



HFM Asia Services Awards 2025

Winners Interview



NORTHERN
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Can you tell us more about the services you provide for asset managers?

Northern Trust is a global leader in delivering a comprehensive suite of solutions and services to asset managers, spanning fund administration, operations, data and digital, technology, outsourced trading, capital markets and custody solutions to help them grow, scale, and navigate an increasingly complex investment landscape.

We pride ourselves in supporting asset managers across all stages of growth. From expanding distribution to launching a new fund, Northern Trust provides robust fund structuring servicing, data solutions and support for traditional, alternative and tax-transparent fund vehicles and fund platforms, across all types of investment strategies, geographies and domiciles. Our services are designed to enable asset managers to focus on alpha generation and client outcomes, while outsourcing non-core functions to a trusted partner.

What does winning the award for Best administrator - client service (established managers) mean for you?

We're honoured to be named Best Administrator – Client Services for Asset Managers at the HFM Asia Services Awards. This recognition is a testament to our firm commitment to putting our clients at the centre of everything we do.

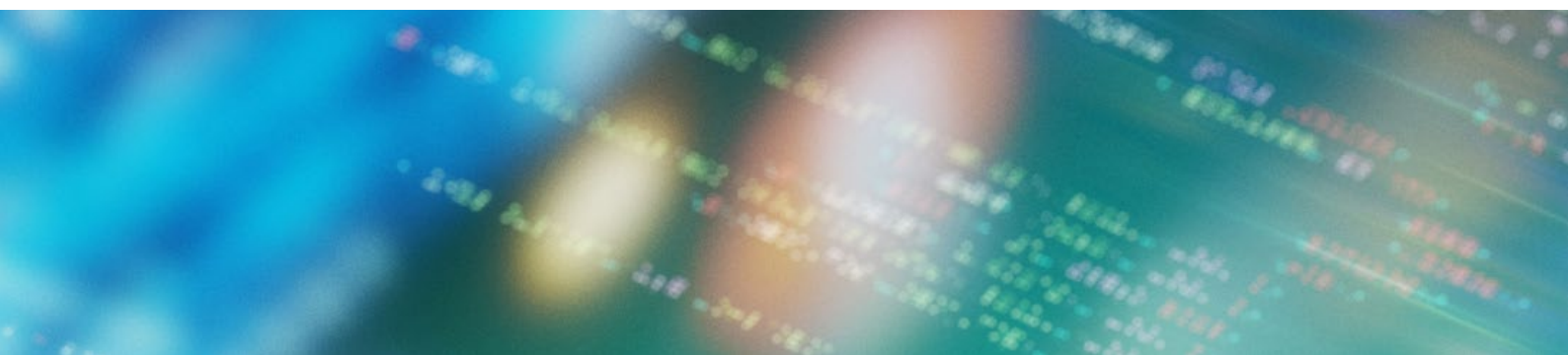
For us, this award reflects more than operational excellence—it speaks to the strength of our partnerships, the dedication of our people, and

the value we strive to deliver consistently to asset managers across Asia. In an increasingly complex environment, we take pride in being a trusted extension of our clients' teams, supporting them with tailored solutions, responsive service, and scalable infrastructure to help them grow with confidence.

We're proud of this recognition—and it's a privilege to help our clients stay focused on what they do best.

What would you say are the biggest challenges and opportunities for the coming years for your team?

One of the biggest opportunities ahead is deepening our role beyond execution—becoming a strategic partner who actively helps asset managers navigate complexity, scale intelligently, and seize growth. As portfolios grow more sophisticated—particularly with the rise of private markets, ESG integration, and global fund structures—we support asset managers with comprehensive asset servicing, front/middle office outsourcing and liquidity solutions, real-time data insights, and access to scalable and integrated technology platforms. The push toward digital transformation is also opening doors for us to deliver greater transparency and efficiency through automation and advanced data analytics. It's incredibly rewarding to support our clients as they focus on growth, innovation, and delivering alpha to their investors.



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At the same time, we recognize the challenges that come from an increasingly complicated industry landscape combined with the need to increase agility and innovation. Asset managers are looking for customised, responsive service at market competitive fees, which means we must strike a balance between customisation and technology innovation. Another big challenge is staying ahead of regulatory change and operational risk, especially as investment strategies become more global and data-driven. For us, it's about staying resilient and agile while investing in the right capabilities, maintaining service excellence, and always listening closely to what our clients need as their businesses evolve.

What are your predictions for the industry in 2025 and beyond – any key trends or themes that are on the horizon?

Looking ahead, we believe we'll see the asset servicing industry continue to rapidly transform. One big shift I'm seeing is the way data is becoming the core value proposition. It's no longer just about custody or fund administration—it's about delivering timely,

actionable insights that help asset managers make better decisions. Asset managers are looking for more than just a provider – they want a strategic and trusted partner who can scale with them, adapt quickly, and deliver insights that help them stay ahead of market and regulatory change.

We're also going to see continued growth in private assets and complex fund structures, and that's going to demand more from service providers in terms of flexibility, transparency, and specialised support. The lines between front, middle, and back office will continue to blur, especially as outsourcing models become more strategic. At the same time, regulatory expectations will intensify—particularly around transparency, ESG, liquidity, and operational resiliency.

Success in our space will center on the ability to stay agile, tech-enabled, deeply client-focused and ensuring we are anticipating what's next for our clients and helping them stay ahead.



Angelo Calvitto

Head of APAC

Northern Trust Asset Servicing

Congratulations to all of this year's winners!

The 2025 full winners list can be found [here](#).

