

MEDIA RELEASE

Sydney, Australia

10 April 2026

Ausbil bolsters wholesale distribution team with new appointment

Ausbil Investment Management Limited (**Ausbil**) today announced the appointment of Rob Lester to the position of Business Development Manager, NSW & ACT, adding further depth to its growing distribution team.

Rob brings more than ten years of experience to the role, with a career spanning retail distribution, equities research and client advisory across the Australian market. Based in Sydney, he will be responsible for servicing wholesale clients throughout New South Wales and the Australian Capital Territory, reporting to Fawaz Rashid, Head of Wholesale Sales, ex-North America at Ausbil.

“Rob is a valuable addition to our distribution team,” said Fawaz Rashid. “His experience across retail distribution and investment management, coupled with a thorough understanding of the needs of wholesale clients, positions him well to contribute meaningfully to our business. We look forward to welcoming him as we continue to cultivate long-term partnerships with investors across the region.”

Prior to joining Ausbil, Rob spent six years at Allan Gray Australia in a wholesale distribution capacity, where he developed strong relationships with wholesale clients across the market. He also held a Research Manager position at GLG (Gerson Lehrman Group), business development roles at Mainstreet Financial Group and a directorship at TDU Link. Rob additionally serves as an Officer Cadet in the Australian Army Reserve.

“I’m very pleased to be joining Ausbil, given its strong reputation for active management and long-standing relationships with clients,” said Rob Lester. “I look forward to working with the broader distribution team to support our wholesale partners across NSW and the ACT.”

Rob holds a Chartered Financial Analyst (CFA) designation from the CFA Institute and a Bachelor of Business Management, International Business from the University of Queensland.

Ausbil Investment Management was established in 1997 and manages over \$21.3 billion in funds under management as at 28 February 2026.

About Ausbil Investment Management

Ausbil is a leading Australian based investment manager. Established in April 1997, Ausbil’s core business is the management of Australian and global equities for major superannuation funds, institutional investors, master trust and retail clients.

Ausbil is owned by its employees and New York Life Investment Management Holdings LLC, a wholly owned subsidiary of New York Life Insurance Company.

As of 28 February 2026, Ausbil has over \$AUD21.3 billion in funds under management. For more information, visit www.ausbil.com.au.

ENDS

For further information or to schedule an interview please contact:

Natasha Moldrich
Senior Consultant at Honner
natasha@honner.com.au
0404 863 267

Ausbil Investment
Management Limited
ACN 076 316 473
AFSL 229722
Level 27
225 George Street
Sydney NSW 2000
GPO Box 2525
Sydney NSW 2001
Phone 61 2 9259 0200

This release is intended for information only. Unless otherwise specified, any information contained in this release is current as at the date of this release and is prepared by Ausbil Investment Management Limited (ABN 26 076 316473 AFSL 229722) (**Ausbil**). The information provided in this release is factual and does not constitute financial product advice. The information should not be copied, reproduced or redistributed without the prior written consent of Ausbil. Refer to the Product Disclosure Statement which is available at www.ausbil.com.au and the target market determination which is available at www.ausbil.com.au/invest-with-us/design-and-distribution-obligations. Past performance is not a reliable indicator of future performance.