

# **FUND SELECTOR ASIA** **AWARDS 2023**

**| Hong Kong | Singapore | Thailand |**  
**| Malaysia | Philippines |**

**Awarding excellence in asset management**

**House Awards Submission Document**

# FUND SELECTOR ASIA AWARDS 2023

Thank you for participating in Fund Selector Asia's House Awards for 2023. 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 or, 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 ☐ Malaysia ☐ Philippines ☐

*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?

	Hong Kong	Singapore	Thailand	Malaysia	Philippines
Asset Manager of the Year	<input type="checkbox"/>	<input type="checkbox"/>	-	-	-
Domestic Asset Manager of the Year	-	-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Excellence in Innovation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	-	-
Excellence in Service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	-	-
Excellence in ESG	<input type="checkbox"/>	<input type="checkbox"/>	-	-	-
Equity House of the Year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	-	-
Fixed Income House of the Year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	-	-
Multi-Asset House of the Year	<input type="checkbox"/>	<input type="checkbox"/>	-	-	-
Alternatives House of the Year	<input type="checkbox"/>	<input type="checkbox"/>	-	-	-
ETFs House of the Year	<input type="checkbox"/>	<input type="checkbox"/>	-	-	-

# ASSET MANAGER OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1. Which asset classes do you have a competitive advantage in 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)*

# ASSET MANAGER OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1c. Agency ratings (e.g. Morningstar, FE Fundinfo).

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

1d. Total AUM and how many types of strategies you manage.

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

1e. Highlight any new product launches during the year.

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

# ASSET MANAGER OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

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

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

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' interests? Is this embedded in your corporate culture?

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

# ASSET MANAGER OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

5. What are your plans to strengthen your investment team?

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

6. Additional information you may wish to add.

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

# DOMESTIC ASSET MANAGER OF THE YEAR

**\*\*\*THAILAND, MALAYSIA, PHILIPPINES ONLY**

1. Which asset classes do you have a competitive advantage in 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)*

# DOMESTIC ASSET MANAGER OF THE YEAR

**\*\*\*THAILAND, MALAYSIA, PHILIPPINES ONLY**

1c. Agency ratings (e.g. Morningstar, FE Fundinfo).

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

1d. Total AUM and how many types of strategies you manage.

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

1e. Highlight any new product launches during the year.

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



# DOMESTIC ASSET MANAGER OF THE YEAR

**\*\*\*THAILAND, MALAYSIA, PHILIPPINES ONLY**

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

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

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' interests? Is this embedded in your corporate culture?

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

# DOMESTIC ASSET MANAGER OF THE YEAR

**\*\*\*THAILAND, MALAYSIA, PHILIPPINES ONLY**

5. What are your plans to strengthen your investment team?

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

6. Additional information you may wish to add.

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

# EXCELLENCE IN INNOVATION

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

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 you have launched and how did investors respond to that?

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

# EXCELLENCE IN INNOVATION

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

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 SERVICE

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

1. How big is your team in Asia dedicated to servicing 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

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

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 firms?

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

# EXCELLENCE IN ESG

## \*\*\*HONG KONG & SINGAPORE ONLY

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?

*(2000 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

**\*\*\*HONG KONG & SINGAPORE ONLY**

**4. On the impact investment front – have you launched impact strategies (if not, why not?) 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 in your firm in 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

**\*\*\*HONG KONG & SINGAPORE ONLY**

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)*

# EQUITY HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

1. Which sub-asset class(es) within the equity space do you believe you have a competitive advantage in 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)*

# EQUITY HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

1c. Agency ratings (e.g. 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)*

# EQUITY HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

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' interests? 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)*

# EQUITY HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

6. Additional information you may wish to add.

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

# FIXED INCOME HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

1. Which asset class(es) within the fixed income space do you believe you have a competitive advantage in 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)*

# FIXED INCOME HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

1c. Agency ratings (e.g. 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)*

# FIXED INCOME HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

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' interests? 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)*



# FIXED INCOME HOUSE OF THE YEAR

**\*\*\*HONG KONG, SINGAPORE & THAILAND ONLY**

6. Additional information you may wish to add.

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

# MULTI-ASSET HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1. Which asset class(es) within the multi-asset space do you believe you have a competitive advantage in 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)*

# MULTI-ASSET HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1c. Agency ratings (e.g. 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)*

# MULTI-ASSET HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

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' interests? 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)*

# MULTI-ASSET HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

6. Additional information you may wish to add.

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

# ALTERNATIVES HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1. Which alternatives strategies do you have a competitive advantage in 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)*

# ALTERNATIVES HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1c. Agency ratings (e.g. Morningstar, FE Fundinfo).

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

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

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

1e. Highlight any new product launches during the year.

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

# ALTERNATIVES HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

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

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

3. How do you make sure that a particular investment process is replicable, regardless of who is leading a particular fund?

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

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

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



# ALTERNATIVES HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

5. What are your plans to strengthen your alternatives investment team?

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

6. Additional information you may wish to add.

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

# ETF HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1. Which asset classes do you have a competitive advantage in against other players? Why?

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

1a. Size of team and support for managers.

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

1b. Evidence of superiority versus peers.

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

# ETF HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

1c. Agency ratings (e.g. Morningstar, Fundinfo).

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

1d. Total AUM and how many types of strategies you manage.

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

1e. Highlight any new product launches during the year.

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

# ETF HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

2. What makes your ETFs different from those of other managers?

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

3. How do you make sure that your process is reliable, that risks are managed and liquidity is maintained?

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

4. What are your plans to strengthen your investment team?

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

# ETF HOUSE OF THE YEAR

**\*\*\*HONG KONG & SINGAPORE ONLY**

5. What are your plans to expand your product offerings?

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

6. Additional information you may wish to add.

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

# **FUND SELECTOR ASIA** **AWARDS 2023**



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