A Special Report from



Savvy Investor Awards 2019

Celebrating the world's best investment content and thought leadership









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SI SAVVY INVESTOR

The world's best investment content and thought leadership



ANDREW PERRINS

CHIEF EXECUTIVE,

Andrew Perrins is a former Actuary and Director of Asset Allocation with Abbey Life and Chase Asset Management.

SAVVY INVESTOR AWARDS 2019

We are delighted to bring you the results of our fourth, annual, Savvy Investor Awards, celebrating the best asset management thought leadership content from around the world.

Savvy Investor is the world's leading content hub for institutional investors. Since launch in 2015, our team has curated over 30,000 white papers, rating, categorising and tagging every item. This means that institutional investors can instantly access a list of the top papers on any given investment topic. It also provides us with a unique platform from which to host these Awards.

Papers short-listed for the Awards are assessed based on their quality, readability and appeal to our institutional investor audience. We begin with a short-list of just over 500 papers, consisting of nominated papers plus those which have seen the most engagement on our site in 2019. This is then further filtered in a three-stage process until the winners are finally selected.

Savvy Investor is occasionally commissioned by asset management firms to carry out "Content Quality Audits", assessing the quality of their investment content and providing recommendations for improvement. For more details on this service, or to learn more about the KPIs that Savvy Investor uses to assess content quality, please contact jonny.walthall@savvyinvestor.net

ANDREW PERRINS

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PGIM wins best investment paper 2019

Savry Investor Averds
Best Investment Placer
2019
POIM

PGIM's paper on evolving corporate business models wins the overall award for best paper of 2019



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THE FUTURE MEANS BUSINESS: INVESTMENT IMPLICATIONS OF TRANSFORMATIVE NEW CORPORATE MODELS (PGIM, 2019)

Most papers examining "megatrends" do so at a macroeconomic, regional or industry level; the bottom-up perspective is often overlooked. This paper examines the evolution of corporate business models and explores how investors should respond to the radical changes that are taking place. The authors identify three new business models that they believe will be especially transformational:

Firstly, firms are increasingly becoming 'weightless'. This newfound weightlessness is predominantly due to the shift from physical capital (plant, property, and equipment) to intangible assets such as R&D, intellectual property, and software. As of 2017, intangible assets constituted over 80% of the market value of S&P500 companies. Part of this weightlessness also stems from the ability to operate with fewer employees, and from flexible work arrangements that mitigate the need for large corporate offices.

Industry concentration is also on the rise, partly due to the emergence of new 'superstar firms'. The competitive advantages of these superstar firms, whether stemming from being a first mover, from economies of scale, or from leveraging technology better than their peers, have backed the other (non-superstar) corporations into one of two corners – either becoming an acquisition target, or winding up obsolete.

Firms are also becoming more **purposeful** in nature and holding themselves accountable for effecting positive changes in the world at large. Corporate social responsibility and ESG goals are increasingly being incorporated into the governance structure of organizations.

CIOs and other institutional investors should not only take heed of these firm-wide changes, but take proactive steps to address them head-on, such as properly accounting for intangibles within corporate risk models, adapting ESG approaches and metrics to different types of firms or industries, and identifying the opportunities and threats presented by the world's superstar firms.

Global trends in investment content and thought leadership



MATTHEW KIMBROUGH

Matthew Kimbrough is a former Fixed Income Portfolio Manager and MBA graduate from HEC Paris, having previously worked for Argent Financial Group and JP Morgan in both the U.S. and U.K.



At the beginning of this year, Savvy Investor launched a new quarterly report for Investment Marketers. Our "Investment Content Quarterly" monitors how institutional investors are engaging with investment content, by topic, by role and by geography.

Savvy Investor is uniquely positioned to commentate on content trends. We effectively have a live "survey sample" of over 43,000 highly engaged members from the institutional investor community, who download around 30,000 articles and white papers every month.

Our most recent publications document the sharp growth in engagement with ESG content and the continuing strong interest in factor investing. They reveal that thought-provoking asset allocation content is always popular, as is thoughtful content on manager selection, stock selection, and portfolio construction. Investors continue also to engage strongly with content on the business of asset management.

