

# Asian Retirement Markets 2020

*Reshaping the Silver Market*

## OVERVIEW & METHODOLOGY

This report, in its second iteration, assesses the Asia-Pacific retirement landscape in Australia, Japan, Northeast Asia, and Southeast Asia. Given the region's fast-aging population, Cerulli believes that opportunities are present for asset managers to offer unique propositions to pension funds or the under-developed third pillar to help fill the retirement income gap and ensure asset sustainability for future payouts.

This report builds on our previous research on Asia-Pacific's three retirement pillars, which include pension funds, superannuation schemes, and voluntary pension schemes and retail pension mutual funds. It explores the current state of the retirement industry in each market, and product development and outsourcing opportunities for external asset managers, from both the retail and institutional perspectives.

## USE THIS REPORT TO

- Explore the outlook on pension funds' outsourcing plans amid persistent insourcing challenges
- Learn how asset managers can meet the evolving needs of their pension clients
- Understand the current status of digitalization adoption and details surrounding pension schemes' initiatives
- Analyze comprehensive sizing of Asia's retirement market and review an in-depth analysis of 11 different markets across Asia

## QUESTIONS ANSWERED

- What key factors should asset managers consider in order to increase their chances of winning mandates?
- How are fees evolving within the retirement space and what does it mean for asset managers?
- How can digitalization enhance the retirement system in Asia?
- How are various pension funds, asset managers, distributors, and regulators in Asia-Pacific contributing to their respective local retirement industries?
- How are markets ranked in terms of the opportunities available to foreign managers?

## PRODUCT DETAILS

### Included with Purchase

- Digital report in PDF format
- Unlimited online firm-wide access
- Exhibits in Excel
- Key findings
- Analyst support
- Interactive Report Dashboards

### Interactive Report Dashboards

*Interact and explore select report data with Cerulli's visualization tool.*

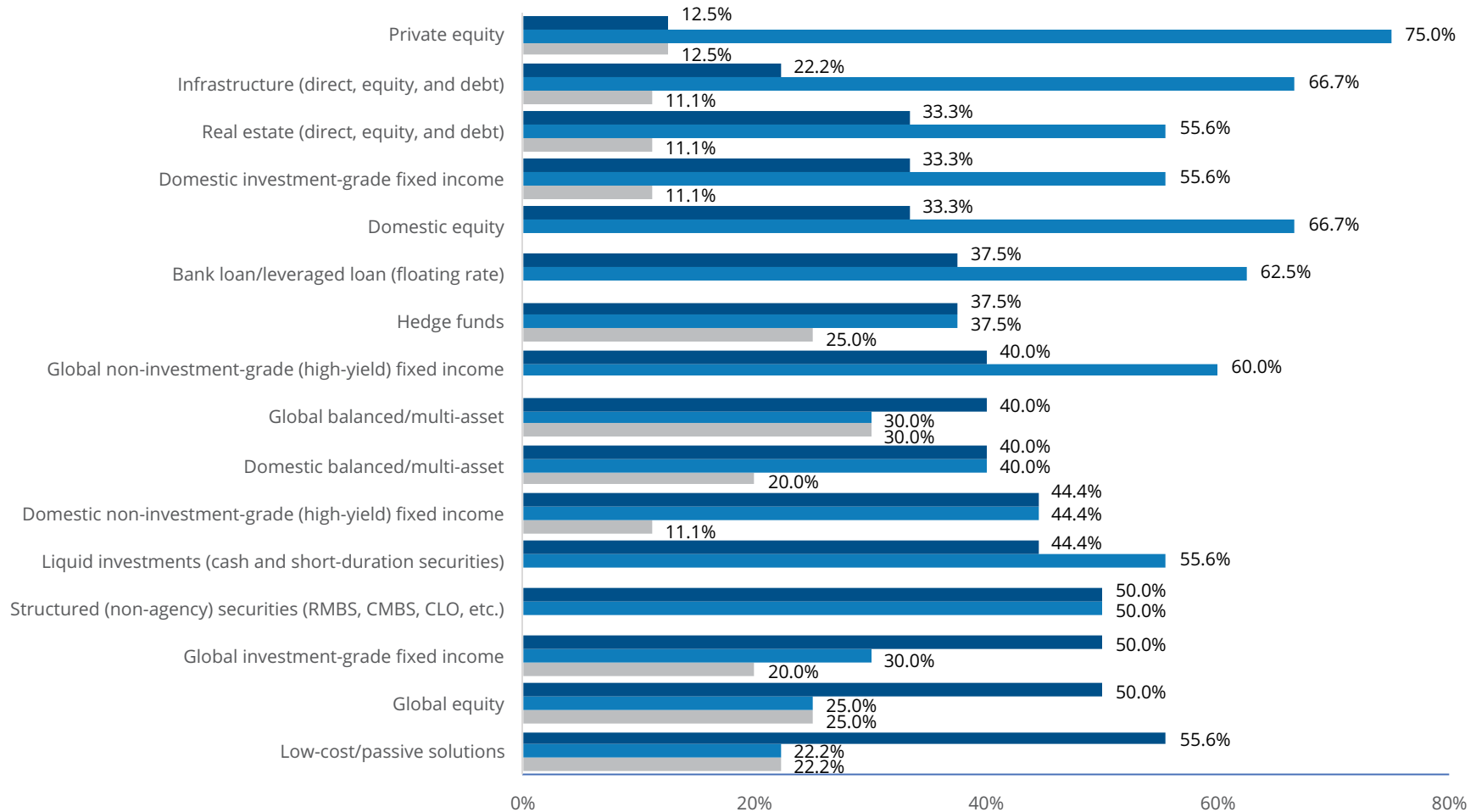
- **Overview of Retirement Assets:** Explore pension asset sizing and growth rates throughout Asia ex-Japan by pillar, and create a personalized opportunity ranking of each market for foreign managers based on custom assessments.
- **Retail Retirement Assets:** Compare retirement market data across several different markets in Asia, with charts depicting historical retirement assets, asset managers' views on retirement products of interest to retail investors, and asset managers' views on distribution channels they intend to expand the use of to promote retirement strategies over the next three years.
- **Institutional Retirement Assets:** Review a side-by-side comparison of each market's institutional retirement market assets and share of externally managed assets.

**Exhibit 2.07**

**Asia ex-Japan Institutional Managers' Views on Fee Pressures in Various Strategies Over the Next One to Three Years, 2020**

Source: Cerulli Associates

■ Increase ■ No change ■ Decrease



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