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Allianz Global Investors builds out a client advisory unit in Asia

Key takeaways

- Six specialists based in Asia including Hong Kong are fully dedicated to providing investment advisory and risk management services to clients in Asia
- Targets to partner with Asian institutions that are looking for a second opinion or are under-resourced, especially those seeking additional or new asset classes with an objective to improve investment outcome
- The firm sees business opportunities in digital wealth management, e.g. co-developed engines for building portfolios based on individual requirements and circumstances of the clients

Hong Kong: Allianz Global Investors (“AllianzGI”) announced that its global specialised function – branded as “risklab” – has expanded to cover Asia, with six investment advisory and risk management specialists spreading around Asia including Hong Kong, fully dedicated to advising clients in this region.

With more than 60 dedicated professionals globally, risklab has been adding resources in Asia since 2020. Through risklab, AllianzGI has in-house capabilities to support Asia Pacific institutional investors in strategic asset allocation, modelling and portfolio optimisation, which are recommendation-only advisory and analytical. In addition, AllianzGI will help Asian clients manage risk or incorporate downside management at the fund or portfolio level through leveraging global expertise.

Philip Tso, Head of Institutional Business for Asia Pacific at Allianz Global Investors, said:

“While larger institutions, sovereign and public funds and well-resourced funds are, in general, being served by large asset consultants, we see the demand in Asia Pacific from institutions that are either looking for a second opinion or under-resourced, especially those seeking additional or new asset classes with an objective to improve the investment outcome.

“With risklab, we have the expertise and tools to support holistic portfolio advice. Rather than merely a single strategy implementation, we can help their strategic decisions and desired investment outcomes throughout the investment process. We can also leverage the strength of our active portfolio management capabilities to create a customised solution. A multi-asset solution with risk management overlay is one such example.”

With more than 20 years of consulting experience in the industry, Philip is leading the risklab team in Asia and related development activities. One of AllianzGI’s business opportunities with risklab is to tap into the digital wealth management space, with the potential to co-develop engines with service providers for building portfolios based on individual requirements and circumstances of the clients.

“We believe clients value a partner providing consultative advice and practical solutions that are tailored to their unique investment objectives, more than a client engagement with product offerings only.”

With risklab’s success in delivering digital wealth management solution globally, AllianzGI is set to create customised solutions with its investment advisory, analytical and modelling capabilities to help banks, wealth managers and other financial services organisations in Asia expand their offerings.

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About Allianz Global Investors

Allianz Global Investors is a leading active asset manager with over 700 investment professionals in 25 offices worldwide and managing EUR 582 billion in assets for individuals, families and institutions.

We see investing as a journey and we seek to create value for our clients every step of the way. We invest for the long term, employing our global investment and risk capabilities and sustainable investing expertise to create innovative solutions that anticipate future needs. We believe in solving not selling – our goal is to elevate the investment experience for clients, wherever they are based and whatever their investment objectives.

Active is: Allianz Global Investors

Data as at 31 December 2020

Unless otherwise stated, all data, views and opinion are as of 17 March 2021.

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