

# Press Release

**For immediate release**

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## **Manulife Philippines Appoints Chief Agency Officer and Chief Health and Product Officer**

*The executive appointments strengthen Manulife's focus on agency and distribution transformation, and health and financial protection*

**Manila, Philippines** — Manulife Philippines, the local business of global financial services provider Manulife, recently announced the appointment of Sailesh Nalinakshan as the company's new Chief Agency Officer (CAO) and Grace Mallabo as its new Chief Health and Product Officer (CHPO).

As CAO, Sailesh Nalinakshan expands his previous role as Manulife Philippines' Head of Agency Transformation and Strategy, where he led the development and execution of the Company's new agency operating model. In his new role, he will continue empowering Manulife's thousands-strong agency force, anchored on strategies that bolster initiatives on digitalization, sales and productivity, talent recruitment and development, training and data analytics-based planning and decision-making. Prior to joining the Philippine leadership team, Nalinakshan was based in Hong Kong as part of Manulife's Asia Distribution Team.

"We are happy to welcome Sailesh as he brings his extensive experience in distribution management into his new role, leading our Philippines agency team and bringing our distribution network to the next level," said Rahul Hora, President and Chief Executive Officer, Manulife Philippines. "As depth, expansion, and quality continue to be key enablers for our bigger and bolder growth ambitions, his strategic vision and leadership will play a pivotal role in strengthening our agency distribution channels and driving our growth trajectory for years ahead."

Meanwhile, Grace Mallabo will spearhead Manulife Philippines' health strategy, product development and management, and in-force management to help meet the growing demand among Filipinos for life insurance solutions that can support their health and wellness journey, while providing them protection and financial security in the future. With Mallabo at the helm, Manulife Philippines aims to create more innovative, accessible, and relevant products and maximize customer lifetime value through effective in-force management and product innovations that are tailor-fit to Filipinos' evolving behavior and priorities. Prior to joining Manulife, she had nearly two decades of professional experience in the insurance industry, with a strong track record in strategy, product management, and health business leadership.



"Grace's leadership will be crucial in driving Manulife Philippines' goals to bridge the country's protection gap. Given her vast experience developing innovative life and health solutions that can help enrich people's lives, we are excited to welcome her to our growing winning team as we deliver on our goals for our customers and the communities we serve," said Hora.

For more information about Manulife Philippines, you may visit their website at [www.manulife.com.ph](http://www.manulife.com.ph)

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#### **About Manulife Philippines**

The Manufacturers Life Insurance Company opened its doors for business in the Philippines in 1907. Since then, Manulife's Philippine Branch and later The Manufacturers Life Insurance Co. (Phils.), Inc. (Manulife Philippines) has grown to become one of the country's leading life insurance companies. Manulife Philippines is a wholly-owned domestic subsidiary of Manulife Financial Corporation, among the world's largest life insurance companies by market capitalization. Learn more about Manulife Philippines by visiting their website [manulife.com.ph](http://manulife.com.ph) and following them on Facebook ([facebook.com/ManulifePH](https://facebook.com/ManulifePH)), Twitter (@ManulifePH), and Instagram (@manulifeph).

#### **About Manulife**

Manulife Financial Corporation is a leading international financial services provider, helping people make their decisions easier and lives better. With our global headquarters in Toronto, Canada, we provide financial advice and insurance, operating as Manulife across Canada, Asia, and Europe, and primarily as John Hancock in the United States. Through Manulife Investment Management, the global brand for our Global Wealth and Asset Management segment, we serve individuals, institutions, and retirement plan members worldwide. At the end of 2022, we had more than 40,000 employees, over 116,000 agents, and thousands of distribution partners, serving over 34 million customers. We trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong.

Not all offerings are available in all jurisdictions. For additional information, please visit [manulife.com](http://manulife.com).

#### **Media Contacts:**

##### **John Robert Sion**

Manulife Philippines

[john\\_robert\\_sion@manulife.com](mailto:john_robert_sion@manulife.com)

##### **Dessa Virtusio**

Virtusio PR International, Inc.

(+632) 631-9479

[dessa@virtusio.com](mailto:dessa@virtusio.com)