

## Press Release

# Sun Life Financial Appoints David Varley as Chief of High Net Worth & Wealth Structuring (Asia) in Hong Kong



**Hong Kong, 29 September 2016** - Sun Life Financial announced the appointment of David Varley as Chief of High Net Worth & Wealth Structuring (Asia) in Hong Kong, with immediate effect. Varley will report to Jason Dehni, Chief Executive Officer of Sun Life Hong Kong.

As a member of the Sun Life Hong Kong Executive Team, Varley will be responsible for building the industry's leading service and holistic solutions platform for the High Net Worth (HNW) Client segment for Sun Life Asia. This includes developing the regional strategy, building a best-in-class and integrated solutions offering, directly managing key partner relationships across the region (e.g., private banks, family offices, HNW brokers), managing related operations and marketing, and delivering on a superior Client for Life service. Varley also brings with him a great deal of expertise in building world-class HNW solutions, including Private Placement Life Insurance, Variable Universal Life, Universal Life, Estate Planning and Wealth Structuring.

"We are glad to have David joining us. He will be working closely with the Sun Life Regional Office and Country Senior Management from across the region to build a differentiated value proposition for our HNW Clients, and servicing their Asia-based offshore protection and wealth structuring needs," said Dehni.

Varley is one of the industry's leading HNW Insurance and Wealth Management professionals with over 10 years of experience in both Hong Kong and across Asia. Varley has extensive experience in working with private banks, family offices, law firms, private equity funds and trusts across multiple continents, as well as directly serving the complex financial needs of HNW Clients and Families. Most recently, Varley was the Head of High Net Worth at AXA Hong Kong and the Regional Head of Protection & Health Development at AXA Asia. Prior to this, Varley served in a number of senior roles, including Head of International Business at Aviva Hong Kong.

Varley holds a Bachelor of Commerce and Management Honors Degree from Melbourne University, a Diploma in Financial Planning and speaks conversational Mandarin.

"I am glad to take up this new challenge and be able to make use of my expertise and network to enhance Sun Life Hong Kong's HNW proposition," said Varley.

### **About Sun Life Financial**

Sun Life Financial is a leading international financial services organization providing a diverse range of protection and wealth products and services to individuals and corporate customers. Sun Life Financial has operations in a number of markets worldwide, including Canada, the United States, the United Kingdom, Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam, Malaysia and Bermuda. As of June 30, 2016, the Sun Life Financial group of companies had total assets under management of CDN\$865 billion. For more information please visit [www.sunlife.com](http://www.sunlife.com).

Sun Life Financial Inc. trades on the Toronto (TSX), New York (NYSE) and Philippine (PSE) stock exchanges under the ticker symbol SLF.

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