Within the investment management industry, expenses are under pressure, due to the pervasive adoption of passive investing and the effect that this has on asset management fees. In this competitive environment, it is more important than ever to demonstrate that marketing budget is used effectively. It is notable that against this backdrop, Savvy Investor is experiencing stronger-than-ever growth in the number of asset managers working with us.

To receive a copy of the latest "Investment Content Quarterly" or to learn about partnering with Savvy Investor, please contact jonny.walthall@savvyinvestor.net

MATTHEW KIMBROUGH

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The asset manager for a changing world

Category Winners 2019



SAVVY INVESTOR

BEST ASSET ALLOCATION PAPER 2019

Robecco

5-year Expected Returns 2020-2024: Escaping the Hall of Mirrors

VIEW PAPER



QMA

Value vs. Growth: The New Bubble

VIEW PAPER



MSCI

2019 ESG Trends to Watch

VIEW PAPER -







CFA Institute

BEST

ALTERNATIVES

Bain & Company

Global Private Equity

PAPER 2019

Investment Professional of the Future

VIEW PAPER

BEST PENSIONS PAPER 2019 (NORTH AMERICA)

Wellington Management

U.S. DB dilemma: How do investment decisions affect stock returns?

VIEW PAPER →

BEST PENSIONS PAPER 2019 (UK AND EUROPE)



Patient Capital and Illiquid Investment: A Guide for UK **Pension Funds**

VIEW PAPER



BEST REAL ASSETS PAPER 2019

Nuveen

Upcoming Urbanites: Urbanization drives major economic shifts

VIEW PAPER

VIEW PAPER

BEST STRATEGY & ECONOMICS **PAPER 2019**

JP Morgan Asset Management

JP Morgan Quarterly Guide to the Markets

VIEW PAPER -



PineBridge Investments

China Icebergs: Forces That Could Reshape the World

VIEW PAPER

BEST FIXED INCOME PAPER 2019

PGIM Fixed Income

Fixed Income: Capturing the Opportunity of Constraints

VIEW PAPER

BEST QUANT PAPER 2019

AQR Capital Management

Factor Momentum Everywhere

VIEW PAPER

BEST MEGATRENDS PAPER 2019

BNY Mellon Investment Management

Future-Proofing Your Asset Allocation in the Age of Mega Trends

VIEW PAPER -

BEST ETFS PAPER 2019

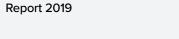
S&P Dow Jones Indices

ETFs in Insurance **General Accounts**

VIEW PAPER →

For a full list of all Award Winners, please visit:

www.savvyinvestor.net/awards-2019







ESG and Sustainable Investing



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BEST ESG PAPER 2019: MSCI

WINNER:

2019 ESG Trends to Watch By MSCI

HIGHLY COMMENDED:

Passive Investing 2019: The rise of stewardship By DWS/Create Research

Assessing Risk Through
ESG Exposures
By AQR Capital Management

EROCI and the Tough Road Ahead for Oil By BNP Paribas Asset Management

Is there any green under the hood? Energy transition metals By Candriam (only available in the UK & Europe)

A Survey of ESG Vendor Data: Strategies for Managing Score Differences By Qontigo

Why emerging markets are defined by ESG

By DWS (only available in the UK)

FEATURED PAPER: AVIVA INVESTORS

Private wants, public needs: Creating better incentives for tech, pharma and infrastructure (Aviva Investors, 2019)

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In some instances, the private sector functions more efficiently than the public sector. For example, SpaceX recently began re-using rocket parts, which has driven down the cost of space flight significantly when compared to previous missions undertaken by NASA. In other cases, incentives are not properly aligned to allow the private sector to work towards a particular public good (such as the development of certain antibiotics or using viruses to fight bacteria). Whether the answer comes in the form of tax credits, golden payments for achieving milestones, or guarantees, there are several ways for governmental bodies and other public entities to aid the private sector, or for more than one party to work together towards a common goal. Figuring out better ways to share the costs of large-scale projects, as well as the risks at hand once they are undertaken will be critical aspects of future public-private collaborative partnerships.

