

# Getting the right access to the China story

*In a video interview, Ashley Dale of Harvest Global Investments discusses the ever-growing investment opportunity in China for HNW investors, across equities and fixed income, especially with the MSCI inclusion of A-Shares.*

For HNW investors looking at investing into China, the key to doing this effectively is to understand the market and what drives the country.

This is essential, given that China is the engine for global emerging markets.

Plus, the opportunity-set is vast, which also makes it important to look to a fund manager which is able to see how the market might develop over the next five to 10 years.

This is according to Ashley Dale chief business development officer and chief marketing officer for Harvest Global Investments.

The market is also relatively cheap. And, as China begins to mature and MSCI includes China's A-Shares in its influential emerging markets benchmark, it is a question of how – not when – to invest, he explains.

## THE MSCI FACTOR

With China now included in the MSCI benchmark, there will be increased fund flows into the market.

This will hopefully come to local firms as well as international players, says Dale.

The first stage of the evolution will most likely be into passive instruments like ETFs, he predicts.

But as the money becomes more sophisticated and more and more institutions look at the market, they will look for solutions to cater to their needs.

## A MULTI-ASSET CLASS OPPORTUNITY

According to Dale, China represents much more than just an equity play.

Yet this depends on an individual investor's yield requirements, in terms of whether they will look to fixed income or not, he explains.



Regardless, he sees equities continuing to grow, especially given the innovation in China, such as in the tech space. ■