



Emerging Market Bonds / Bonds - Emerging Markets Global Corporates

## Morgan Stanley signs fund deal with LatAm giant, model portfolios planned

By Daniel Gil / 26 Jan, 2021



Morgan Stanley Investment Management and SURA Inversiones have signed a deal that would give the Latin American firm's clients in Chile access to over a dozen of the US group's mutual funds.

The agreement will give the firm's Chilean brokerage and life insurance clients access to 17 of Morgan Stanley's mutual fund products across the fixed income and equities spaces, according to SURA.

'Morgan Stanley Investment Management funds were available on the SURA Inversiones international platform for offshore money. Given the good demand of our clients to maintain offshore investments, we signed an alliance to make the funds public in the onshore market,' said Renzo Vercelli, vice president of voluntary business at SURA Asset Management Chile.

'In this way, we give many more retail clients access to an attractive and innovative offer of high-conviction funds and active management; something very necessary to seek value in volatile markets,' he added.

The list of funds which have been made available through the deal is as follows:

- [Morgan Stanley Emerging Markets Corporate Debt](#)
- [Morgan Stanley Emerging Markets Debt](#)
- [Morgan Stanley Emerging Markets Domestic Debt](#)
- [Morgan Stanley Global Asset Backed Securities](#)
- [Morgan Stanley Global Bond](#)
- [Morgan Stanley Global Fixed Income Opportunities](#)
- [Morgan Stanley Global High Yield Bond](#)
- [Morgan Stanley Asian Property](#)
- [Morgan Stanley Emerging Markets Equity](#)
- [Morgan Stanley Global Brands](#)
- [Morgan Stanley Global Infrastructure](#)
- [Morgan Stanley Global Opportunity](#)
- [Morgan Stanley Global Property](#)
- [Morgan Stanley Latin American Equity](#)
- [Morgan Stanley US Advantage](#)
- [Morgan Stanley US Growth](#)
- [Morgan Stanley US Property](#)

### Model portfolio plans

Vercelli added that SURA was creating model portfolios for its clients using Morgan Stanley's products which have five stars from fund ratings firm Morningstar. The model portfolios will include up to seven Morgan Stanley funds.

SURA has an open architecture product platform and has similar arrangements with BlackRock, Franklin Templeton, NN Investment Partners, JP Morgan and BTG Pactual.

The group's businesses in Mexico and Uruguay also have agreements with Morgan Stanley, according to Vercelli.

SURA Asset Management has a presence across Latin America in Chile, Mexico, Colombia, Peru, El Salvador and Uruguay. It had \$148bn in assets under administration according to its latest figures published at the end of 2019.

In July of last year, the firm [finalized its acquisition](#) of a Colombian asset manager, effectively bolstering its footprint in the region.

### RELATED NEWS

[Sura IM completes acquisition of Colombian asset manager](#)

### RELATED FUNDS

[MS INVF Emerging Markets Corp Debt Fd](#)

[MS INVF Emerging Markets Debt Fund](#)

[MS INVF Emerging Markets Domestic Dbt Fd](#)

[MS INVF Global Asset Backed Secs Fd](#)

[MS INVF Global Bond Fund](#)

[MS INVF Global Fixed Income Opps Fd](#)

[MS INVF Global High Yield Bond Fund](#)

[MS INVF Asian Property Fund](#)

[MS INVF Emerging Markets Equity Fund](#)

[MS INVF Global Brands Fund](#)

[MS INVF Global Infrastructure Fund](#)

[MS INVF Global Opportunity Fund](#)

[MS INVF Global Property Fund](#)

[MS INVF Latin American Equity Fund](#)

[MS INVF US Advantage Fund](#)

[MS INVF US Growth Fund](#)

[MS INVF US Property Fund](#)

### MOST POPULAR

[BlackRock appoints Miami offshore boss, creates new LatAm wealth unit](#)

[Wells 'not interested' in Insigneo's advisor recruitment deal](#)

[Santander, Safran in talks to buy Indosuez's Miami offshore biz](#)

[\\$1.4bn Santander Miami advisor joins Morgan Stanley](#)

[Julius Baer completes deal for Brazil WM](#)

### LATEST NEWS

[JPM Mexico onshore private bank boss steps down](#)

[XP assets rise as advisor headcount continue to increase](#)

[\\$220bn Asia firm launches offshore platform, boosts Americas team](#)

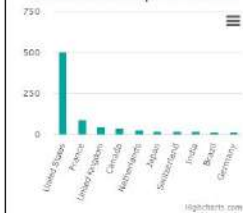
[UBS Americas wealth unit rakes in record profits](#)

[Morgan Stanley signs fund deal with LatAm giant, model portfolios planned](#)

[Read More](#)

### CHART OF THE WEEK

Estimated net flows (\$bn) 2020 by Domicile: Global open-end funds



A closer look at which domiciles saw the greatest level of inflows in 2020.

[Click here to find out more](#)