

# OMGI expanding distribution channel in Asia

*Asset management is an exciting business to be in, especially as markets flourish. In an exclusive interview with Hubbis, Carol Wong, Managing Director, Old Mutual Global Investors (OMGI) highlights what has worked for her business in Asia this year and discusses how she plans to help the business grow in the future*



CAROL WONG  
Old Mutual Global Investors

**T**HIS YEAR HAS BEEN GOOD FOR MOST FUND MANAGERS, irrespective of what funds they traded. Equities, fixed income, alternative funds are all performing well. In the coming year, however, Carol Wong of OMGI believes that there will be more volatility in the market.

The strategy has been to develop relationships with global private banks and regional private banks. Wong says that the firm has been quite successful in doing that, which is reflected in the growth of her business. Going forward, OMGI is looking to expand their channel of distribution and partner with relevant businesses in the region, such as retail institutions and insurance platforms.

In 2017, Wong highlights that the firm has been extremely successful in providing alternative funds. Their flagship fund, a market neutral strategy hedge fund, has been particularly well received by global private banking platforms. In Asia, fixed income investing is still gaining traction. Hence, Wong is looking into bring in more funds in the segment as well. OMGI is considering various options and is keen to bring in new choices within the category for investors.

In the coming year, OMGI hopes to be able to offer the best services and products in the asset classes they have a presence in. To support this ambition, one of the things the firm does is encourage each investment desk to set their own objectives, make their own decisions, and be accountable for their own actions. Wong believes this approach is what helps OMGI outperform its peers, and the freedom that is offered to fund managers is what attracts the best and the brightest minds to the firm. ■