

# Media Update



## **INSIGHT STRENGTHENS NORTH AMERICA DISTRIBUTION WITH SENIOR HIRES**

NEW YORK – April 30, 2024: Insight Investment, a leading global specialist fixed income investment manager with \$825.9bn<sup>1</sup> under management has made three senior hires within its North America Distribution team.

Ryan McMurdie has joined as Director, Insurance Solutions with responsibility for defining and executing Insight's distribution strategy for insurance clients across the institutional and retail sectors. Ryan was previously at SLC Management where he was a Business Development Director and prior to this he was at Merganser Capital Management as a Relationship Manager.

Sarah Leffel has joined as Associate Director, Institutional with a focus on pensions and insurance solutions while also covering Insight's Core / Core Plus, Systematic Fixed Income and broader Taxable Fixed Income capabilities. Prior to Insight, she was at Lazard Asset Management as a Relationship Manager in its Financial Institutions Group.

Anna Danik has joined as Pensions Channel Lead and her remit covers LDI solutions for corporate pensions, fundamental fixed income and Systematic Fixed Income for public pension plans. Anna joined from Prudential Global Investment Management (PGIM) where she focused on institutional business development and relationship management.

Jeffrey Berman, Head of North America Distribution at Insight said: "I am pleased to welcome these talented and experienced professionals to Insight. Their appointment represents our ongoing investment to being a premier fixed income specialist in North America, with leading capabilities in insurance asset management, liability driven solutions and alpha seeking fixed income."

David Leduc, Chief Executive Officer for Insight North America said: "North America represents one of the most compelling markets for Insight and we are focused on continuing to build-out our capabilities across Distribution, Solution Design, Investment and Client Relationship Management in order to serve the needs of clients. Our strategy is clear - to help our clients maximize the certainty of achieving their goals by providing a precision approach to managing investment outcomes."

Insight operates across the globe with a local presence in the US, UK, Ireland, Germany, Japan and Australia. The firm employs 285 investment professionals globally and has 1,145 staff in total. 222 employees are based in the US of which 91 are part of Insight's global investment team, operating from its three US investment centers in New York, Boston and San Francisco.

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## About Insight Investment

Insight Investment<sup>2</sup> is a leading asset manager focused on designing investment solutions to meet its clients' needs. Founded in 2002, Insight's collaborative approach has delivered both investment performance and growth in assets under management. Insight managed \$825.9bn<sup>1</sup> of assets as at December 31, 2023 across core full-spectrum fixed income, liability-driven investment, risk management and currency capabilities.

Insight has a clear mission and purpose to offer investors a different approach to achieving their investment goals; one that prioritizes the certainty of meeting their chosen objectives in contrast to the traditional focus on maximizing return and minimizing volatility.

Insight Investment is owned by BNY Mellon, a global leader in investment management and investment services with \$2.0 trillion in assets under management. More information about Insight Investment can be found at: [www.insightinvestment.com](http://www.insightinvestment.com)

<sup>1</sup> As of December 31, 2023. Assets under management (AUM) are represented by the value of the client's assets or liabilities Insight is asked to manage. These will primarily be the mark-to-market value of securities managed on behalf of clients, including collateral if applicable. Where a client mandate requires Insight to manage some or all of a client's liabilities (e.g. LDI strategies), AUM will be equal to the value of the client specific liability benchmark and/or the notional value of other risk exposure through the use of derivatives. Insight North America (INA) is part of 'Insight' or 'Insight Investment', the corporate brand for certain asset management companies operated by Insight Investment Management Limited including, among others, Insight Investment Management (Global) Limited, Insight Investment International Limited and Insight Investment Management (Europe) Limited. Advisory services referenced herein are available in the US only through INA. INA's AUM is \$131.0bn as of December 31, 2023.

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### **Media contacts**

Jonathan Hodgkinson  
+1 212 365 3398  
[jonathan.hodgkinson@insightinvestment.com](mailto:jonathan.hodgkinson@insightinvestment.com)

Lisa McHugh  
+1 212 365 3398  
[lisa.mchugh@insightinvestment.com](mailto:lisa.mchugh@insightinvestment.com)

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