

Malaysia's Wealth Management Market: Time to Boost and Accelerate the Proposition

We were delighted to host our 8th annual event in Malaysia for the Private Wealth Management Community. Hubbis assemble an impressive array of private banking, wealth and asset management and insurance sector experts to our forum in Kuala Lumpur to debate the optimal strategies that industry players should adopt to help them survive and prosper in the years ahead.

THE EVENT GARNERED A REMARKABLE ARRAY OF insights and advice from and for the over 250 CEOs, senior managers, product/fund gatekeepers and business heads across advisory, compliance, technology and other key areas of the wealth management industry who attended and who spoke on the day. They were representing a wide array of leading local and international private banks, universal banks, independent financial advisory firms, insurance companies, single and multi-family offices and other independent wealth management firms.

The Malaysian wealth management market is enjoying a period of rapid growth as the country's economic expansion continues. The growing sophistication of the high net worth segment and the ultra-HNW market is encouraging the banks and other wealth providers to offer a far more diversified range of assets and services than ever before. But progress could be considerably faster if the regulator were to permit a more liberalised market, so Malaysia is currently at risk of not developing its onshore wealth management proposition as comprehensively as otherwise it might. And the potential for Islamic wealth management is immense, so can Malaysia grasp the oppor-



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tunity to become the global hub for that vital area of business development? These, and many other fascinating topics were highlighted and discussed throughout the day.

We would also like to extend a note of thanks to our sponsors for the Forum - Henley & Partners,

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