

# Asset Management Competitor Tracker: Q3, 2010

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# **Abstracts**

#### Introduction

The Asset Management Competitor Tracker provides expert analysis and opinion on the strategic moves of leading competitors in the asset management space. Produced on a quarterly basis, the Tracker is a global product and covers over 45 players and their associated brands, including BNP Paribas, BNY Mellon, Commerzbank, HSBC, Rabobank and Schroders.

#### Features and benefits

Gain invaluable information on your key competitors in one concise document, and track long-term trends using the interactive news database.

Sharpen your strategy by implementing the best market, product, competitor and strategic developments of leading global players.

Learn the Datamonitor Wealth & Investments Team's view on the most important competitor developments in the month.

### Highlights

The third quarter of 2010 saw a decrease in competitor developments compared to the previous two quarters. The number of developments stood at 57, which was significantly down on the first quarter high of 101 competitor movements.

The majority of competitor developments during the quarter were related to M&A, Partnership and Organic Growth developments. One example of a key development this



quarter includes BNY Mellon's acquisition of BHF Asset Servicing.

### Your key questions answered

What have been the key product developments and innovations amongst my competitors?

Which regions have experienced the most competitor activity?



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Catalyst Summary Methodology

## INTRODUCTION

The Asset Management Competitor Tracker provides both one-month and 12-month views of developments

Each quarter, Datamonitor tracks the most relevant announcements from 48 competitors

Datamonitor's Asset Management Team provides analysis of the key developments A fully searchable database of the past 12 months of developments is also delivered alongside the report

## **KEY TRENDS AND DEVELOPMENTS IN Q3 2010**

The number of developments in the asset management industry was lower in Q3 compared to the previous two quarters

Competitor developments numbered 57 in Q3 2010

M&A, partnerships and organic growth accounted for the majority of activity in Q3 2010 Western Europe remains the most active region for asset management developments

## **PRODUCT INNOVATION AND CUSTOMER TARGETING**

Aviva

Aviva announces the launch of Aviva Lisséo Duo Septembre 2011 – September 2010 Barclays

Barclays launches the market-linked Wealthbuilder Bond – September 2010 BNP Paribas

BNP Paribas Securities Services launches Chinese yuan bonds in Hong Kong – September 2010

**BNY Mellon** 

BNY Mellon's new approach attracts corporate pension plans – July 2010
BNY Mellon provides services for exchange-traded fund short positions – July 2010
BNY Mellon Asset Management launches a new global bond fund – September 2010.



BNY Mellon Asset Management launches a new global equity fund – September 2010 Citibank

Citi launches support services for hedge funds and private equity funds – September 2010

Deutsche Bank

Deutsche Bank announces launch of automated equity trading services – August 2010 Henderson

Henderson extends its Central office Fund I – August 2010

Henderson launches agriculture hedge fund – September 2010

Henderson announces next fund targeting apartment properties - September 2010

### HSBC

HSBC France announces the launch of HSBC Cap 18 – July 2010

HSBC launches new bond fund – July 2010

J.P. Morgan

J.P. Morgan adds regulatory reporting capabilities for GASB 53 requirements – July 2010

J.P. Morgan launches regulatory reporting capabilities for Money Market Funds –

September 2010

Merrill Lynch

Merrill Lynch launches an ETF algorithm for its clients – July 2010

Morgan Stanley

Morgan Stanley and PSAM launch UCITS III Fund – August 2010

Morgan Stanley introduces research application for iPad and iPhone – August 2010 Pictet

Pictet launches a UCITS III-compliant environmental fund – August 2010 Rabobank

Rabobank launches 100-year bond – September 2010

Rabobank Pensioenfonds to reassess its investment portfolio – July 2010

Schroders

Schroders to improve defined benefit schemes with Flight Path – September 2010 Société Générale

Société Générale adds five new series of options on ETFs – July 2010

## **M&A, PARTNERSHIPS AND ORGANIC GROWTH**

### ABN Amro

ABN Amro restructures business after merger – July 2010



#### Allianz

Allianz Real Estate announces acquisition of retail assets from Aldi Süd – August 2010

## AXA

AXA renews agreement with BNP Paribas - August 2010

AXA Asia Pacific Holdings extends response period for National Australian Bank – July 2010

**BNP** Paribas

BNP Paribas Investment Partners launches investment forum with Erik Orsenna – July 2010

BNP Paribas announces the migration of Banco Popolare di Milano's depository bank business – July 2010

BNP Paribas announces investment in Irish windfarm - August 2010

BNP Paribas Securities Services to reorganize its business - September 2010

BNP Paribas Asset Management to divest stake in SYWG BNP Paribas – September 2010

Bank of New York Mellon

BNY Mellon acquires PNC's Global Investment Servicing business – July 2010

BNY Mellon Asset Servicing forms Global Financial Institutions Group - July 2010

BNY Mellon to provide stress tests to OneAmerica funds - August 2010

BNY Mellon acquires BHF Asset Servicing- August 2010

Citigroup

Citi announces sale of stake in fund of funds and co-investments business – July 2010 ZAO Citibank partners with Allianz ROSNO Asset Management – September 2010 Commerzbank

Commerzbank launches joint brand with Dresdner Bank – September 2010 Commerzbank divests its stake in Brazilian subsidiary to Scotiabank – September 2010

## Deutsche Bank

Deutsche Bank enters into partnership with Craigs Investment Partners – August 2010 Deutsche Bank finalizes its takeover offer for Postbank – September 2010 Henderson Global Investors

Henderson Global Investors divests stake in Brewery – September 2010 Henderson acquires prime holding retail units in Maidenhead – August 2010

### HSBC

HSBC expands presence in India with acquisition of Royal Bank of Scotland's local



operations - July 2010

HSBC partners with TOTSA for trading of energy-related products – July 2010

### ING

ING to sell its stake in Canadian property portfolio - August 2010

J.P. Morgan

Mediolanum awards third-party securities lending mandate to J.P. Morgan – July 2010 J.P. Morgan to deliver fund administration and prime custody services to AQR Capital Management – September 2010

Julius Baer

Julius Baer further expands its footprint in Asia – September 2010

Lloyds Banking Group

Lloyds Banking Group to sell integrated finance services to Cavendish Square Partners – July 2010

Old Mutual

Old Mutual receives proposal to acquire controlling stake in Ned bank – August 2010 Santander

Santander buys stake in Bank Zachodni WBK - September 2010

Schroders

Standard Life selects Schroders' funds for platforms – August 2010

Société Générale

Société Générale to strengthen its presence in Poland – September 2010

Société Générale Securities Services to provide asset management fund services to Credit Suisse – July 2010

## APPENDIX

Methodology Further reading Ask the analyst Datamonitor consulting Disclaimer



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