

Media Release
9 July 2018

Legg Mason hires new Institutional Sales Director



Legg Mason today announces the appointment of Christina Manonian as Institutional Sales Director. Based in Melbourne, Ms Manonian will report to business head Andy Sowerby. The appointment is effective 30 July 2018.

An experienced investment professional with more than 18 years of experience across sales and marketing roles, Ms Manonian joins Legg Mason from Franklin Templeton Investments Australia where she most recently was their Institutional Sales Director. She joined Franklin Templeton in 2003 in their US headquarters and held various sales, product management and marketing roles over her 15-year tenure with the firm. Before this, she held roles in strategic marketing and investor relations.

Mr Sowerby noted: “We are delighted to welcome Christina to our team. Driven by the breadth of our capabilities, we continue to enjoy measured growth and Christina is a key addition as we seek to deepen service and support to our institutional clients and their advisers. Christina brings strong personal connections across the Australian investor landscape and she will undoubtedly help us to improve as a business.”

Ms Manonian said: “Throughout my recruitment process I have been incredibly impressed with Legg Mason’s unrelenting commitment to their clients. The clear focus on delivering choice by asset class, by investment capability and by delivery vehicle helps them stand out in a crowded market.

“I am excited to join the local Australian team and look forward to working closely with each of the investment affiliates - including the high calibre teams at Brandywine Global, Clarion Partners, EnTrustPermal and QS Investors - to offer innovative investment solutions suited to local institutional investors,” she added.

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About Legg Mason

Guided by a mission of ‘Investing to Improve Lives™’, Legg Mason helps investors globally achieve better financial outcomes by expanding choice across investment strategies, vehicles and investor access through independent investment managers with diverse expertise in equity, fixed income, alternative and liquidity investments. Legg Mason’s assets under management are AUD \$982 billion as at 31 March 2018.

Legg Mason provides a global platform and centralised business and distribution support for its nine affiliated fund managers that include: Brandywine Global, Clarion Partners, ClearBridge, EnTrustPermal, Martin Currie, RARE Infrastructure, Royce & Associates, QS Investors and Western Asset. Each affiliate operates independently under its own brand and investment process and is considered an industry expert in its asset class.

To learn more, visit leggmason.com.au

Australia Facts:

- Legg Mason's Australian business was established in 1954
- Assets Under Management (AUM) in Australia are A\$56 billion as at 31 March 2018 (Source: Rainmaker Data. Consists of AUM managed in Australia for Australian and offshore investors and AUM managed offshore for Australian investors)
- Legg Mason Australia was awarded the Money Management/Lonsec Fund Manager of the Year in 2015, 2017 and 2018.

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