

News Release



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BNY Mellon appoints Navin Suri as Asia-Pacific Head of Intermediary Distribution

Newly created position underscores the company's commitment to becoming a premier investment partner for the intermediary / wholesale space in Asia-Pacific

LONDON & NEW YORK, 8 October 2012 - BNY Mellon, the global leader in investment management and investment servicing, has appointed Navin Suri as Asia-Pacific (APAC) Head of Intermediary Distribution to spearhead the expansion of the company's distribution partnerships in the region.

In this new role, Suri will be responsible for developing and managing the build out of the APAC intermediary sales strategy and distribution channel network and relationships, as BNY Mellon continues to develop innovative, client-focused strategies and solutions to meet the changing needs of investors in the region. His focus will be on building new partnerships with consumer banks, private banks and family offices, insurance and pension providers, securities companies, IFAs and other financial intermediaries.

Based in Hong Kong, Suri will report into Alan Harden, Chief Executive Officer for BNY Mellon's APAC investment management business, and to PeterPaul Pardi, BNY Mellon's Head of Global Distribution, based in London. Suri joins BNY Mellon's APAC Investment Management Executive Committee and BNY Mellon's APAC Operating Committee.

"Asia has now surpassed both Europe and the US in the number of millionaires and we may see that gap widen further over the next decade in Asia's favour," observed BNY Mellon's Harden. "To truly become one of the premier investment firms in Asia-Pacific, it is crucial that we excel in the key areas of distribution and client service, not just to the institutional market, but the wholesale market as well."

"While we have been successful with institutional clients throughout the region and intermediaries in Japan, BNY Mellon has in the past been under-represented in the intermediary and wholesale space across the region," added BNY Mellon's Pardi. "Navin's primary goal will therefore be to explore how we can best service this exciting space in a differentiated and compelling way."

Suri's career in investment management distribution spans over 20 years and he joins BNY Mellon from ING Investment Management where he was Managing Director and CEO for the firm's business in India. Prior to joining ING Investment Management in 2008, Suri held several senior positions at Citibank in Singapore, New Delhi and Bangalore including APAC Head of Sales for Citibank's retail banking arm, and APAC Sales and Distribution Head for Citibank's investments business.

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