Asset Allocation



BEST ASSET ALLOCATION PAPER 2019: ROBECO

WINNER:

5-year Expected Returns 2020-2024: Escaping the Hall of Mirrors By Robeco

HIGHLY COMMENDED:

2019 Long-Term Capital Market Expectations
By Franklin Templeton

Investing for the long term By UBS Asset Management

Balancing Act: Managing Risk across Multiple Time Horizons By FCLT

Slower growth and performance: five-year capital market expectations

By UBS Asset Management

2020 Long-Term Capital Market Assumptions By Invesco (only available in selected countries)

Time to evolve: a quartercentury of FX reserve management By UBS Asset Management

FEATURED PAPER: ROBECO

Global Factor Premiums (Robeco, 2019)

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When investigating the existence of factors, most hypothesis testing is performed on U.S. equity market returns, using data sets that stretch back 20 or 30 years. However, the specific factors examined, the sample sizes, and the methodologies are often different. The situation is compounded by the allure of discovering new factors and the pressure to publish research on a popular topic like factor investing. As a result, it is widely thought that many of these 'newly discovered' factors may actually be the result of spurious relationships (false positives, a.k.a. type 1 errors). This is a process that statisticians refer to as 'p-hacking.'

Robeco's quantitative analysts adopt a more rigorous approach, simultaneously examining the significance of six global return factors across four different asset classes, using over 200 years of data and robust statistical criteria. The results speak for themselves the existence of these particular factors has become very difficult to refute.

Factor Investing



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BEST FACTOR INVESTING PAPER 2019: QMA

WINNER:

Value vs. Growth: The New Bubble By QMA

HIGHLY COMMENDED:

Global Factor PremiumsBy Robeco

Do Factor Premia Vary Over Time? A Century of Evidence By AQR Capital Management

What, Exactly, Is a Factor? By Qontigo

Smart Beta 2019 - Global Survey Findings from Asset Owners By FTSE Russell

What explains the poor performance of factor strategies over the last 3 years? By Scientific Beta

Factor Investing in Equities and Corporate Bonds: Neutralising Bias By BNP Paribas Asset Management

FEATURED PAPER: BNP PARIBAS ASSET MANAGEMENT

Factor Investing in Equities and Corporate Bonds: Neutralising Bias (BNP Paribas AM)

Click to download

Factor investing strategies use style factors such as value, quality, momentum or low risk to tilt portfolios in favour of rewarded risk premia. Such an approach is based on strong academic and empirical evidence, which suggests that stocks and corporate bonds exhibiting these characteristics should deliver higher risk-adjusted returns over the long-term.

This paper makes the distinction between style factors (which are expected to generate excess return) and unrewarded factors. When building factor exposures it is important to control the exposures to these unrewarded factors, ensuring that the portfolio has no tracking error risk, relative to a benchmark portfolio, resulting from active exposures to them. Instead, the tracking error risk should result from tilting towards desirable style factors. BNP Paribas shows that 'purifying' factor exposures in this manner leads to greater information ratios for both equity and debt portfolios.

Fixed Income and ETFs



BEST ETFs PAPER 2019: S&P DOW JONES INDICES

WINNER:

ETFs in Insurance General Accounts
By S&P Dow Jones Indices

HIGHLY COMMENDED:

High-yield bonds and floating-rate loans: Is indexing a sensible choice? By Eaton Vance (only available in the US & Canada)

The Revenge of the Stock Pickers By CFA Institute (Financial Analysts Journal)

Guide to ETFs iShares
By BlackRock
(only available in selected countries)

The Performance of Exchange-Traded Funds By Robeco

EDHEC European ETF, Smart Beta and Factor Investing Survey 2019 By EDHEC

Are Passive Funds Really Superior Investments? An Investor Perspective By CFA Institute (Financial Analysts Journal) BEST FIXED INCOME PAPER 2019: PGIM FIXED INCOME

WINNER:

