

## Media Information

Hong Kong

October 4, 2023

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### **DWS and BOCHK Asset Management form Strategic Alliance in Asset Management**

DWS Group (DWS), one of the world's leading asset managers, today announced it has entered into a strategic alliance with BOCHK Asset Management Limited (BOCHKAM) to serve investors in Hong Kong.

The alliance brings together the complementary skills of DWS' robust investment capabilities across active, passive, alternatives, as well as bespoke solutions, and BOCHKAM's expertise in product development and servicing, as well as distribution reach in Hong Kong, creating a formidable proposition and unique opportunity for both entities.

Hong Kong's market size for authorized unit trusts and mutual funds is around US\$1,680.2 billion in net asset value.<sup>1</sup> DWS recognises the immense potential of the Hong Kong investment market and is keen to leverage the strategic alliance to establish a stronger foothold. DWS will tap into BOCHKAM's local market knowledge to offer investors solutions which meet their changing needs while BOCHKAM will provide its investors with greater access to the global investment expertise and innovative investment solutions offered by DWS, an investment heritage brand name since 1956.

**Vanessa Wang, Head of APAC and Head of Client Coverage APAC at DWS** commented: "We are very excited about our strategic alliance with BOCHKAM. This collaboration further strengthens DWS' ambition to grow our institutional, wealth management and retail solutions platforms in Hong Kong,"

"In the last few years, DWS has made significant progress in Asia Pacific. This is augmented by the expanded footprint and increasing number of new strategic alliances and partnerships, as well as the deepening of existing relationships with our partners. Our latest strategic alliance with BOCHKAM exemplifies our growth ambitions in key APAC markets where we synergistically work with like-minded partners to deliver the best outcomes for our clients and stakeholders."

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<sup>1</sup> Source: Securities and Futures Commission, [https://www.sfc.hk/-/media/files/PCIP/Statistics/d03\\_20230810.pdf](https://www.sfc.hk/-/media/files/PCIP/Statistics/d03_20230810.pdf). Data as at end June 2023.

BOCHKAM is one of the fastest growing asset managers in Hong Kong with established retail and channel connections.

**SHEN Hua, Chief Executive Officer at BOCHKAM** remarked: “We are very delighted to forge a strategic alliance with DWS, one of the top asset managers with extensive investment experience globally. By combining each other’s strengths, this alliance will position both companies well to develop innovative investment strategies that are closely aligned with the evolving needs of investors, resulting in superior outcomes for our clients.”

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**About DWS Group**

DWS Group (DWS) with EUR 859bn of assets under management (as of 30 June 2023) aspires to be one of the world's leading asset managers. Building on more than 60 years of experience, it has a reputation for excellence in Germany, Europe, the Americas, and Asia. DWS is recognized by clients globally as a trusted source for integrated investment solutions, stability, and innovation across a full spectrum of investment disciplines.

We offer individuals and institutions access to our strong investment capabilities across all major liquid and illiquid asset classes as well as solutions aligned to growth trends. Our diverse

expertise in Active, Passive and Alternatives asset management – as well as our deep environmental, social and governance focus – complement each other when creating targeted solutions for our clients. Our expertise and on-the-ground knowledge of our economists, research analysts and investment professionals are brought together in one consistent global CIO View, giving strategic guidance to our investment approach.

DWS wants to innovate and shape the future of investing. We understand that, both as a corporate as well as a trusted advisor to our clients, we have a crucial role in helping to navigate the transition to a more sustainable future. With approximately 4,400 employees in offices all over the world, we are local while being one global team. We are committed to acting on behalf of our clients and investing with their best interests at heart so that they can reach their financial goals, no matter what the future holds. With our entrepreneurial, collaborative spirit, we work every day to deliver outstanding investment results, in both good and challenging times to build the best foundation for our clients' financial future.

#### **About BOCHK Asset Management**

Established in 2010, BOCHK Asset Management Limited (“BOCHKAM”) is a wholly-owned subsidiary of BOC Hong Kong (Holdings) Limited. BOCHKAM is committed to providing retail and institutional investors with a wide array of Bond, Equity and Alternative Investments products such as private equity and real estate investments, as well as comprehensive investment solutions tailored to their risk/return profile. In addition, BOCHKAM also manages investment funds for clients and customizes discretionary investment portfolios to maximize the potential returns.

BOCHKAM has achieved excellent performance since its establishment and has won a number of industry awards. In 2022, Asia Asset Management named the company as the “Best China Fund House in Hong Kong”, and hailed it as the “Best RMB Manager in Hong Kong” for three consecutive years in 2023. BENCHMARK presented the company with two awards, namely “Outstanding Achiever, China Equity” and “Outstanding Achiever, RMB Fixed Income” in 2022. In the CAMA HK–Bloomberg Offshore China Fund Awards 2021 jointly organized by Chinese Asset Management Association of Hong Kong and Bloomberg, BOCHKAM won the “Most Innovative Product–Mutual Fund” award in the ESG related category. #

#Source: Asia Asset Management's awards reflect performance as of 30 November of the previous year, please visit [www.asiaasset.com](http://www.asiaasset.com) for details. The awards presented by BENCHMARK are “Fund of the Year Awards 2021” and they reflect performance as of the end of September 2021. For more information on the awards, please visit [www.benchmark.today/fund-awards/](http://www.benchmark.today/fund-awards/). “The CAMA HK–Bloomberg Offshore China Fund Awards 2021” reflect performance as at 30 September 2021. Please visit

<https://www.bloomberg.com/company/press/hkcama-and-bloomberg-host-seventh-annual-offshore-china-fund-awards/> for award details.