**INSURANCE ASIA NEWS**
Institutional Asset Management Awards
2024
★★★★★

## Best Institutional Asset Manager
## Best Active Asset Manager
## Best Alternatives Manager
## J.P. Morgan Asset Management

**JPMAM has advanced from rank 10 to rank 3 in the global insurance third-party asset league table over the past 10 years, with half of this growth attributed to increased investments from existing clients. Additionally, its APAC ranking has risen from rank 6 to rank 2 in 2023, highlighting its robust regional presence.**

**J.P. Morgan Asset Management (JPMAM) produced another highly impressive display of investment expertise across a wide range of disciplines and is this year's winner of the marquee award, Best Institutional Asset Manager. Congratulations to the team at JPMAM. The group also garnered awards for Best Active Asset Manager and Best Alternatives Manager.**

The institutional knowledge built from a long history of investing in every market cycle provides a strong edge to JPMAM's investment process. The firm's dedicated Global Insurance Solutions team has over 70 professionals overseeing US$289 billion in insurance assets, US$26 billion of which is managed in Asia.

In 2023, the firm was awarded nine new mandates by insurers in Japan, China, Hong Kong, Singapore, Australia and Taiwan. Among those wins was a US$4 billion beta strategies mandate from an Australian insurer, a US$135 million equities mandate and a US$149 million fixed income mandate from two leading insurers in Singapore; and a US$385 million fixed income and a US$202 million alternatives mandate from two leading insurers in Japan.

Among these achievements was a sustainable Japan equity mandate with a long-standing client seeking to complement their existing Japan value strategy with a growth-focused manager. The sales, investment, and product strategy teams at JPMAM collaborated closely to position the Japan sustainable strategy as the ideal candidate. The client demonstrated strong support for the strategy, including additional investments made in 2023.

### Beta mandate
The US$4 billion beta strategy mandate from an Australian life insurer is another reflection of the strength of the team's relationship with its clients. This institution was seeking to combine their equity assets with one asset manager. Specifically, they wanted to identify one investment solution that could be leveraged across their various domestic and international equity portfolios.

Although the client's original intention was to appoint a market-cap weighted manager for both portfolios, the JPMAM team designed and presented a low tracking error, multi-factor equity solution within the client's tight fee budget that could provide incremental alpha opportunities above the client's investment benchmarks.

### Inflation hedge
The team is also currently in the process of onboarding an interest rate and inflation hedging mandate. Building on existing factor investing capabilities, the mandates also represent a significant gain for the AM Solution team's equity factor business globally.
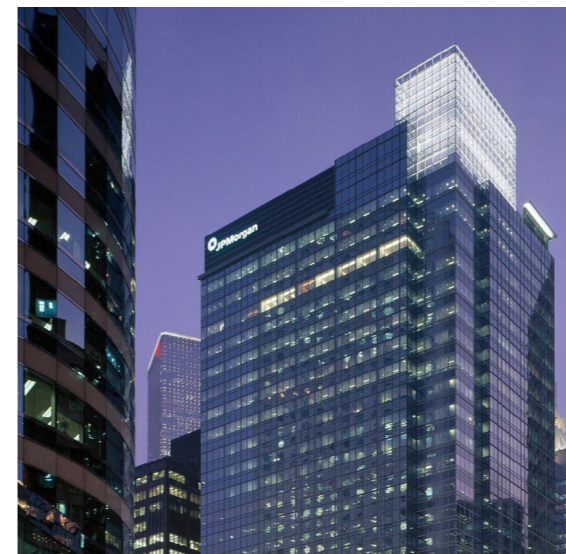
**James Peagam, Head of Global Insurance Solutions & APAC Institutional**

**With artificial intelligence playing an increasingly important role in portfolio management, the firm has integrated AI and machine learning applications to advance its global equities capability.**

JPMAM has also boosted its asset management footprint in mainland China, completing the acquisition of China International Fund Management in early 2023, and winning several key mandates from Chinese insurance clients.

The success of any insurance-oriented investment strategy hinges on combining regulatory and accounting expertise with fully implementable solutions tailored for unique capital requirements in each market, such as Japanese regulatory capital, China C-ROSS, Hong Kong RBC, Singapore RBC2 etc. Over the course of 2023, this has included the optimisation of portfolios based on Hong Kong RBC Matching Adjustment requirements.

### Alternatives
The alternatives business in Asia continues to grow strongly and JPMAM's AUM in the region has doubled since 2020. As of end-December 2023, the Global Alternatives team manages around US$2.6 billion for insurance companies across Asia Pacific.

JPMAM has an in-house Asset Management Derivatives (AMD) team to provide a global centre of excellence for multi-asset derivative expertise. AMD was formed in response to the growth in demand for outcome-oriented solutions.

The team has four focus areas: Enhanced income, e.g. call overwriting strategies in the equity and credit spaces; Liability mitigation, e.g. efficient mitigation of solvency capital charges and liability-driven derivative overlays; Downside protection, and Liquidity management.

The team adheres to a tried and tested investment process that incorporates both quantitative and fundamental investment frameworks. These are utilised to actively manage portfolios with the objective of delivering cashflow-driven returns, diversification and resilient outcomes.

### Differentiated solutions
In Asia, JPMAM has introduced several AMD solutions to Asian clients including a capital-efficient equity hedging strategy and an income-enhancement equity strategy.

With artificial intelligence playing an increasingly important role in portfolio management, the firm has integrated AI and machine learning applications to advance its global equities capability.

The extensive global resources, in investment and technology, of JP Morgan as a group gives JPMAM a fairly unique skillset to apply to client requirements. Continuity and stability of investment teams are also critical. JPMAM has one of the most experienced teams in the industry, which shares best practices and follows diligent research, risk management and investment processes.

Its commitment to excellence has led it to become a top insurance asset manager in the industry, particularly in Asia, where it has seen significant business growth in recent years.