



RESEARCH IP

Fund Manager of the Year

Fund Awards Process v3.4

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About the Fund Awards Process

The structure of the Awards process reflects Research IP's broad desire to:

- ❖ ensure the Awards criteria are understood by the target audience (including members of the public who may use the Awards in the selection of managed funds) and,
- ❖ ensure a high level of transparency of the Awards judging process to maximise objectivity, clarity and understanding of the Awards process.

All funds offered in a Portfolio Investment Entity (PIE) or Australian Unit Trust (AUT) are eligible provided they are offered to retail investors via a Product Disclosure Statement (PDS) in New Zealand.

Representative funds are chosen for each fund manager across mainstream fund categories. The fund chosen, in a fund category for each manager, will be the most representative, flexible, and transparent fund offered by that fund manager, and comparable across managers.

A range of quantitative and qualitative screens are applied to each fund manager to generate a nominee list based on information at the end of the relevant quarter.

The categories for the Fund of the Year Sector Awards are:

- ❖ Global Fixed Interest
- ❖ Australasian Fixed Interest
- ❖ Global Property & Infrastructure
- ❖ Australasian Property
- ❖ Alternatives
- ❖ Global Equities
- ❖ Australian Equities
- ❖ Australasian Equities
- ❖ New Zealand Equities
- ❖ Diversified

The major Award categories are:

- ❖ Fund Manager of the Year
- ❖ KiwiSaver Manager of the Year
- ❖ Boutique Manager of the Year
- ❖ Fund of the Year Longevity Award
- ❖ Responsible Investment Manager of the Year

The categories for the Adviser & Investor Choice Awards are:

- ❖ Adviser Choice
 - Equities
 - Fixed Interest
 - Property & Infrastructure
 - KiwiSaver
- ❖ Investor Choice
- ❖ Business Development Manager of The Year

Fund Manager of the Year Sector Awards

Nominee Screening Process

Quantitative Screening

The fund manager must satisfy the following:

- ❖ Minimum three years of performance history
- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ Growth in Assets Under Management (net flows basis) for the respective year
- ❖ Competitive peer group performance across representative mainstream funds over the three years prior to the relevant quarter-end
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

A shortlist is then constructed containing fund managers who have passed the range of quantitative criteria. The multi-year criteria used are to ensure winners are not “one hit wonders”.

Qualitative Screening

Shortlisted funds and managers are subjected to a short qualitative review process to determine there have been no material changes over the course of the year.

The qualitative review is in line with the Research IP qualitative research criteria covering:

- ❖ Corporate & Investment Governance
- ❖ Investment Philosophy & Process
- ❖ People
- ❖ Portfolio Construction & Implementation
- ❖ Risk Management
- ❖ Investment Fees

A list of finalists is then constructed containing fund managers who have passed the range of quantitative and qualitative criteria.

Sector Award Selection

The finalists are further analysed on a performance-based approach. The manager with the highest average quantitative and qualitative fund ranking will be awarded the Sector Award.

All of the above screens are embedded within Research IP’s normal fund research process, several of these forming key hurdles required to be achieved to attain Research IP’s recommended or better qualitative fund rating.

Fund Manager of the Year

Nominee Screening Process

Quantitative Screening

The fund manager must satisfy the following:

- ❖ Minimum three years of performance history
- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ Growth in Assets Under Management (net flows basis) for the respective year
- ❖ Competitive peer group performance across representative mainstream funds over the three years prior to the relevant quarter-end
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

A shortlist is then constructed containing fund managers who have passed the range of quantitative criteria. The multi-year criteria used are to ensure winners are not “one hit wonders”.

Qualitative Screening

Shortlisted funds and managers are subjected to a short qualitative review process to determine there have been no material changes over the course of the year.

The qualitative review is in line with the Research IP qualitative research criteria covering:

- ❖ Corporate & Investment Governance
- ❖ Investment Philosophy & Process
- ❖ People
- ❖ Portfolio Construction & Implementation
- ❖ Risk Management
- ❖ Investment Fees

A list of finalists is then constructed containing fund managers who have passed the range of quantitative and qualitative criteria.