Fixed Income: Capturing the Opportunity of Constraints By PGIM Fixed Income

HIGHLY COMMENDED:

High Yield: Dealing with Fallen Angel Risk By Moody's

Traditional and Alternative Factors in Investment Grade Corporate Bond Investing

By Amundi Asset Management (not available in the US)

U.S. Corporate Bond Market: Where Has My Credit Premium Gone?
By Mellon Capital

Rehabilitation of the European Structured Finance Market By BNP Paribas Asset Management

Optimizing Yield Curve Positioning for Multi Asset Portfolios By PIMCO

Corporate Leverage Through the Cycle By MFS Investment Management



Quantitative Strategies



BEST QUANT PAPER 2019: AQR CAPITAL MANAGEMENT

WINNER:

Factor Momentum Everywhere By AQR Capital Management

HIGHLY COMMENDED:

Buffett's Alpha

By CFA Institute (Financial Analysts Journal)

Market Efficiency: Who is on the Other Side?

By BlueMountain Capital Management

Invesco Vision Portfolio Management Decision Support System

By Invesco (only available in selected countries)

Equity Risk Premiums (ERP): Determinants, Estimation and Implications By Aswath Damodaran

Uncovering Macro Characteristics in Carry Portfolios

By QMA

Constrained Risk Budgeting Portfolios

By Amundi Asset Management (not available in the US)

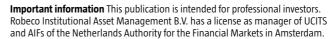
FEATURED PAPER: INVESCO

Invesco Vision: Portfolio management decision support system (2019)

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Invesco Vision is a portfolio management decision support system. Backed by the BarraOne risk model, Invesco Vision allows for the precise modelling of asset covariances and other inputs related to risk evaluation. It also provides easy access to several portfolio construction and optimization techniques, such as Robust MVO, equal risk portfolios, and minimum variance portfolios. In addition to this, it is capable of running factor decompositions and scenario analysis. The paper concludes with 15 case studies on the application of Invesco Vision to common investment challenges such as risk optimization with respect to a reference portfolio, LDI solutions for DB pensions, and improving risk-adjusted returns using alternative assets.







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Developed and Emerging Markets



BEST STRATEGY & ECONOMICS PAPER 2019: JP MORGAN ASSET MANAGEMENT

WINNER:

JP Morgan Quarterly Guide to the Markets

By JP Morgan Asset Management

HIGHLY COMMENDED:

Late-Cycle Investing: Survive and Thrive By Neuberger Berman (only available in selected countries)

The Survivability of the Euro
By Invesco
(only available in selected countries)

Debunking the yield curve as a 'super-forecaster' of recessions

By BNP Paribas Asset Management

Global Macro Trends: Wisdom in Curiosity

By KKR

Guide to Recessions: What to look out for and how to prepare

By Capital Group

(only available in selected countries)

Wealth Inequality A Tale of the Diverging Tails
By PGIM Fixed Income

BEST EMERGING MARKETS PAPER 2019: PINEBRIDGE INVESTMENTS

WINNER:

China Icebergs: Forces That Could Reshape the World By PineBridge Investments

HIGHLY COMMENDED:

Investing in the Changing Shape of Emerging Markets

By Amundi Asset Management (not available in the US)

Avoiding "diversification decay" in emerging-markets debt

By Eaton Vance

(only available in selected countries)

The Global Ramifications of a China Debt Crisis By Moody's

Uncovering Alpha Opportunities in EM Corporates

By PGIM Fixed Income

The future of EMs: A development marathon, not a growth sprint By Wellington Management

Banning Huawei:

an act of economic war

By Hermes Investment Management (not available in the US)

Pensions Investment



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BEST PENSIONS PAPER 2019 (UK and EUROPE): PLSA

WINNER:

Patient Capital and Illiquid Investment: A Guide for UK Pension Funds By PLSA

HIGHLY COMMENDED:

LCP UK Investment Management Fees Survey 2019 By LCP

Responsible Investment as a Motivator for Generation DC

By Franklin Templeton

UK DB Consolidation: One year on

By Hymans Robertson (only available in the UK)

What is CDC and how might it work in the UK?

