



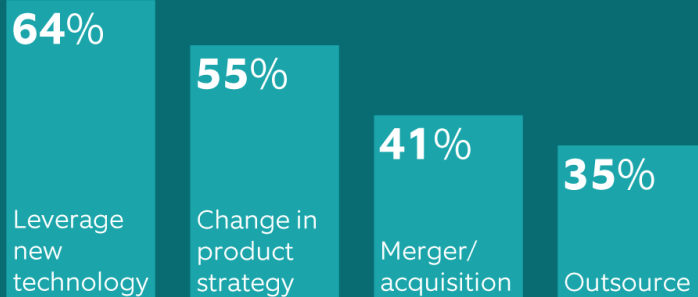
Driving Growth in Asset Management

Solutions for the Whole Office in 2020 and Beyond

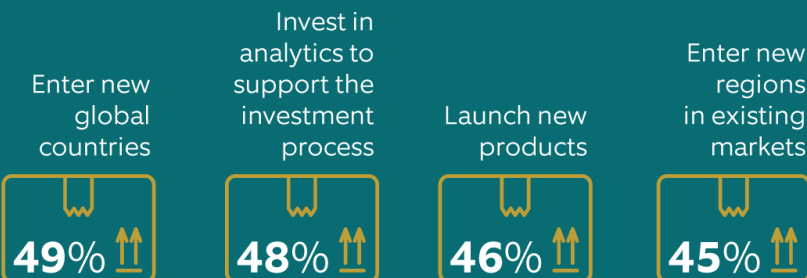
Northern Trust and WBR Insights surveyed 300 Heads of Investment Operations from global asset management firms with AUM ranging from \$10bn - \$500bn to find out their plans for growth over the next two years.

The most successful asset managers are rethinking their operating models from the perspective of their whole office, seeking holistic changes to enable future growth.

How will you achieve your priorities in the next two years?



What are your strategic priorities for operations in the next two years?



If your firm is considering or planning to increase distribution, how will you achieve this?

How do you plan to control costs in 2020?



If you are considering outsourcing in the next two years, which areas



50% Automation/technology improvements
42% System consolidation
40% Offshoring
34% Outsourcing

have you considered?

45% Data management **32%** Foreign exchange
40% Back office **30%** Investment analytics
38% Middle office/IBOR **30%** Trading

What are your biggest challenges in data management?

Ranked in order of importance from 1 (most important) to 9 (least important)

7.6

Managing changes to existing data sources/providers

6.0

Consolidating data from multiple, disparate internal and external sources

5.8

Adding new data sources/providers

5.2

Ensuring timely and accurate data is available to all internal and external stakeholders

4.4

Sourcing alternative data to support the investment decision making process

When evaluating their whole office, whether it is leveraging the right outsourcing partners or implementing new data solutions, the successful asset managers of the future will integrate people, processes, and technology to future-proof their operating models.



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