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VanEck strengthens commitment in Asia

Sydney, 29 January 2018 – VanEck is strengthening its commitment and profile in the Asian region and has appointed Arian Neiron to lead its Asia Pacific business while Matthew Mckinnon has been appointed to Head of Business Development - Asia Pacific.

Other existing members of the Australian team will take up leadership responsibility for the Asia Pacific region across marketing, legal and compliance functions and promoting the company's active and exchange traded fund (ETF) strategies across all client channels.

"As part of a regional initiative we are strengthening our commitment to deliver our global investment solutions in Asia. This will be across the range of our active and passive strategies," said Arian Neiron, Managing Director and Head of Asia Pacific.

"These changes reflect VanEck's evolution as a firm and our commitment as one of the most trusted names in the global asset management industry," said Neiron.

In other changes to the Australian business, Nicholas Jackson, Vice President, Business Development, in addition to his current role, will focus on private banks and family offices in the Asia Pacific. Russell Grigg will be General Counsel and Head of Compliance - Asia Pacific while Bradley Livingstone-Foggo will be the Head of Marketing – Asia Pacific.

As part of its global growth, VanEck has also announced the purchase of Amsterdam-based Think ETFs. The primary rationale for this acquisition is to accelerate the growth of VanEck's European ETF business.

"Since 1955 VanEck has delivered intelligently designed investment strategies to investors. Now one of the largest ETF providers in the world, VanEck is expanding across markets and this commitment to the Asia Pacific region reflects this global expansion," said Neiron.

In Australia, Neiron expects another record year for ETFs, with greater flows going to the ETF sector away from more costly and persistently underperforming actively managed funds. "We expect the ETP industry will hit \$45 billion by the end of 2018," he said.



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As at 31 December 2017, the market capitalisation of the 175 exchange traded products (ETPs) listed on the ASX had jumped 39% to \$35.7 billion compared to 12 months earlier, according to ASX data.

Neiron said net ETP flows were the highest on record in 2017 with a total of \$7.9 billion, a 29% increase from the previous record year in 2015. “VanEck had a very strong month and over the 2017 calendar year, we attracted 15% of net flows and we are hoping to extend that momentum in 2018.

“VanEck Australia’s growth is being driven by the rapid uptake of smart beta ETFs, which offer investors targeted investment outcomes. They are already popular: almost one in three ETFs listed on the ASX is now smart beta. We expect continued strong growth as investors turn to low-cost smart beta ETFs to achieve more targeted investment outcomes to build wealth,” said Neiron.

ENDS

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