By PPI (only available in the UK)

The future of retirement

By Aviva Investors (only available in selected countries)

CPI liabilities: the wedge and the hedge

By LGIM (not available in the US or Canada)

BEST PENSIONS PAPER 2019 (NORTH AMERICA): WELLINGTON MANAGEMENT

WINNER:

U.S. DB dilemma: How do investment decisions affect stock returns?

By Wellington Management

HIGHLY COMMENDED:

2019 Defined Contribution Trends Survey By Callan Institute (only available in the US)

Secure Retirement: Connecting Financial Theory & Human Behavior By CFA Institute Research Foundation

The world's largest 300 pension funds By Thinking Ahead Institute

U.S. Corporate Pension De-Risking: More Than Just Bonds By GSAM (only available in the US)

Global Pension Assets Study 2019

By Thinking Ahead Institute

How America Saves 2019 By Vanguard

Real Assets and Alternatives



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BEST REAL ASSETS PAPER 2019: NUVEEN

WINNER:

Upcoming Urbanites: Urbanization drives major economic shifts By Nuveen

HIGHLY COMMENDED:

Real Assets & Portfolio Construction for Institutional Investors

By PGIM Institutional Advisory & Solutions

Real Assets Study

By Aviva Investors
(only available in the UK & Europe)

Emerging Trends in Real Estate: Global Outlook

By PwC

Climate risk in private real estate portfolios: What's the exposure? By MSCI

Global Real Estate Summary By UBS Asset Management

The role of real assets in shaping a sustainable future

By Aviva Investors

(only available in selected countries)

Real Assets - The New Mainstream By Aquila Capital BEST ALTERNATIVES PAPER 2019: BAIN & COMPANY

WINNER:

Global Private Equity Report 2019By Bain & Company

HIGHLY COMMENDED:

Private Assets: The Tradeoff Between Liquidity and Performance By PGIM Institutional Advisory & Solutions

How hedge funds and investors continue to strike the right note in aligning their interests By AIMA

The Keys to Private Equity Portfolio Assessment By Callan Institute

Private markets coming of age By McKinsey & Company

Capital Formation: The Evolving Role of Public and Private Markets By CFA Institute

Reducing the cost and complexity of supporting alternatives
By SimCorp

Industry and Megatrends



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BEST INVESTMENT INDUSTRY PAPER 2019: CFA INSTITUTE

WINNER:

Investment Professional of the FutureBy CFA Institute

HIGHLY COMMENDED:

How can asset managers meet the needs of asset owners in the Great Acceleration? By Thinking Ahead Institute

Asset & Wealth Management 2025: The Asian Awakening By PwC

Trends in the Expenses and Fees of Funds

By Investment Company Institute

Asset Managers & Wholesale Banks: Searching for Growth in Disruption By Oliver Wyman / Morgan Stanley

Will the good times keep rolling for Asia's asset managers?
By McKinsey & Company

How much do fees affect the active versus passive debate?
By S&P Dow Jones Indices

BEST MEGATRENDS PAPER 2019: BNY MELLON INVESTMENT MANAGEMENT

WINNER:

Future-Proofing Your Asset Allocation in the Age of Mega Trends
By BNY Mellon IM

HIGHLY COMMENDED:

Five things you should know about trends investing
By Robeco

Tech Trends 2019: Beyond the digital frontier
By Deloitte

Megatrends: The forces shaping our future iShares
By BlackRock
(only available in selected countries)

Megatrends: The economics of a graying world
By Vanguard

Artificial Intelligence: Real opportunity
By Franklin Templeton

Machine Learning for Investment Managers By SimCorp

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BOOST YOUR BRAND REPUTATION AND GENERATE WARM LEADS

Savvy Investor www.savvyinvestor.net is the world's leading platform for white paper distribution. Every month, around 30,000 white papers are downloaded from the site.

Quality of site membership is very high. Membership of Savvy Investor is restricted to institutional investors and their service providers. Members are required to register using their professional email address, which is then verified. The vast majority of members work either for asset management firms, pension funds or investment consultants.

