

2021 Competitive Rankings of Asset Managers – Asia (ex. Japan)

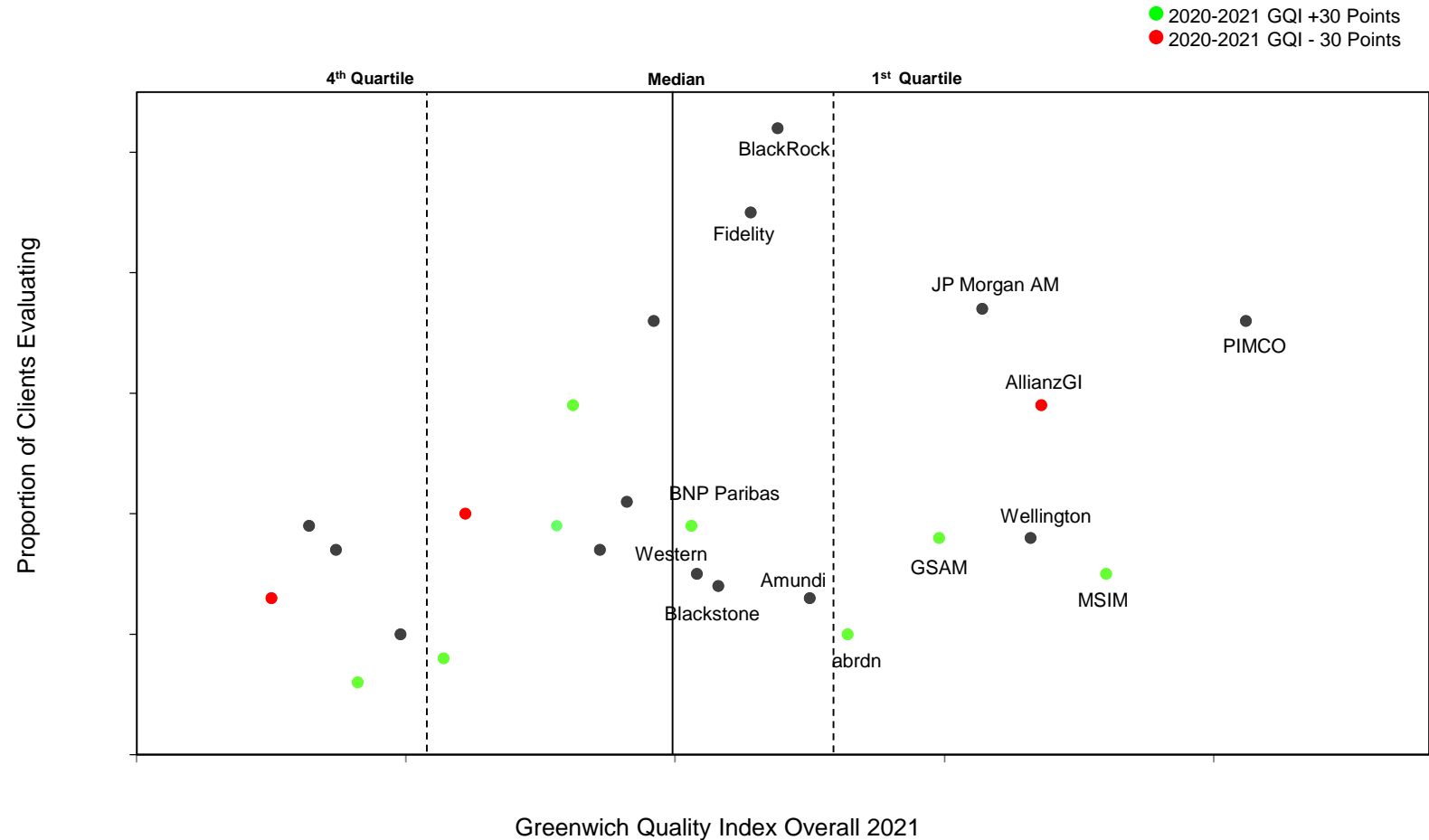
May 2022

Asia (ex. Japan) Institutional Investors



Asia Institutional Investors

Greenwich Quality Index – Overall – Competitive Landscape



Source: Source: Coalition Greenwich, GII-Asia-21

Asia Institutional Investors

Competitor Ranking – Service and New Business Development

*Top managers for Client Service quality
AllianzGI
Goldman Sachs AM
JP Morgan AM
PIMCO
Wellington

**Top managers for Business Development
AllianzGI
BlackRock
Morgan Stanley IM
PIMCO
Wellington

***Top managers for Fixed Income
AllianzGI
Fidelity
JP Morgan AM
PIMCO
Western

***Top managers for Equity
AllianzGI
Amundi
BlackRock
Morgan Stanley IM
Wellington

*Client Service quality includes how well the asset manager is able to understand the client goals and objectives, capabilities of relationship managers, quality of reporting documents and quality of formal and informal meetings.

**Managers evaluated on New business development are rated on their overall effectiveness of sales experience, trustworthy brand, engagement with intellectual capital, establishing credibility of their investment capabilities and effective resource allocation.

***Both Fixed Income and Equity ratings include the client's evaluation of clarity of Investment philosophy and consistency of the processes of the managers, capabilities of professionals managing investments, risk management, historical performance and forward looking view of performance.

Source: Coalition Greenwich, GII-Asia-21

Research Overview

- **Timing:** On an annual basis, from January to March, Greenwich Associates conducts in-person interviews in detail with the largest institutional investors in Asia.
- **Detailed interviews:** Senior fund professionals were asked to provide detailed information on their investment strategies, quantitative and qualitative evaluations of their investment managers, and qualitative assessments of those managers soliciting their business.
- **Secondary research:** In addition, a number of investors are included in this study based on information collected through secondary research and top-line interviews.
- The following table show the number of respondents covered in each country in 2021. In 2020, we interviewed 144 respondents across the region.

	Interviewed Decision Makers	Institutions Covered through Secondary Research	Institutions Covered
China	8	8	14
Hong Kong/Macau	28	17	43
Malaysia	6	8	14
Singapore	6	13	19
South Korea	45	5	37
Taiwan	21	2	15
Thailand	11	11	21
Other Countries*	8	11	19
Total	133#	75	182

* Bangladesh, Brunei, Cambodia, India, Indonesia, Pakistan, Philippines

Multiple interviews were conducted in large institutions. Total institutions interviewed is 107.

Source: Coalition Greenwich, GII-Asia-21

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