

INSURANCE ASIA NEWS

Institutional Asset Management Awards
2026



Lion Global Investors

Best Asset Consultant

Knowing what to invest in the present to cater for long-dated obligations is a skill.

**LION
GLOBAL
INVESTORS**

An OCBC Company

Established in 1986 as an Asian asset specialist, Lion Global Investors (LGI) is one of Southeast Asia's largest asset managers, overseeing SG\$78.2 billion (US\$60.8 billion) of assets under management as of 31 December 2025. LGI is a member and dedicated asset manager of the Oversea-Chinese Banking Corporation Limited (OCBC) Group, majority-owned by the GE life insurance group in Singapore and Malaysia.

LGI is deeply attuned to the fiduciary responsibilities of Singapore insurers, providing comprehensive investment, operational, and regulatory support to institutional clients.

Insurance continues to be a key market for LGI. As of 31 December 2025, LGI managed approximately SG\$60 billion (US\$47 billion) in insurance assets across equities, fixed income and multi-assets, representing more than 75% of total AUM. This includes S\$792 million (US\$616 million) of non-group related Asia-based insurance clients, which are mostly invested in fixed income.

Given the significant size of its fixed income AUM (SG\$55.2 billion as of December 31, 2025), LGI is typically one of the top counterparties for brokers. As the bond market is largely traded over-the-counter, being a priority counterparty accords LGI with advantages of allocation, getting "first look" at new deals, ability to provide pricing feedback and driving reverse enquiry issuances in a market where supply tends to be limited. These advantages are particularly important for insurance clients who seek to optimise their Singapore dollar-based assets and liability matching.

Through regular engagement with a key insurance client, which had traditionally accessed private credit through commingled funds, LGI provided guidance as the client ventured into direct private credit investing. This subsequently extended to supporting the client in setting up its own private credit fund, reflecting LGI's ability to partner clients across the full investment lifecycle.

Recognising that life insurers require investment strategies aligned to long-dated liabilities, LGI has also developed a broad suite of solutions spanning long-dated fixed income assets and derivatives, including futures, swaps and bond forwards. It also established a dedicated team providing end-to-end coverage across investment, strategy and advisory. This platform enables deeper engagement with clients' balance sheet considerations and has been successfully extended to support other insurance clients with similar requirements, demonstrating scalability and consistency in delivery.

In response to increased focus on balance sheet efficiency, LGI has further expanded its advisory into liquidity optimisation. The introduction of a cash sweep fund has enabled clients to enhance returns on idle cash while maintaining intra-day liquidity, offering a practical alternative to traditional deposits.

It helped clients to incorporate additional cash management tools such as overnight repurchase agreements and reverse repos.

Through its integrated approach, combining investment expertise, balance sheet advisory and tailored solutions, LGI has strengthened its role as a trusted partner, supporting insurance clients in achieving more effective capital allocation and sustainable value creation.