The site is personalised to the requirements of the individual user. During registration, members indicate their professional interests by selecting from a list of 50 topics. These "followed" topics can be amended at any time and are used to populate content for the user's home page, newsletters and promotional emails.

ELITE AND PREMIUM PARTNERSHIPS

Savvy Investor works with more than 40 different asset managers, index providers and investment organisations to promote their papers, to affirm their "thought-leadership" credentials and to generate quality leads.

When we promote a Partner's paper, we bring it decisively to the attention of our members, giving it high visibility on the website, including it in the weekly newsletter and in thematic emails to targeted members, including it in the "Savvy Blog" and promoting it via social media, particularly LinkedIn.

With a research library of over 10,000 papers, white paper promotion can be the difference between a report being widely read or being virtually invisible. The papers we promote will often receive several hundred views over the course of the month, typically resulting in almost 200 unique member downloads. Non-promoted papers will receive a fraction of this engagement.

To explore partnership with Savvy Investor, email stuart.blake@savvyinvestor.net or give him a ring on +44-203-327-2259. Alternatively, download our Media Pack.

Content Quality Audits



CONTENT QUALITY

Asset managers should not underestimate the value of developing excellent investment content. In the mind of an institutional investor, the quality of an asset manager's content reflects the quality of your thinking. When an investor engages with your thought leadership, they are getting to know you as a company. The more they get to know and admire your content, the more likely they are to trust you with their funds.

INDEPENDENT ANALYSIS AND RECOMMENDATIONS

Most of our partners have plenty of tools at their disposal to measure the reach of their content. But how do you independently assess **content quality?** How can you measure whether your content is enhancing or harming your reputation?

Savvy Investor is uniquely positioned to assess the quality and appeal of investment content. Every year, more than 9,000 white papers, market commentaries and blog posts are uploaded to the site, including content from most of the leading asset management companies and investment consultants.

Savvy Investor has been commissioned by leading asset management firms to assess the quality of their content and provide recommendations for improvement. We do this by assessing, scoring and commenting on at least twenty pieces of your content; comparing your scores to a relevant sample of competitor firms. The final output is a sixteen-page report providing an assessment of the quality of your content, your competitor ranking, and recommendations. We recommend that this process is carried out at least every

ASSESSING CONTENT QUALITY

When assessing the quality of your content, the Savvy Investor Research Team considers five key performance indicators ("KPIs").

- Title and Subject
- Substance and Depth
- Presentation and Prose
- Impartiality and Objectivity
- · Popularity with our audience

The first KPI primarily influences the likelihood that a user will click on your content. The next three relate to the quality of the paper and are the primary drivers of "Brand Content Reputation" (BCR).

The final KPI (based on popularity) provides an objective measure of engagement with the paper. We report on member engagement with your content on the Savvy Investor platform and measure recurring views (the probability that a member engages with second and third papers from the same company).

To find out more, or to request a Content Quality Audit, please email andrew.perrins@savvyinvestor.net

About Savvy Investor

The world's leading knowledge network for institutional investors



OUR FOCUS IS ON ENABLING INSTITUTIONAL INVESTORS TO IMPROVE THEIR INVESTMENT PROCESSES AND TO WORK SMARTER.

Savvy Investor is the world's leading "knowledge network" for institutional investors. Membership is free, providing pension funds and other investors with access to over 10,000 white papers and market commentaries, covering a wide range of pensions and investment topics. Savvy Investor provides each member with a personalised experience, presenting them with the latest white papers and thought leadership content based on their topic preferences. Membership is restricted to institutional investors and their service providers, and member engagement is high; every month, around 30,000 white papers are downloaded from our site – more than any other competing institutional investor platform.

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That's why we're breaking down barriers to ensure you get the very best of our collective expertise with every investment.

That's why we strive to act and invest responsibly for you and the world around us.

Find out how we bring it all together at avivainvestors.com/together



For today's investor

The value of investments can go down as well as up. Investors may not get back the original amount invested.

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