Fund Manager of the Year Selection

The finalists are further analysed on a performance-based approach. The manager with the highest average quantitative and qualitative fund ranking will be awarded Fund Manager of the Year.

The manager must have funds qualify in a Sector Award shortlist, as a Sector Award finalist, and/or a Sector Award winner.

All of the above screens are embedded within Research IP’s normal fund research process, several of these forming key hurdles required to be achieved to attain Research IP’s recommended or better qualitative fund rating.

KiwiSaver Manager of the Year

Nominee Screening Process

Quantitative Screening

The fund manager must satisfy the following:

- ❖ Minimum three years of performance history
- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form. The KiwiSaver fund manager must have a fund in a minimum of two of the following categories: conservative, balanced, growth
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ Growth in Assets Under Management (net flows basis) for the respective year
- ❖ Competitive peer group performance across representative mainstream funds over the three years prior to the relevant quarter-end
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

A shortlist is then constructed containing fund managers who have passed the range of quantitative criteria. The multi-year criteria used are to ensure winners are not “one hit wonders”.

Qualitative Screening

Shortlisted funds and managers are subjected to a short qualitative review process to confirm there have been no material changes over the course of the year.

The qualitative review is in line with the Research IP qualitative research criteria covering:

- ❖ Corporate & Investment Governance
- ❖ Investment Philosophy & Process
- ❖ People
- ❖ Portfolio Construction & Implementation
- ❖ Risk Management
- ❖ Investment Fees

A list of finalists is then constructed containing fund managers who have passed the range of quantitative and qualitative criteria.

KiwiSaver Manager of the Year Selection

The finalists are further analysed on a performance-based approach. The manager with the highest average quantitative and qualitative fund ranking will be awarded KiwiSaver Manager of the Year.

All of the above screens are embedded within Research IP's normal fund research process, several of these forming key hurdles required to be achieved to attain Research IP's recommended or better qualitative fund rating.

Boutique Manager of the Year

Nominee Screening Process

Boutique managers will initially be considered based on industry comparisons of Asset Under Management and ownership structure over the one-year period prior to the relevant quarter-end.

Quantitative Screening

The fund manager must satisfy the following:

- ❖ Minimum three years of performance history
- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ Growth in Assets Under Management (net flows basis) for the respective year
- ❖ Competitive peer group performance across representative mainstream funds over the three years prior to the relevant quarter-end
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

A shortlist is then constructed containing fund managers who have passed the range of quantitative criteria. The multi-year criteria used are to ensure winners are not “one hit wonders”.

Qualitative Screening

Shortlisted funds and managers are subjected to a short qualitative review process to determine there have been no material changes over the course of the year.

The qualitative review is in line with the Research IP qualitative research criteria covering:

- ❖ Corporate & Investment Governance
- ❖ Investment Philosophy & Process
- ❖ People
- ❖ Portfolio Construction & Implementation
- ❖ Risk Management
- ❖ Investment Fees

A list of finalists is then constructed containing fund managers who have passed the range of quantitative and qualitative criteria.

Boutique Manager of the Year Selection

The finalists are further analysed on a performance-based approach. The manager with the highest average quantitative and qualitative fund ranking will be awarded Boutique Manager of the Year.

All of the above screens are embedded within Research IP's normal fund research process, several of these forming key hurdles required to be achieved to attain Research IP's recommended or better qualitative fund rating.

Fund of the Year Longevity Award

Nominee Screening Process

Quantitative Screening

The fund manager must satisfy the following:

- ❖ Minimum five years of performance history
- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ Growth in Assets Under Management (net flows basis) for the respective year
- ❖ Competitive peer group performance across representative mainstream funds over the five years prior to the relevant quarter-end
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

A shortlist is then constructed containing fund managers who have passed the range of quantitative criteria. The multi-year criteria used are to ensure winners are not “one hit wonders”.

Qualitative Screening

Shortlisted funds and managers are subjected to a short qualitative review process to determine there have been no material changes over the course of the year.

The qualitative review is in line with the Research IP qualitative research criteria covering:

- ❖ Corporate & Investment Governance
- ❖ Investment Philosophy & Process
- ❖ People
- ❖ Portfolio Construction & Implementation
- ❖ Risk Management
- ❖ Investment Fees

A list of finalists is then constructed containing fund managers who have passed the range of quantitative and qualitative criteria.

