

# The Middle East: A Wealth of Opportunity and Challenges Ahead

*Hubbis is delighted that our delegates and speakers all enjoyed a remarkably positive and insightful day on January 22 in Dubai, when we hosted our 4th annual Middle East Wealth Management Forum.*

**T**HE GULF COOPERATION COUNCIL (GCC) region continues to present an enticing and opportunity in wealth management for domestic and foreign players alike, and an increasingly sophisticated regulatory, products and services environment for clients and providers alike.

Our full-day agenda included ten presentations and talks, two immensely detailed workshops, and five thought-provoking panel discussions. Combined, these gave the attendees a remarkable depth of vision into the wealth market as it stands today, the opportunities and challenges it faces, and how it can evolve to the next levels.

The event was exclusively designed for CEOs, senior management, product gatekeepers and relationship managers from the leading local Private Banks, Securities Firms, Asset Management Companies, Retail Banks, IFAs, Family Offices, Insurance Companies and various Wealth Management Firms.

The Forum proved without doubt that the wealth management industry is evolving and improving in most of the key facets that are required for success. The regulators are working diligently and insightfully to help improve practices and standards of professionalism, for the end clients and for the industry's main protagonists. Institutions in the Middle East, as well as more and more international



[Link to Content Summary page](#)

[Link to Photos](#)

[Link to Event Homepage](#)



firms, are gravitating to the UAE as a growing base for serving clients in the GCC countries as well as to service the opportunities increasingly manifesting themselves in North Africa. Both the onshore and offshore elements of the wealth market are advancing apace.

But the Forum delegates also learned that there is much work to be done as the market reaches out towards the international standards, practices and general dynamism and diversity of benchmark markets such as Singapore, or Hong Kong. Professionalism, the nurturing of talent and embracing technology and digitalisation are all essential areas, for example, where real progress must, and no doubt will be made.

Malik Sarwar, CEO of wealth management firm K2

Leaders, USA and also Chairman of Hubbis, summed up much of this in his brief but well-chosen closing remarks. Sarwar recommended that delegates each thought about and took away three key messages from all the talks and discussions that they felt were highly relevant to their growth as professionals and as individuals. And he closed the event by exhorting the attendees to embrace real, solid values, and to become role models as professionals and as people for their current clients and the younger generations of clients in the future.

We have set out below a snapshot of the talks, presentations, workshops and panel discussions that made January 22 such a positive and informative day. We thank all our excellent speakers and presenters and our delegates and we look forward to welcoming you again in January 2020. ■

