

Indosuez positioning product offering in Asia

Indosuez Wealth Management, a European firm, is making significant strides in Asia in terms of investments and business growth. In an exclusive interview with Hubbis, Arjan de Boer, Head of Markets, Investments & Structuring, Asia of Indosuez Wealth Management explains the plan and potential they see in the market



ARJAN DE BOER
Indosuez Wealth Management

INDOSUEZ HAS BEEN HAVING A GREAT YEAR SO FAR, across asset classes such as FX, structured products, and fixed income, and has significantly increased their fund penetration this year. Arjan de Boer is pleased with the performance of his firm so far but feels there is work to be done when it comes to their advisory and discretionary portfolio management (DPM) offering. de Boer believes that the performance of his firm's offerings are great. Whether conservative or aggressive, they have lower risk than the benchmark and outperform the benchmark - and when the integration with CIC will be complete, the firm expects to see demand from acquired customers rise.

In the coming year, de Boer suggests that Indosuez is particularly optimistic about Asia because of the valuations and growth in markets. Further, he points out that the rise of the middle class, of whom, more than half will be in Asia within the next few years, are all the customers he looks forward to serving.

As a European firm, several new regulations such as the MiFID II are coming up that impact Indosuez as a business, but most of them don't impact the firm's clients in Asia who are local citizens. Further, de Boer believes that many of the regulations that they're dealing with in Europe now, transparency requirements in capital markets for example, are things that already exist in Asia.

Finally, Indosuez reveals that it's taking steps to bolster the firm's prospects in the coming year. Apart from increasing the number of advisors across the region, one of the interesting things that the firm has done is set up a trading desk that allows clients to trade FX and securities all through the night. ■