

Global Pandemic Disrupts Plans of Institutions and Asset Managers

2020 Greenwich Leaders: Asian Institutional Investment Management

July 9, 2020

Executive Summary:



Asian institutional assets have grown by more than 80% since 2012, reaching nearly \$15 trillion in 2020.

Over that same period, institutions throughout Asia increased the portion of their assets distributed outsourced to external firms for management from 16% to 22%.

Allianz Global Investors and PIMCO, the 2020 Greenwich Quality Leaders in Asian Institutional Investment Management, both stepped up as soon as the crisis began by reaching out to clients and helping them navigate the volatility.

Methodology:

Between January and March 2020, Greenwich Associates conducted 144 interviews with senior decision-makers at the largest institutional investors in Asia (ex. Japan). 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. Countries and regions where interviews were conducted include Bangladesh, Brunei, Cambodia, China, Hong Kong/Macau, Malaysia, Pakistan, the Philippines, Singapore, South Korea, Taiwan, and Thailand.

The data reported in this document reflect solely the views reported to Greenwich Associates by the research participants. Interviewees may be asked about their use of and demand for financial products and services and about investment practices in relevant financial markets. Greenwich Associates compiles the data received, conducts statistical analysis and reviews for presentation purposes in order to produce the final results. Unless otherwise indicated, any opinions or market observations made are strictly our own.

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