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 July 25, 2021 by [Gabriela Huerta](#)

Finaccess offers international exposure through 15 funds, six of which have subadvisory deals. It is looking for partners for Asian and other thematic launches.

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For over 20 years, Mexican asset manager **Finaccess** has prided itself on a close relationship to its clients, which has allowed it to identify a growing appetite for international diversification.

Since 2014, the firm has sought to satisfy this appetite, and is now looking into thematic and global funds, according to **David de la Vega Bustillos**, chief investment officer at Finaccess.

Looking to replicate the success seen with its **AXESEDM** fund, which grants European exposure through a partnership with the Spanish firm **EDM**, Finaccess is exploring regions, markets, and sectors for an Asian fund. "We have also recently analyzed several opportunities in thematic funds, which we think will be very disruptive in the coming years and have a great value proposition compared to the offer of traditional funds," de la Vega told **Fund Pro Latin America**.

Among the most relevant subsectors Finaccess is interested in pursuing are:

- Technology (AI & Robotics, Big Data, Fintech, Cybersecurity, Cleantech)
- Shortage of Natural Resources and Sustainability
- Global Consumption Trends, Health ("Wellness & Aging")

Given interest-rate volatility, exchange-rate depreciation and low return in the local market during the last decade, de la Vega believes that clients are becoming less and less interested in investing in Mexico. “The global geopolitical tensions of recent years, trade and technology wars, coupled with the uncertainty and social discontent brought on by the new government, have forced investors to seek other more conservative and defensive investment options,” he said.

Meanwhile, and according to him, the continued sophistication of its clients, coupled with the increased accessibility of global investment instruments, greater access to information, platforms and new markets, have made it so that more and more clients seek to diversify their portfolios internationally.

The company has embraced open architecture for many years, offering third-party funds, as well as subadvised and in-house ones.

For de la Vega, when it comes to selecting asset managers for subadvisory deals, the three main areas to consider are:

- Professional and moral character of the institution / asset manager / portfolio manager
- Investment thesis and processes (asset selection and allocation models, rigid controls in risk management and compliance, performance measurement over a long-term horizon, risk-return efficiency);
- Technical resources and special capabilities of the asset manager, along with some other issues to consider and evaluate

In 2016, Finaccess initiated a strategic alliance with **Credit Suisse** through which Credit Suisse creates the strategy and the asset allocation, while Finaccess is in charge of the fund management, equity & fixed-income execution and trading.

This innovation brought new investment options to the market. “Given Credit Suisse’s ESG expertise and commitment with sustainability, we created one of the first ESG mutual funds in Mexico, increasing our product offering in order to capture the appetite for this type of investment style,” said de la Vega.

Finaccess offers international exposure through 15 funds, six of which have subadvisory deals. The aforementioned AXESEDM, with **EDM**, and five with **Credit Suisse**. Those include **AXESGSP** (Global Stock Picking), **AXESV&D** (Value and Dividend), and the recently launched **AXEESG** (Environmental, Social and Governance).

AXEESG hit the market in late 2020 and currently has over MXN 650 million (USD 32 million) in AUM. “At Finaccess we consider that, as qualified investors with a social responsibility, we have an obligation to understand, promote and consider investments in companies with consistent commitments on social, environmental and governance issues,” he said.

All of Finaccess' units abide by the **CRESE** norm (human quality standard and social responsibility system, which offers guidelines to reinforce company's values and sense of community). The group also has two socially committed divisions: Finaccess Social and Finaccess Filantropía.

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