

**FUND SELECTOR ASIA**

# **AWARDS 2021**

**Awarding excellence  
in asset management**

**House Awards Submission**

**LAST  
WORD**

# FUND SELECTOR ASIA

# AWARDS 2021

Thank you for participating in Fund Selector Asia's House Awards for 2021. This document allows you to make submissions for one or more awards categories in a single country. You can submit a separate form for each country.

Please provide us with your details so we can contact you for any clarification, if required, to help arrange a pitch call.

## **CONTACT**

Company:	<input type="text"/>
Name:	<input type="text"/>
Title:	<input type="text"/>
Contact No.:	<input type="text"/>
E-mail:	<input type="text"/>
Date:	<input type="text"/>

Please select **ONE** country you wish to submit for:

Hong Kong                       Singapore                       Thailand

*N.B. if you want to submit for multiple countries then please use [one form per country](#)*

Which House Award categories would you like to make a submission for?

Excellence in Service	<input type="checkbox"/>
Excellence in Innovation	<input type="checkbox"/>
Excellence in ESG	<input type="checkbox"/>
Best Equity House	<input type="checkbox"/>
Best Fixed Income House	<input type="checkbox"/>
Best Multi-Asset House	<input type="checkbox"/>

# EXCELLENCE IN SERVICE

1. How big is your team in Asia dedicated to service clients in the region?

*(3500 characters max, or 350-400 words)*

2. How often do you liaise with clients? Do you provide them with regular updates about your funds (and how often)?

*(3500 characters max, or 350-400 words)*

3. What is the turnaround time when answering simple questions from fund selectors?

*(3500 characters max, or 350-400 words)*

# EXCELLENCE IN SERVICE

4. How did your team evolve in servicing Asia-based clients during Covid-19 to make sure service is not disrupted? Did you invest in more technology to make sure service is seamless?

*(3500 characters max, or 350-400 words)*

5. What makes your service stand out from other firm ?

*(3500 characters max, or 350-400 words)*

# EXCELLENCE IN INNOVATION

1. The thematic space is beginning to be more competitive, with more asset managers launching thematic products and ETFs – what are you currently doing to keep up with the race?

*(3500 characters max, or 350-400 words)*

2. For your investment teams – have you hired personnel that were not originally from the financial industry and were previously experts from a different sector? Give examples.

*(3500 characters max, or 350-400 words)*

3. What are your key considerations when launching a new product? Which was the latest innovative product have you launched and how did investors respond to that?

*(3500 characters max, or 350-400 words)*

# EXCELLENCE IN INNOVATION

4. Do you consult with external advisers/consultants when forming a new product?

*(3500 characters max, or 350-400 words)*

5. How do you embed the culture of innovation within your firm's corporate culture?

*(3500 characters max, or 350-400 words)*

# EXCELLENCE IN ESG

1. Have you integrated ESG factors/processes in all the strategies that you offer? Around how much % of your total AUM have you integrated ESG factors/processes?

*(3500 characters max, or 350-400 words)*

2. Do you have a dedicated ESG team to make sure that strategies adopt factors/processes? Do they have set KPIs for every investment team to make sure ESG is adopted?

*(3500 characters max, or 350-400 words)*

3. How do you make sure that your products are not guilty of “greenwashing” or “impact washing”

*(3500 characters max, or 350-400 words)*

# EXCELLENCE IN ESG

4. On the impact investment front – have you launched impact strategies (if not, why?) What are the challenges of managing impact strategies and how do you address them?

*(3500 characters max, or 350-400 words)*

5. What are the latest developments on your firm on the area of stewardship? Do you cover most companies globally? How about on the fixed income front?

*(3500 characters max, or 350-400 words)*

5a. How were you able to influence a company to improve on their ESG scores? Give examples.

*(3500 characters max, or 350-400 words)*



# EXCELLENCE IN ESG

6. Do you have initiatives on educating investors (including institutions and distributors) about ESG? Do you have existing partnerships with distributors in Asia to help them develop ESG/sustainable solutions?

*(3500 characters max, or 350-400 words)*

# BEST EQUITY HOUSE

1. Which sub-asset class/es with the equity space do you believe you have a competitive advantage against other players? Why?

