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Acadian creates Asia ex-Japan institutional role

By Rita Raagas De Ramos September 1, 2011

Acadian Asset Management Singapore (Acadian AM Singapore) has hired Ho Yew Weng for the newly created role of director of institutional sales for Asia ex-Japan, which is a region that the company's parent expects to contribute significantly to its global growth.

Ho, who assumed his role on August 22, is leading Acadian AM Singapore's sales and client servicing expansion in the region, particularly targeting institutional clients in China, Thailand, Malaysia and Brunei. The company has a staff of 11, including two dedicated to institutional sales.

Acadian AM Singapore was set up in 1999 and is a wholly owned affiliate of Acadian Asset Management, a Boston-based investment manager specialising in active global and international equities strategies, managed volatility equities strategies and emerging markets fixed income.

"We are seeing increased interest in our strategies, and we believe that [Ho] will enable us to grow our business in this region," says Ross Dowd, Boston-based senior vice president and head of global marketing and client service at Acadian. "The investment climate has become much more favourable for our strategies. This is true globally and certainly also holds in this region.

Ho was previously managing director at Vanguard Investments Singapore, where he focused on managing institutional relationships in North Asia. Before that, he was director for business development and marketing at UOB Asset Management, also in Singapore. Prior to that, he worked at the Singapore Economic Development Board.

Ho "has developed strong relationships in the region and his breadth of investment knowledge will enable us to continue to provide bespoke service to our clients and prospective clients", Dowd says.

Before Ho joined Acadian AM Singapore, Rick Barry, managing director of the Singapore office and director of sales for Asia and Australia, led institutional sales in Asia ex-Japan. Ho reports to Barry, who now focuses on Japan and Australia.

“Expansion in Asia requires deep relationships that don’t form overnight,” Dowd says. Ho will “enable us to start conversations about a sophisticated investment process with a new group of people.”

Acadian, which was set up in 1986, managed US\$49.9 billion in assets for institutions as of end-July. The company focuses its research capabilities on developing customised investment strategies for its clients. It applies proprietary predictive techniques to analyse more than 40,000 securities in more than 60 markets worldwide.