



【 For immediate release 】

Value Partners, Daiwa Securities Group Inc. and Daiwa Asset Management Announce Strategic Partnership to Strengthen Collaboration and Drive Business Growth

(Hong Kong, 7 November 2024) – Value Partners Hong Kong Limited (“Value Partners HK”), a subsidiary of Value Partners Group Limited (“Value Partners”), one of Asia’s leading independent asset management companies, along with Daiwa Securities Group Inc. (“Daiwa”) and Daiwa Asset Management Co. Ltd. (“Daiwa Asset Management”, collectively “DAM”), today announced the signing of a Memorandum of Understanding (MOU) to enhance their collaboration in the asset management business. This strategic partnership builds on a decade of successful cooperation across various initiatives, including the recent launch of a Japan REIT fund, managed by Value Partners in collaboration with Daiwa Asset Management.

The MOU aims to deepen the strategic collaboration among the three companies, driving future business growth through cross-selling services, joint product development, market insight sharing, and collaborative marketing support. This strategic partnership capitalizes on Value Partners’ extensive knowledge of the Asian markets and over 30 years of asset management expertise, alongside Daiwa’s 120+ years of experience in the Japanese market. By leveraging these combined strengths, the partnership is poised to achieve substantial growth and deliver enhanced product and service offerings to clients.

Dato’ Seri CHEAH Cheng Hye, Co-Chairman and Co-Chief Investment Officer at Value Partners, said, “Our longstanding collaboration with Daiwa began when Value Partners’ investment solution was integrated into Daiwa’s wealth management platform. This early partnership laid the foundation for a robust and strategic alliance, highlighting our shared commitment to innovation and excellence in wealth management. The signing of this MOU today not only underscores the strength of our longstanding partnership but it also opens up exciting new opportunities and allows Value Partners to further penetrate the distribution network in Japan. On the other hand, Daiwa’s expertise and experience will be complementary to our product platform. The launch of the Japan REIT fund just this April is a good testament to this partnership whereby we introduced the first Hong Kong SFC-authorized* Japan REIT fund. By leveraging Daiwa’s extensive knowledge and experience in the Japanese market, we are well-positioned to strengthen our capabilities and provide more innovative investment solutions.”

Ms LIN Xianghong, Co-Chairman at Value Partners, said, “Our commitment to strengthening this strategic collaboration with Daiwa underscores our shared vision of growth and innovation. As one of Japan’s largest financial institutions, Daiwa brings invaluable expertise to our partnership. By sharing local market insights and exchanging industry trends, we are poised to drive significant advancements. The signing of today’s MOU marks the beginning of a promising long-term strategic partnership. Together, we will develop new products tailored to the needs of investors in both regions. This collaboration not only opens doors to new markets but also elevates our market presence, enabling us to achieve new heights across various aspects of the finance industry. By joining forces, we ensure that investors benefit from the strengths of both worlds.”

(Value Partners, Daiwa Securities Group Inc., and Daiwa Asset Management announced a strategic partnership today with the signing of a Memorandum of Understanding, enhancing their collaboration in the asset management business. Pictured: (From left to right) Dato' Seri CHEAH Cheng Hye, Co-Chairman and Co-Chief Investment Officer at Value Partners, Ms. LIN Xianghong, Co-Chairman at Value Partners, Mr. Akihiko Ogino, President & CEO, Daiwa Securities Group and Mr. Kei Sano, Deputy President, Daiwa Asset Management.)

*SFC authorization is not a recommendation or endorsement of the scheme, nor does it guarantee the commercial merits of the scheme or its performance. It does not mean the scheme is suitable for all investors nor is it an endorsement of its suitability for any particular investor or class of investors.

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About Value Partners Group Limited

Value Partners, one of Asia's leading independent asset management firms, seeks to offer world-class investment services and products. Since its establishment in 1993, the Company has been a dedicated, specialist value investor in Greater China and Asia. In November 2007, Value Partners Group became the first asset management firm to be listed on the Main Board of the Hong Kong Stock Exchange (Stock code: 806 HK). In addition to its Hong Kong headquarters, the firm operates in Shanghai, Shenzhen, Singapore and London. Value Partners' investment strategies cover equities, fixed income, multi-asset, alternatives, real estate and quantitative investment solutions, for institutional and individual clients in Asia Pacific, Europe and the United States. Value Partners is one of the leaders in ESG investing in Greater China and is committed to developing its ESG capabilities further. For more information, please visit www.valuepartners-group.com.

About Daiwa Securities Group Inc.

Daiwa Securities Group Inc. is a holding company of Daiwa Securities Group. Daiwa Securities Group has a strong domestic base with a network of 182 branches (Daiwa Securities Co. Ltd.) throughout Japan, and a global network with offices in 23 countries and regions around the world, with global markets & investment banking divisions, asset management, and wealth management at its core. Daiwa Securities Group's basic management policy is to "maximize customer asset value" by expanding our understanding of customer needs and issues in each of the Group's business domains to offer high-quality, optimized solutions for the customer's situation and economic environment. For further information on Daiwa Securities Group Inc., please visit <https://www.daiwa-grp.jp/english/>.

About Daiwa Asset Management

Daiwa Asset Management was established in 1959 as a core asset management company within the Daiwa Securities Group. We manage one of the largest assets under management in Japan, providing management services to a broad range of customers that range from individuals to institutional investors. Our company operates under the philosophy of fulfilling our fiduciary duty by putting our clients' interests first. For further information on Daiwa Asset Management, please visit: <https://www.daiwa-am.co.jp/english/index.html>

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