

Wealth Management in Malaysia

OVERVIEW

As of 2018, Malaysia has approximately 28,500 HNWI's, an increase of 2% on the previous year and the number is expected to rise to 32,000 HNWI's by 2020.

This report through surveying over 1000 HNWI's and 50 UHNWI's is able to provide a detailed analysis on the psychological makeup of these individuals and the asset classes they invest in along with providing invaluable intelligence to those companies who wish to tap into this lucrative market.

This report also surveyed and interviewed over 20 banks in Malaysia to learn about the current nature of competition in the market and the challenges they are facing. This allows us to provide an in-depth analysis on the banks that provide wealth management services to HNWI's in Malaysia.

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WHY INVEST IN THIS REPORT?

SINGFIN's wealth management reports are an unrivaled resource and an indispensable aid for decision makers in the industry, compiled by widely respected industry experts and a talented team of research analysts.

The reports are composed in numerous ways. Firstly, by interviewing a wide range of wealth management experts such as Heads/Senior Professionals in Wealth Management within the banks along with interviewing regulators and other esteemed specialists. Secondly, SINGFIN works closely with government agencies such as the tax department, electricity providers, luxury retailers, legal firms, automobile companies and real estate firms to gain a more accurate picture on the number of HNWI within the country. Finally, SINGFIN interviews at least 1000 HNWI within the country to get a better understanding of their investment habits and sources of wealth. Together this allows SINGFIN to compile an in-depth report on the wealth management sector in Malaysia.

WHO SHOULD INVEST IN THIS REPORT?

- Domestic banks and Foreign banks that are evaluating entering, expanding or offering a service in the country
- Vendors considering the market potential for technology investments in the country
- Investors, hedge funds, private equity players etc. assessing the investment potential
- Non-Banking Financial Institutions evaluating the wealth management market.
- Insurance companies
- Researchers in financial institutions, regulatory bodies, government agencies and investment companies.