

# Multi-family office insights: Taurus Wealth Advisors

*In a video interview, Mandeep Nalwa of Taurus Wealth Advisors outlines growth plans for his firm – and despite the independent wealth management industry’s slower-than-expected evolution in Singapore, he remains excited about the future.*

After nine years in business, Singapore-based Taurus Wealth Advisors continues to offer an appealing value proposition to its clients: the right investment advice, access to portfolio opportunities not routinely available at private banks, and transparency.

This has all been part of ensuring service standards are high and everything is done via an open architecture platform, in the best interests of the client, explains founder and chief executive officer Mandeep Nalwa.

Although the firm was one of the earlier entrants in the independent wealth space in Singapore, he believes that the validation of its value proposition is clear by looking at the growth in client numbers as well as the opening of an office in Dubai.

At the same time, most of the firm’s employees have worked at Taurus for around seven years. The bottom line,

says Nalwa, is that those who have performed have never left – further endorsing the culture that the company has developed.

## CLEAR PRIORITIES

The next step for Taurus, he reveals, is to further grow its customer base. And adding to the existing crop of nine producers will be key to this.

Although it is challenging to hire good talent in the independent wealth space, Nalwa wants to hire another four to five producers.

He also plans to continue to invest in technology by upgrading its systems and further enhance the service proposition to its clients.

This stems from Nalwa being excited about the opportunity in Singapore within this segment of the industry – despite the growth in collective AUM among independent asset managers



**MANDEEP NALWA**  
Taurus Wealth Advisors

and multi-family offices, from around USD8 billion to USD10 billion in AUM to between USD30 billion and USD40 billion, not being as fast as expected. ■