



# ACCLAIM

RECOGNISING LEADERS ACROSS THE GLOBAL WEALTH MANAGEMENT INDUSTRY  
THROUGH THE **WEALTHBRIEFINGASIA** AWARDS PROGRAMME

**EXCLUSIVE**  
WINNERS OF  
THE 8<sup>TH</sup> ANNUAL  
WEALTHBRIEFINGASIA  
AWARDS 2020



July 2020



## FOREWORD

Tom Burroughes, Group Editor, *WealthBriefingAsia*

The *WealthBriefingAsia* Awards 2020 series – our eighth – is testimony to the outstanding characteristics of those who drive this industry forward. *WealthBriefingAsia* is delighted to raise a salute to a sector that has, as never before, been put to the test in how it aids high net worth and ultra-HNW individuals and families in guarding and growing their wealth. Every year generates its challenges – as well as opportunities – and 2020 is a year no-one is going to forget for the struggles it generated. That's why these awards count for so much in honouring the people who have delivered value and set standards through these times.

The range of organisations that the judges have chosen here for these awards demonstrate the tremendous variety and complexity of this sector. The industry continues to be shaken up by advances in digital technology, as well as having to wrestle with how a cohort of first-generation entrepreneurs are looking to transfer business and wealth to children and other family members. New business models vie for attention, competing with established domestic and international firms.

These awards are particularly valuable for firms and individuals as marketing tools, as ways to build brands and reputations, and as an opportunity to take stock of where the wealth management field is going. The team at *WealthBriefingAsia* values these awards as a great opportunity to connect with a wide audience and get a closer grip on what really matters for the industry.

As editor, I know how useful these awards are in finding out more about this sector, connecting with the many people who work in it, and staying on top of trends. Ultimately, this is a people business, and the awards pay respect to their virtues.

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## OVERVIEW OF THE ASIAN WEALTH MANAGEMENT SECTOR

The Asia-Pacific region is a growing wealth management powerhouse. Whatever some of the difficulties of recent months, the hard numbers explain why international banks in the region and why domestic organisations are building offerings.

Data from the Capgemini *World Wealth Report*, showing figures for 2019, show a mixed picture, but still robust for many places.

We note the rise of family offices and external asset manager firms – often formed by breakaway teams out of large banks. The big

domestic banks such as DBS, OCBC and UOB in Singapore, and Bank of East Asia and Hang Seng Bank and Hong Kong, are significant wealth players.

International firms such as UBS, Credit Suisse, Julius Baer, Citigroup, BNP Paribas, HSBC (both an international and domestic player in many ways), and others have shown a long-term commitment.

The Asia region is seeing a lot of rivalry between financial centres. Singapore is arguably now the pre-eminent wealth hub.

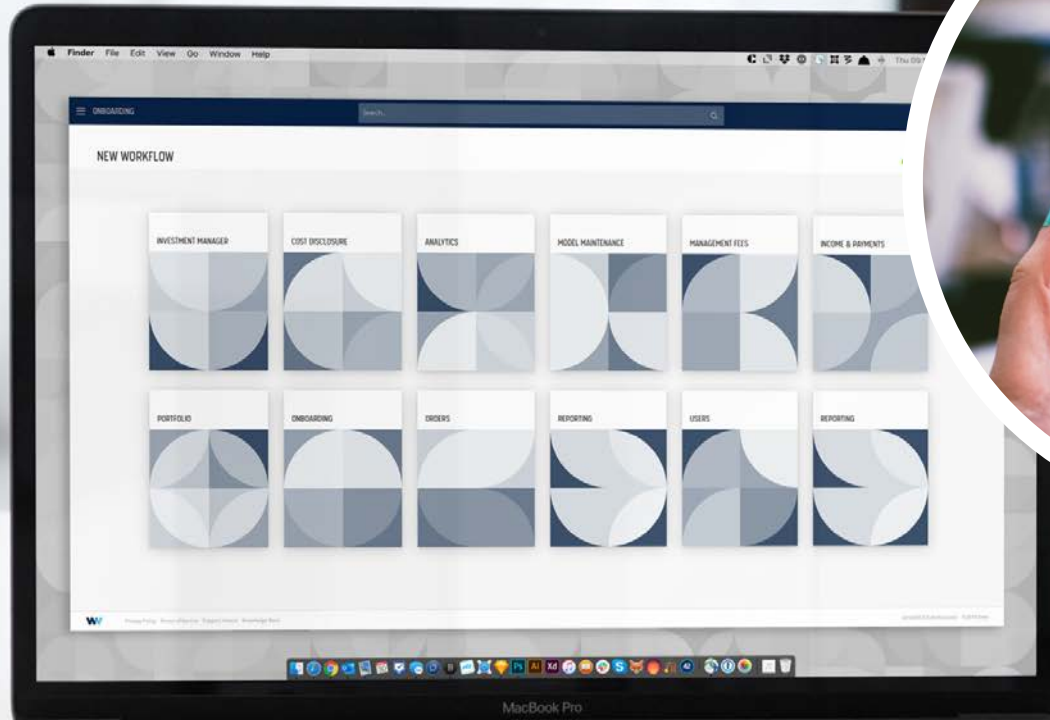
Policymakers are innovating with structures such as Singapore's Variable Capital Company entities. The political changes affecting Hong Kong in recent months put that jurisdiction under a spotlight.

