AsianInvestor

ASSET MANAGEMENT

AWARDS 2019

AsianInvestor Asset Management Awards 2019

***AsianInvestor* is pleased to accept submissions for its annual Asset Management Awards, which recognise excellence among the region's asset managers and service providers, plus the strategies and products they provide.**

The editors are also excited to announce a new set of awards such as ***Best Startup Fund House, Best Real Estate Manager, Best Private Equity Manager, Best Infrastructure Manager, Best Hedge Fund Manager, and Lifetime Achievement for Asset Management.*** We look forward to your submissions.

Submissions are due by Thursday February 28, 2019 through the dedicated Nominations Platform.

In the event your submission is shortlisted, be prepared to expect a call from *AsianInvestor* editorial team to arrange a more involved pitch briefing. We will attend pitch meetings in mid-March.

The final decision will be made by *AsianInvestor*'s editorial team and announced on asianinvestor.net in early **April 2019.**

We will award asset service providers and asset managers in the categories outlined in the next pages.

The awards are divided into two categories: **Asset Services Awards**, which are directed towards custodians, law firms, accounting firms and index providers; and **Asset Management Awards**, which include asset class awards, the best asset manager by market, and our marquee awards. You may only submit one potential organisation per award category.

Please note that you cannot pitch for our **Asset Class Awards**; we use quantitative performance data to shortlist funds for each award and will contact the relevant asset managers directly.

The period under consideration for these awards is from Q4 2017 to January 2019. Supporting data on fund performance will be sourced from eVestment, Mercer and Preqin.

Asset Services Awards

1 Best bank for cross-border custody

Please provide us with information regarding your year-on-year growth in revenue and assets under custody in terms of clientele, growth in cross-border custody services, examples of new or increasingly popular associated services, implementation of new technology or innovative products and successful efforts to drive participate in industry development. Also of relevance would be any team or business reorganisation that has demonstrably benefited clients.

2 Best global custodian for mutual funds (ibid, including Asia-based funds and global funds tapping Asian capital markets)

Please provide information regarding your year-on-year growth in revenue and assets under custody in terms of clientele, new areas of growth in terms of mutual fund clients by asset type/geography, the introduction or growth of associated services, implementation of new technology or innovative products and successful efforts to drive participate in industry development. Also of relevance would be any team or business reorganisation that has demonstrably benefited clients.

Asset Services Awards

3 Best global custodian for asset owners (asset servicing, clearing, settlement, cash management, data provision including performance and compliance reporting)

We welcome information regarding year-on-year growth in revenue and assets under custody in terms of clientele, new areas of growth in terms of asset owner clients (by type and geography), business development in associated services, implementation of new technology or innovative products and demonstrable efforts to drive industry development. Also of relevance would be any team or business reorganisation that has demonstrably benefited clients.

4 Best index provider, global

We want to know about client wins and retention, year-on-year changes to assets against your benchmarks, innovative products, overcoming regulatory hurdles, and changes to market classifications.

Asset Services Awards

5 Best auditor (funds and tax)

We want to hear about your efforts in taxation, advice, industry leadership and research.

6 Best law firm for asset management, Asia-Pacific

We welcome information about innovative work on products, lobbying, fund formation and advice.

Start nomination for:

ASSET SERVICES AWARDS

Asset Management Awards

Fund House of the year (by Country)

- **Australia**
- **China**
- **China offshore** (mainland based companies operating in Hong Kong)
- **Hong Kong**
- **India**
- **Indonesia**
- **Japan**
- **Korea**
- **Malaysia**
- **Philippines**
- **Singapore**
- **Taiwan**
- **Thailand**
- **Vietnam**

- Your performance and returns for 2018, relative to peers
- The experience and stability of your team
- Your AUM and how it has changed year-on-year:
- The balance of your business in terms of institutional/wholesale/retail
- Example of where and how you have been innovative in the past year
- New products and services you have introduced in the past year
- Information on your participation in investor education
- Explain how your operation has grown local-for-local, local-for-global and/or global-for-local business lines in the past year'
- Any other relevant argument you can make for your company to be named Fund House of the Year in your market

Asset Management Awards

Marquee Awards

1 Marquee award: Asset Service Provider of the Year

We welcome information regarding year-on-year growth in revenue and assets under custody (or relevant service activity) in terms of clientele, client segments and addressable assets; your win rate; key new mandates; client retention ratio; product innovation; infrastructure improvements; credit ratings and your capital structure; market leadership & advocacy; investment into your business.

