

Indosuez balancing active and passive investments

In an exclusive interview with Hubbis, Arjan de Boer, Head of Markets, Investments & Structuring, Asia for Indosuez Wealth Management explains why a balance between active and passive investments is important and discusses new trends he sees in Asian markets



ARJAN DE BOER
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INDOSUEZ'S ARJAN DE BOER BELIEVES there will be no major shifts or changes by Asian clients when they consider the balance between active and passive investments.

He believes that ETFs, as a passive investment, might gain a little bit of traction in the region given their increased attractiveness at present, but not a significant change.

In the case of active investments, Indosuez is particularly strong when it comes private equity funds and has an impressive track record since its inception in 2001. Globally, their funds are reaching AUM of USD 4 billion.

This year, de Boer said inflows into their private equity funds have soared and he believes that the future will be exciting for his firm and its clients.

He also believes that as money moves from one generation to the other, and as clients better understand alternative investments and private equity mandates, their interest increases, motivating them towards long-term investment to grow their wealth.

Structured products, according to de Boer, have also seen a resurgence this year and he believes there will continue to be an upswing, especially since the products are linked to equity markets.

Indosuez appreciates the importance of empowering customers on digital platforms and has two products, Indosuez Insights and My Indosuez, both geared to helping customers gain more mileage out of their relationship with the company. ■