



EMPLOYEE PROFILE



Xianji Quan

Managing Director, Investor Solutions
Asset Management

INTRODUCTION

A strong sense of curiosity about the world instilled by her parents propelled **Xianji Quan**, Managing Director, Investor Solutions, Asset Management, on a path to a globally lived life, both personally and professionally. Xianji recently joined the asset management team at ORIX USA and is based in New York.

In recognition of Asian American and Native Hawaiian/Pacific Islander Heritage Month, we spoke with Xianji to learn how her problem-solving skills apply to her asset management career, what advice she would give others looking to succeed in her profession, and the value she places on global experiences and strong relationships.

You are truly a global citizen with a multicultural and multilingual background. Can you tell us about your life journey?

As someone of Korean Chinese heritage, I had the privilege of growing up in a multicultural and multilingual family, where my parents instilled in me a strong sense of curiosity (towards the world at large) and an openness to learn about differences – differences in opinions, languages, and cultures. I actually followed school curriculums in Chinese, Japanese, and Korean simultaneously through my

elementary and middle school years in preparation for my adult life in one of those countries, but I ended up going to England for my higher education and married a French man. Now I'm living in the U.S. with my husband and three wonderful children. I speak six languages (a special thank you to my Japanese-speaking colleagues, who patiently practice Japanese with me).

Can you describe your career in asset management and what types of investors you work with?

I thrive at problem-solving, and it is my passion to solve for the complex investment needs of global clients. Early in my career, I helped start an Asian institutional client coverage business for a firm where I was working. At the time my focus was on pan-Asia Pacific clients, including regional sovereign wealth funds and other Asia-based global entities. We built on that to expand coverage to European and then Middle Eastern clients. Prior to joining ORIX USA, I was responsible for Official Institutions coverage for a large asset manager, a global role in which I partnered with my clients and



Xianji enjoys time with her three children.

continued to build long standing relationships. At ORIX USA, although our remit as a team is coverage of a wide range of institutional investors, my focus is on expanding our partnerships with large global institutions. This client base is one where having long-term relationships based on trust and credibility as well as the ability to customize investment solutions is key. Our clients have investment objectives that are multi-generational in nature and that can impact long-term national economic development, so I am humbled to work with them in this capacity.

Why did you make the decision to join ORIX USA Group?

The global footprint of the firm and the authentic culture and people were a big draw. I enjoyed all my conversations with my future colleagues at ORIX USA during the interview process and found a lot of kindred spirits – people who view the world as a place without borders and bring their own life experiences to their careers. In addition, the firm’s long-standing history of principal investing alongside managing third party capital is unique – we are one of a few who truly have skin in the game!

“When deciding to join ORIX USA Group, the global footprint of the firm and the authentic culture and people were a big draw. In addition, the firm’s long-standing history of principal investing alongside managing third party capital is unique.”

What are you looking forward to in your relatively new position at ORIX USA?

I think investors outside the U.S. are seeking higher yielding products for their portfolios, so I am looking forward to presenting the ORIX USA private credit platform to a global network of prospects and clients in the near term. It would be wonderful to offer and execute partnerships with a few large strategic clients. And of course, continuing to practice my Japanese!



Xianji and her two oldest children explore the waterfalls in Vermont.

What is your advice for people considering careers in cross-border asset management investor solutions?

Be curious and be a student of the markets. Despite differences in geographies and languages, there are common investment themes that apply to cross-border client bases. The capital markets are converging – the Fed’s rate decision will have ripple impacts on global central banks, and subsequent investment allocation decisions under these sovereign rule-setters. These macro backdrops are highly relevant as a solution provider. Another example is global geopolitics. Geopolitical uncertainty changes risk appetites – and that requires flexible investment solutions.

Tell us something that might surprise us?

I am an avid baker, and I enjoy all types of baking. I plan on running my own bakery when I retire! My previous passion was mid-distance running, starting from when I ran competitively in my teen years.

Any special interests or hobbies/ things you like to do you with your family or friends?

My family is a curious bunch, so we end up spending all of our family time exploring natural wonders. We are mesmerized by the natural beauty of the United States, and we can’t wait to visit a very long bucket list. Twelve years ago, our family holiday plan was to hike the entire coast of England, but we had to give up halfway due to an unplanned relocation to Hong Kong for work. Next time!