We will consider activities from **Q4, 2017, to the present.** We want to know what you have done for your clients and for the market in 2017/18 that makes this your standout year.

2 Private Bank of the Year

- Year-on-year change to profitability and revenue figures for calendar 2018
- Overall AUM and how it has changed over 2018
- Your net new assets for the past year and where they have come from
- Details on your client retention and market share
- Any improvements you have made in client advisory
- Evidence of your approach to open architecture and details of your funds platforms (third-party versus in-house
- How have you enhanced your product selection process
- The split of discretionary, institutional and wealthy individual business
- Geographic diversity, size, make-up, stability and experience of investment and client servicing teams
- Any strategic or structural initiatives or innovations you have introduced in 2018
- Details on your wholesale distribution relationship, including strategic partners
- What made 2018 a definitive year of success for you versus peers?*

Asset Management Awards

Marquee Awards

3 Best Business Development

- Details of how much your business grew and otherwise changed for the better in 2018 - either on the institutional or retail side or both (including figures such as AUM, revenues, profits, new clients, new mandates where possible etc)
- Description of what drove this growth and/or improvement otherwise
- Details of new offerings/products/services/hires/ reorganisations/technology that have enhanced your business in 2018 (and how they have performed so far)

4 Best Real Estate Manager (Asia Pacific-headquartered) *NEW*

- Details of business growth in terms of AUM, revenues, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures - including figures and examples across the institutional business
- Details of changes in business strategy – be they through personnel, reorganisation, use of technology or innovation – that have demonstrably improved your business and client offering (including supporting facts and statistics

5 Best Private Equity Manager (Asia Pacific-headquartered) *NEW*

- Details of business growth in terms of AUM, revenues, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures - including figures and examples across the institutional business
- Details of changes in business strategy – be they through personnel, reorganisation, use of technology or innovation – that have demonstrably improved your business and client offering (again with facts and figures to back this up)

6 Best Infrastructure Manager (Asia Pacific-headquartered) *NEW*

- Details of business growth in terms of AUM, revenues, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures - including figures and examples across the institutional business
- Details of changes in business strategy – be they through personnel, reorganisation, use of technology or innovation – that have demonstrably improved your business and client offering (again with facts and figures to back this up)

Asset Management Awards

Marquee Awards

7 Best Hedge Fund Manager (Asia Pacific-headquartered) *NEW*

- Details of business growth in terms of AUM, revenues, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures - including figures and examples across the institutional business
- Details of changes in business strategy – be they through personnel, reorganisation, use of technology or innovation – that have demonstrably improved your business and client offering (again with facts and figures to back this up):

8 Best Startup Fund Manager *NEW*

- Details of business growth since incorporation in 2017, in terms of AUM, revenues, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures – including figures and examples across the institutional business
- Details of innovations in business strategy – be they through personnel, reorganisation, use of technology or innovation – that have demonstrably offered your business and client offering an advantage versus peers (again with facts and figures to back this up)

9 Best Passive Fund Manager

- Detail asset growth and size of business in Asia, including breadth of offering, including passive index funds, new institutional passive fund mandates, ETF listings and make-up of platforms such as synthetic/physical
- Outline any product innovation and fulfillment of investors' needs, as well as advancement of passive investment products in Asia

10 Best ESG Strategy Adviser

- Details of how and how much your ESG-targeted business grew and otherwise changed for the better in 2018 – either on the institutional or retail side or both (this should include figures such as AUM, revenues, profits, new clients, new mandates, new products where possible etc)
- Details of new ESG offerings/products/ services/ hires/ reorganisations/ technology that you introduced in 2018, which demonstrably improved your business and client offering (again with facts and figures to back this up)