Fund of the Year Longevity Selection

Selection of the Fund of the Year Longevity is awarded to the manager who has been able to deliver high and consistent performance over the medium – long term.

The finalists are further analysed on a performance-based approach. The manager with the highest average quantitative and qualitative fund ranking will be awarded the Fund of the Year Longevity Award.

All of the above screens are embedded within Research IP’s normal fund research process, several of these forming key hurdles required to be achieved to attain Research IP’s recommended or better qualitative fund rating.

Responsible Investment Manager of the Year

Nominee Screening Process

Quantitative Screening

The fund manager must satisfy the following:

- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ Growth in Assets Under Management (net flows basis) for the respective year
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

A shortlist is then constructed containing fund managers who have passed the range of quantitative criteria.

Qualitative Screening

Shortlisted funds and managers are subjected to a short qualitative review process to determine there have been no material changes over the course of the year.

The qualitative review is in line with the Research IP qualitative research criteria covering:

- ❖ Corporate & Investment Governance
- ❖ Investment Philosophy & Process
- ❖ People
- ❖ Portfolio Construction & Implementation
- ❖ Risk Management
- ❖ Investment Fees

A list of finalists is then constructed containing fund managers who have passed the range of quantitative and qualitative criteria.

Responsible Investment Manager of the Year Selection

Selection of the Responsible Investment Manager of the Year is awarded to the manager that demonstrates the most commitment to responsible investing and its benefit to stakeholders. The process aims to fairly represent the achievement of each fund manager on behalf of its clients with regard to responsible investing. At a minimum the manager must demonstrate a continued focus on responsible investment outcomes through active engagement, ESG integration, sustainability themed investing, or impact investing.

All of the above screens are embedded within Research IP's normal fund research process, several of these forming key hurdles required to be achieved to attain Research IP's recommended or better qualitative fund rating.

Adviser & Investor Choice Awards

Nominee Screening Process

Quantitative Screening

The fund manager must satisfy the following:

- ❖ Minimum three years of performance history
- ❖ General availability to the public (i.e. not a private fund)
- ❖ Mainstream fund services available in cost competitive retail form
- ❖ New Zealand and/or Australia resident promoter
- ❖ Open for new investment
- ❖ No potentially high up-front costs, restrictions or fees
- ❖ Minimum initial investment is in line with industry standard
- ❖ Peer group relative fee structure

Adviser Choice Award:

- ❖ The initial lists for Equities, Fixed Interest, Property & Infrastructure and KiwiSaver are selected by Research IP based on the criteria above.
- ❖ All eligible fund managers can be nominated by advisers for the Adviser Choice category.

Relationship Manager / Business Development Manager Award: **<New in 2023>**

- ❖ We have introduced a new category to recognise those that burn shoe leather in support of our industry.
- ❖ There is no predefined selection list.
- ❖ The winner will be a simple majority vote.

Investor Choice Award:

- ❖ The initial list is selected by Research IP based on the criteria above.
- ❖ The vote is for Fund Manager (not dependent on sector, or managed fund vs KiwiSaver)

Votes will be tallied for each category.

Adviser & Investor Choice Selection

Adviser Choice, Investor Choice and BDM of the Year selection will not be subject to further analysis but will be evaluated for legitimacy of votes.

Innovation Award <New in 2023>

In today's fast-paced world, where technological advancements and shifting consumer expectations are reshaping the financial landscape, innovation has become a cornerstone of success. Financial institutions and service providers continuously strive to deliver new and improved solutions that revolutionize how we manage, invest, and protect our finances.

The Innovation Award serves as a testament to the visionary individuals and organizations that have embraced this spirit of innovation, leading the way in the ever-evolving financial services sector. We recognize those who have dared to challenge the status quo, who have dared to think differently, and who have harnessed the power of technology and creativity to reshape the industry.

Through these awards, we aim to shine a spotlight on outstanding achievements across various domains within financial services. From disruptive fintech startups to established institutions, fund managers, and investment platforms, we honour those who have demonstrated exceptional innovation, transformative ideas, and the ability to deliver tangible value to their customers and stakeholders.

