

Key Recommendations for Asset Managers

Given our function of engaging with Asset Managers across regions, below we share some key recommendations for the manager community based on our conversations with global allocators.

1. Develop Increasingly Tailored Products

Many Asset Owners bemoaned the lack of appetite for Asset Managers to broadly offer tailored and innovative products. Ultimately managers decide what financial products they sell and do not sell. But with a growing demand for products that address specific pockets of the transition or cut across asset classes, managers should explore offering bespoke solutions as a normal course of business (e.g., products combining alternatives, private and public equity).

From discussions, it is clear that existing products are not adequately serving Asset Owners. In fact, many asset owners discussed co-investments as the most “targeted” way to implement their portfolio views, but that this is not scalable.

2. Build Capabilities in Private & Infrastructure Markets

We believe delivering asymmetric returns and positive outcomes for the energy transition can best be achieved via innovative business models and solutions in the private and/or infrastructure sectors. Providing primary and growth capital to scale new business or build new projects can yield both positive financial returns as well as real world impacts.