Asset Management Awards

Marquee Awards

11 Best Institutional Product/Strategy

- An outline of an institutional product or strategy launched in or shortly before 2018 that truly satisfied the client or the clients' needs – probably in the sense that it was fully tailored to their request, and the service and performance provided was to or above expectations
- Details of the product/strategy including figures such as AUM, performance etc, the motivation and purpose for the product/strategy, why it was innovative in terms of features, structure, types of assets, types of clients involved

12 Institutional Solutions Provider

- Details of why and how your firm has on a regular basis (particularly in 2018) provided the best products, services, strategies and/or tools across various asset classes that have fulfilled client needs according to the points under institutional product/strategy, and specific examples of deals/product/strategies

13 Lifetime achievement award for Asset Management (individual) *NEW*

- Please outline details of why the nominated individual has stood out during their career in various asset management companies. Please offer examples of their ability to improve the performance of teams and/or businesses reporting to them, and where possible offer quantitative data to support this, such as improvements in AUM, revenues, profits, product performance, new clients, new mandates, new teams/divisions and/or other measures
- Details of the ways in which this individual has had a unique and lasting role on the asset management industry in Asia, from promoting new product areas, improving industry capabilities or skillsets, helping usher in new regulations, new use of technology or innovation – that have demonstrably had an impact on the industry has a whole (including supporting facts and statistics).

Asset Management Awards

Marquee Awards

14 Asia Fund House of the Year (Asia Pacific-headquartered)

- Details of business growth in terms of AUM, revenue, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures – including figures and specific examples (across either or both the institutional and retail business
- Details of changes in business strategy – be they through personnel changes or reorganisation or use of technology or innovation – that have demonstrably improved your business and client offering (including supporting facts and statistics) structure, types of assets, types of clients involved.

15 Asset Manager of the Year

- Details of business growth in terms of AUM, revenues, profits, performance, new clients, new mandates, new products, new services, new hires and/or other measures – including figures and specific examples. Across either or both the institutional and retail business
- Details of changes in business strategy – be they through personnel changes or reorganisation or use of technology or innovation otherwise – that have demonstrably improved your business and client offering (including supporting facts and statistics):*

Start nomination for:

ASSET MANAGEMENT AWARDS

How to submit

Limit: You may only submit one potential organisation per award category.

Jurisdiction: "Asia-Pacific" is defined as Asia including Japan and Australia

Submission deadline: **Thursday 28 February 2019**

Eligible period: **Q4 2017 to January 2019**

Judging period: Additional calls/interviews may be necessary for short-listed candidates in mid-March.

Winners Announcement:
Winners will be announced on asianinvestor.net in early April 2019.

Editorial procedure:
All interviews and vetting on short-listed pitches is conducted off-the-record by *AsianInvestor* on which the final decision-making rests.

All submissions should be sent to the editorial director via the dedicated submission platform.

Start nomination for:

ASSET SERVICES AWARDS

ASSET MANAGEMENT AWARDS

About AIWEEK

www.aiweek.asia

AIWeek is *AsianInvestor*'s flagship annual event for the regional and global institutional investment community. Hosted in 2019 in Hong Kong from 20 - 22 May, it brings together decision-makers from the leading insurance companies, pension funds, SWFs, government entities, endowments and other institutions, for interactive discussions and debate, as well as exclusive networking.

The core feature of AIWeek, the **Asian Investment Summit**, is in its 14th year. It will again address critical topics influencing the many opportunities and challenges for the region's institutional investors. In particular, preparedness amid the continued market uncertainty, finding new ways to manage investment teams, accessing alternatives and building future-proof portfolios, are among the key themes being discussed in May.

The **6th Family Office Forum North Asia** is an additional segment within AIWeek. It is an exclusive gathering for a select group of single and multi-family office leaders from Greater China and Taiwan. Via closed-door sessions, they will share experiences and insights around how they are adapting and evolving their investment practices.

Thank you

For further information
please contact the ***AsianInvestor* Awards team**
at asianinvestor.awards@haymarket.asia
or visit www.assetmanagementawards.com