Nominee Screening Process

Quantitative & Qualitative Screening

Since 2015 Research IP's LAILA (Light Artificial Intelligence Learning Application) has been learning and developing over 7 years to get to this point. LAILA has determined the following criteria for these prestigious awards are carefully crafted to identify and honour individuals, organizations, and products that have demonstrated outstanding innovation and transformative impact within the industry.

The key selection criteria considered by the judging panel are:

- ❖ **Innovation:** The extent to which the nominee has introduced innovative ideas, technologies, processes, or business models that have disrupted or revolutionized the financial services landscape. This criterion assesses the uniqueness and originality of the innovation.
- ❖ **Impact:** The tangible and measurable impact of the nominee's innovation on the financial services industry, customers, and stakeholders. Judges evaluate how the innovation has improved efficiency, customer experience, accessibility, or financial inclusion, and whether it has generated positive outcomes or transformed the industry in a meaningful way.
- ❖ **Value proposition:** The value proposition of the nominee's innovation. This criterion examines how the innovation addresses specific industry challenges or customer needs, and the benefits it offers in terms of cost savings, risk reduction, improved financial outcomes, convenience, or any other relevant metrics of value.
- ❖ **Scalability and sustainability:** The potential for the innovation to scale and be adopted widely within the financial services sector. Judges consider factors such as the scalability of the technology or solution, its adaptability to different markets or segments, and the sustainability of the business model.
- ❖ **Customer experience:** The extent to which the nominee's innovation has enhanced the overall customer experience in financial services. This criterion evaluates factors such as ease of use, personalization, convenience, speed, security, and transparency, all of which contribute to a positive and customer-centric experience. This can be selected by Fund Managers, Advisers, or any Individual. This is a truly inclusive experience.
- ❖ **Industry leadership:** The nominee's thought leadership, vision, and ability to inspire and influence the financial services industry. This criterion assesses the nominee's role in shaping the industry through their

innovation, as well as their contributions to knowledge sharing, collaboration, and ecosystem development. This can be supported across all aspects of Financial Services including Regulatory, RBNZ, Superannuation Funds, KiwiSaver, Funds Management, Wealth Management, and Advice Leadership. Again, this is a very open category.

For each submission, please select the nominated category above and support your submission with 25 words or less why the nomination should receive the Award. We are looking for supportive statements that highlight the effort that has been put in to deliver the service.

It is important to note that the final judging is completed by LAILA with some oversight from the Research IP team. LAILA will carefully evaluate nominations against these criteria outlined above to identify the most deserving winners who have truly pushed the boundaries of innovation and made a significant impact on the financial services landscape.

About Research IP

Research IP has been providing clients with investment governance, financial product research and investment technology solutions since 2015. By leveraging the skills of our team of specialists, Research IP is able to provide innovative and tailored financial services solutions to clients. We are a specialist investment research provider which is used and trusted by charities, not-for-profit organisations, family offices, & financial advisers for investment, Superannuation and other Pension schemes throughout the Asia Pacific region.

Our experience has been gained in well over 20 years of roles across different facets of the industry, so we understand the key drivers and challenges for people trusted with the management of investments.

Client focused outcomes are underpinned by the belief that the role of business model innovation and accelerating technological change opens up new possibilities, to put client interests at the centre of the financial services industry focus. We have strong philosophical alignment with John Hagel's work on the possibilities for "Disruption by Trusted Advisors" and John Kay's views in "Other People's Money: Masters of the Universe or Servants of the People".

Some of the consulting services we provide to financial advisers, charities, not-for-profit organisations and other investors include:

- Licence reviews
- Platform and Financial Adviser Software reviews
- Fee negotiations for better client outcomes
- Investment committee terms of reference / charter
- Investment committee skills assessment
- Investment policy development
- Investment committee implementation review
- Chair or independent investment committee member
- Investment manager review
- Investment manager / adviser selection
- Quarterly reporting and commentary
- Sustainability and ESG policy development
- Sustainability and ESG investment selection / implementation of strategies.

If you would like to discuss one or a number of these consulting services, please contact info@research-ip.com. Our [privacy policy](#) and [ESG](#) can be viewed on our [website](#).

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