*(3500 characters max, or 350-400 words)*

1a. Size of team and support for portfolio managers

*(3500 characters max, or 350-400 words)*

1b. Evidence of outperformance against benchmark and peers

*(3500 characters max, or 350-400 words)*

# BEST EQUITY HOUSE

1c. Agency ratings (eg. Morningstar analyst ratings, FE, etc...)

*(3500 characters max, or 350-400 words)*

1d. Total AUM of that asset class and how many types of strategies you manage for that asset class.

*(3500 characters max, or 350-400 words)*

2. What makes your investment processes different from other managers?

*(3500 characters max, or 350-400 words)*

# BEST EQUITY HOUSE

3. How do you make sure that a particular investment process is replicable, regardless of who is leading a particular fund? Do you make sure that there is no one-man risk in a strategy?

*(3500 characters max, or 350-400 words)*

4. How do you make sure that portfolio managers in your firm are in line with investors' interest? Is this embedded in your corporate culture?

*(3500 characters max, or 350-400 words)*

5. What are your plans moving forward to further strengthen your investment team?

*(3500 characters max, or 350-400 words)*

# BEST EQUITY HOUSE

## 6. Additional information you may wish to add

*(3500 characters max, or 350-400 words)*

# BEST FIXED INCOME HOUSE

1. Which asset class/es within the fixed income space do you believe you have a competitive advantage against other players? Why?

*(3500 characters max, or 350-400 words)*

1a. Size of team and support for portfolio managers

*(3500 characters max, or 350-400 words)*

1b. Evidence of outperformance against benchmark and peers

*(3500 characters max, or 350-400 words)*

# BEST FIXED INCOME HOUSE

1c. Agency ratings (eg. Morningstar analyst ratings, FE, etc...)

*(3500 characters max, or 350-400 words)*

1d. Total AUM of that asset class and how many types of strategies you manage for that asset class.

*(3500 characters max, or 350-400 words)*

2. What makes your investment processes different from other managers?

*(3500 characters max, or 350-400 words)*

# BEST FIXED INCOME HOUSE

3. How do you make sure that a particular investment process is replicable, regardless of who is leading a particular fund? Do you make sure that there is no one-man risk in a strategy?

*(3500 characters max, or 350-400 words)*

4. How do you make sure that portfolio managers in your firm are in line with investors' interest? Is this embedded in your corporate culture?

*(3500 characters max, or 350-400 words)*

5. What are your plans moving forward to further strengthen your investment team?

*(3500 characters max, or 350-400 words)*



# BEST FIXED INCOME HOUSE

## 6. Additional information you may wish to add

*(3500 characters max, or 350-400 words)*

# BEST MULTI-ASSET HOUSE

1. Which asset class/es within the multi-asset space do you believe you have a competitive advantage against other players? Why?

*(3500 characters max, or 350-400 words)*

1a. Size of team and support for portfolio managers

*(3500 characters max, or 350-400 words)*

1b. Evidence of outperformance against benchmark and peers

*(3500 characters max, or 350-400 words)*

# BEST MULTI-ASSET HOUSE

1c. Agency ratings (eg. Morningstar analyst ratings, FE, etc...)

*(3500 characters max, or 350-400 words)*

1d. Total AUM of that asset class and how many types of strategies you manage for that asset class.

*(3500 characters max, or 350-400 words)*

2. What makes your investment processes different from other managers?

*(3500 characters max, or 350-400 words)*

# BEST MULTI-ASSET HOUSE

3. How do you make sure that a particular investment process is replicable, regardless of who is leading a particular fund? Do you make sure that there is no one-man risk in a strategy?

*(3500 characters max, or 350-400 words)*

4. How do you make sure that portfolio managers in your firm are in line with investors' interest? Is this embedded in your corporate culture?

*(3500 characters max, or 350-400 words)*

5. What are your plans moving forward to further strengthen your investment team?

*(3500 characters max, or 350-400 words)*

# BEST MULTI-ASSET HOUSE

## 6. Additional information you may wish to add

*(3500 characters max, or 350-400 words)*

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Francis Acosta  
Editor, Fund Selector Asia  
+852 3695 5163  
[francis.acosta@lastwordmedia.com](mailto:francis.acosta@lastwordmedia.com)

**LAST  
WORD**