

Raffles FO aims to be Asia's number one EAM by 2020 with new hire

07 January 2019 | FAMILY OFFICE/IAM

Raffles Family Office has added Indosuez Wealth Management's former Asia head of FX advisory to its management lineup as part of its rapid expansion push.



Having served at Indosuez WM since July 2012, **Benn Ng** joined as managing director and head of Southeast Asia in Raffles' Singapore office, which opened in October last year.

"Benn will work alongside me and the rest of our management team to scale Raffles Family Office into the number one [spot] in the external asset management and multi-family office industry in Asia by 2020," Chi Man Kwan, CEO and founder of Raffles Family Office, told *Asian Private Banker*.

Benn Ng, Raffles Family Office

Ng brings to the table three decades of experience in devising tailored solutions for high net worth clients from Southeast Asia and Greater China, as well as efficient and effective methods in taking advantage of the volatile currency and commodity markets.

Prior to his tenure at Indosuez WM, Ng held senior roles at various international and local banks, including ABN AMRO Private Bank, Citibank, and UOB.

"The funnest part about this is the chance to be part of a rapidly growing business," Ng said, commenting on why he chose to join the multi-family office over offers from other major financial institutions.

Register for a free trial subscription to Asian Private Banker. Visit: <http://apb.news/now>

For published article please visit

<https://asianprivatebanker.com/people/raffles-fo-nabs-indosuez-wms-former-asia-head-of-fx-advisory/>

This copy is for your personal use only and should not be shared, copied or reproduced. For Disclaimer, Terms and Conditions, please visit www.asianprivatebanker.com. © 2018 ASIAN PRIVATE BANKER. All rights Reserved.

With an extant talent war heating up across the wider wealth management industry, Raffles ranks amongst the [various IAMs which have identified talent attraction and retention as a common pain point](#) and have taken diverse approaches to address the issue.

“If we look back a few years later, and we can surely appreciate what we have done, this is the kind of satisfaction that I like and the challenge that I embrace,” Ng added, pointing to the robust growth of Raffles’ Hong Kong office over the past three years as an indication of what he expects for the budding Singapore presence.

In an exclusive interview with *Asian Private Banker* late last year, Raffles Family Office expressed intentions to [grow its assets under management by over five times to approximately US\\$10 billion in a span of three years](#).

Register for a free trial subscription to Asian Private Banker. Visit: <http://apb.news/now>

For published article please visit

<https://asianprivatebanker.com/people/raffles-fo-nabs-indosuez-wms-former-asia-head-of-fx-advisory/>

This copy is for your personal use only and should not be shared, copied or reproduced. For Disclaimer, Terms and Conditions, please visit www.asianprivatebanker.com. © 2018 ASIAN PRIVATE BANKER. All rights Reserved.