

Lazarus

Lazarus	Average Score 2022	Average Score 2021	Average Score last 3 years	Global Average	Difference with Global Average
Capital Introductions	6.23	6.00	N/A	5.38	0.85
Client Services	6.65	6.63	N/A	6.14	0.51
Consulting	N/A	6.47	N/A	5.91	N/A
Operations	6.29	6.50	N/A	6.00	0.29
Technology	6.47	6.13	N/A	5.79	0.68
Risk Management	6.63	6.63	N/A	5.88	0.75
Asset Safety	6.31	6.40	N/A	6.15	0.16
Trading and Execution	6.59	6.67	N/A	6.19	0.40
Financing	6.54	6.50	N/A	5.81	0.73
Stock Borrowing and Lending	6.40	6.38	N/A	5.93	0.47
Foreign Exchange Prime Brokerage	6.36	6.67	N/A	6.04	0.32
Fixed Income	6.75	6.33	N/A	6.00	0.75
OTC Clearing	N/A	6.00	N/A	5.92	N/A
Listed Derivatives	5.78	5.60	N/A	6.07	-0.29
Average	6.42	6.35	N/A	5.94	0.48

Sydney-based Lazarus services 23 fund managers with AUM of up to \$5 billion across the Asia Pacific region and judging by its results in this year's survey, it does it well with all scores bar Listed Derivatives comfortably in Very Good range (6.00–6.99).

The past year has seen a strong focus on risk management processes, which clients seem to have appreciated. "Lazarus is exceptional at managing risk exposures for clients and proactively assists when a margin call buffer is getting close in the red - very happy with their level of service, diligence and proactive approach," says one.

Lazarus itself explains that, "The margin calls we've had to process so far this year have been orderly thanks to internal quantitative risk management systems identifying clients at risk of being put into margin calls, dealers being proactive and working with clients to establish courses of action if the account were to go into margin call and then acting swiftly when it does."

Although Lazarus does not tout its cap intro capabilities as a discrete service, it has nevertheless managed to meet client expectations. "Lazarus ...understand our business and our funds, and as a consequence they have consistently been able to identify and introduce [us] to the right 'fit' investor. We can attest that several of the cap introductions from Lazarus have led to long standing relationships with new investors," one client notes.

