kong and will be responsible for raising new capital in the region. She will report directly to Florence Dard, Global Head of Client Group Alts, and will work closely with the rest of Client Group Alts to build and maintain long-term client relationships across key global markets.

With currently over 35 clients in the region^[2] and 25% of the total capital raised by AXA IM Alts in 2021^[3] from APAC, the Asia Pacific region as a whole is a key area of growth for AXA IM Alts across its key areas of expertise and notably real estate, infrastructure, private debt and alternative credit.

Sandra has held a number of senior strategic roles including several years as Head of Asia Investment Relations at alternative investment firm Angelo Gordon, as well as The Carlyle Group and Morgan Stanley, where she served as Executive Director of the firm's Investment Management division, founding and leading an alternative investment platform for its Asian Private Wealth Management arm. Most recently she has run her own investment consultancy business where she advises global businesses on strategy, investment management and social impact.

Sandra is a US national, born in Korea. She is fluent in English, Korean and Japanese, and holds an MBA from Harvard Business School.

Florence Dard, Global Head of Client Group at AXA IM Alts, commented: "Sandra has a strong track record of building and maintaining valuable client relationships across Asia, and brings with her a wealth of relevant experience in investor relations and alternatives advisory services. The Asian market is a key area of growth for the AXA IM Alts business and we have strong ambitions to grow our team in the region in order to continue to provide the exemplar service to our existing client while also expand the pool of investors we advise on their global investment strategies."

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¹ Source: AXA IM Alts unaudited data, as of 30 September 2021

² Source: AXA IM Alts unaudited data, as of 30 September 2021

³ Source: AXA IM Alts unaudited data, as of 31 December 2021

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About AXA IM Alts

AXA IM Alts is a global leader in alternative investments with €168 billion of assets under management^[1] comprising over €80 billion of primarily private real estate, c.€77 billion of private debt and alternative credit, as well as c.€11 billion in Infrastructure, private equity and hedge funds. We take a 360° approach to real assets (real estate & infrastructure) investing with over €113 billion of assets under management in direct opportunities, held indirectly through debt and listed equities and via long term private equity investments into operating platforms. ESG is fully integrated into our investment decision making processes with our responsible investment approach anchored by the three key pillars of decarbonisation, resilience and building tomorrow.

AXA IM Alts employs over 750 people located in 16 offices around the world and serves the needs of more than 500 clients from Europe, North America, Asia Pacific and Middle East. We are the number one property portfolio and asset manager in Europe^[2], and one of the largest worldwide.

¹ Source: AXA IM data (unaudited). All figures as of 30 September 2021.

² Source: INREV Fund Manager Survey, June 2021. #1 largest European managers in total real estate assets under management.

About AXA Investment Managers

AXA Investment Managers (AXA IM) is a responsible asset manager, actively investing for the long-term to help its clients, its people and the world to prosper. Our high conviction approach enables us to uncover what we believe to be the best global investment opportunities across alternative and traditional asset classes, managing approximately €879 billion in assets as at the end of September 2021. AXA IM is a leading investor in green, social and sustainable markets, managing €577 billion of ESG-integrated, sustainable and impact assets as at the end of September 2021. We are committed to reaching net zero greenhouse gas emissions by 2050 across all our assets, and integrating ESG principles into our business, from stock selection to our corporate actions and culture. Our goal is to provide clients with a true value responsible investment solution, while driving meaningful change for society and the environment.

At the end of June 2021, AXA IM employs over 2,488 employees around the world, operates out of 26 offices across 20 countries and is part of the AXA Group, a worldwide leader in insurance and asset management.

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