

# Indonesia - Great Opportunity Lies Ahead for Wealth Management

*We were delighted to host our 9th annual Indonesian Wealth Management Forum on October 17 in Jakarta. It was an immense success, yet again, as you will see below from the brief snapshots of the 20 discussions, presentations, talks and workshops.*

**M**ORE THAN 200 CEOS, COOS, INDEPENDENT ASSET MANAGERS and other senior practitioners attended - from a mix of local and international Private Banks, Retail Banks, Insurance Companies, Independent Firms & Family Offices, Asset Management Companies, and IFAs.

Our full-day agenda included fifteen presentations and talks, four immensely detailed workshops, and five interactive panel discussions.

Indonesia continues to present an enticing opportunity in wealth management for domestic and foreign players alike. For years there have been discussions about opening up international investments to Indonesia for distribution onshore, but so far there has been little to no progress. While there is modest liberalisation for insurers who can now get 20% of invested assets in overseas assets, the asset management industry remains seriously hampered.

High-quality relationship managers can easily move to Singapore to ply their trade. To build and keep a skilled, professional talent pool of bankers and advisers locally, the regulators must help diversify the product range and industry must address education, training and compensation.

The wealth management industry must develop its proposition and communication methodologies to gain most traction with the second and third gen-



[Link to Content Summary page](#)

[Link to Photos](#)

[Link to Event Homepage](#)





erations of wealth in the country, especially as these people are worldly and well-educated from Western colleges and as some 70% of HNWI's private wealth remains onshore, and that percentage is likely to rise.

The offshore proposition is also challenged, such as in nearby Singapore, by fast-rising costs and rapidly proliferating regulation, both of which lead to margin compression. Developing the onshore product and service suites so increasingly important. We discovered that great opportunity lies ahead for

wealth management in Indonesia - but the regulators need to liberalise - and soon - and the industry must develop both its talent and its onshore proposition.

Finally, thank you to all of our event partners: **Henley & Partners, Comarch, Swissquote, Wealth Dynamix, 360F, Additiv, Bordier & Cie, DWS, Intellect Design Arena, Wealth Intelligence - Contemi Solutions, Sun Life Financial, Bunker Gold & Silver, Expersoft Systems, FNZ, Hawksford, IMTF, J O Hambro Capital Management, J. Rotbart & Co., Malca Amit, Onchain Custodian, Singlife and Sovereign Group. ■**