Other jurisdictions are taking attention, such as Thailand and Vietnam. Several Swiss and other European firms have forged joint ventures with local players to serve these markets. India, a country once relatively closed off to international firms, is one to watch.

And don't forget Indonesia and Malaysia.



# SMART, SCALABLE, INNOVATIVE WIN IN THE DIGITAL AGE



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**WealthBriefingAsia**  
**AWARDS 2020**

**MOST INNOVATIVE FINTECH  
SOLUTION**

**WINNER**  
**Contemi Solutions**

# CONTEMI: ADDING VALUE TO WEALTH MANAGEMENT BUSINESS WITH SMART, SCALABLE AND INNOVATIVE SOLUTIONS

**Kean Williams**, CEO, Contemi Wealth Management talks to **Tom Burroughes** from *WealthBriefingAsia* about his firm's award-winning qualities.

**C**ontemi Solutions is a global technology provider to financial institutions including asset management, private banking and wealth management, insurance, and corporate and institutional banking. Serving financial institutions in 11 countries across different time zones, Contemi provides leading data and digital solutions, and technology platforms that connect a thriving global financial markets community.

Contemi has over 25 years of extensive experience supporting private banking and wealth management firms through its award-winning wealth management platform, Wealth Intelligence (WIN), which provides seamless integration across front, middle, and back office operations. Its functionality rich modular solutions provide a perfect fit for customers' specific needs, including: onboarding, client lifecycle management, portfolio management, performance measurement, trading and order routing, corporate actions, and client portal with modern analytics and reporting capabilities.

Contemi won "Most Innovative Fintech Solution" for its Analytics module this year, adding to its history of award wins for investment management, corporate actions and analytics.

## What sets you apart from your peers in the Asia-Pacific region this year and why?

Contemi remains committed to ensuring that our clients have access to the latest tools available to enhance their customer experience and providing data driven investment solutions from a single integrated solution. Our Analytics solution meets the markets demands and trends for data visualisation and leveraging information to gain a competitive advantage. Customisable dashboards and visualisations use data from multiple sources to provide clear business intelligence, management information, compliance oversight and clear risk indicators to stakeholders across the board.

To be recognised as the best Innovative Fintech Solution demonstrates that we are best placed to deliver data-driven technology solutions for financial services. This win signals the slow yet steady push towards using analytics in the Wealth management sector in Asia-Pacific.

## What do you think would have caught the judges' attention for this recognition?

Our "Analytics solution" is a standalone, data source agnostic, browser based and mobile

optimised cloud based solution delivering intuitive, real-time intelligence to make informed decisions. The solution meets the markets demands and trends for data visualisation and leveraging information to gain a competitive advantage. It replaces traditional and cumbersome data mining techniques and tools enabling clients to improve operational efficiency.

Most firms have great stores of internal data as well as access to external data sources, our Analytics solution looks to combine the two to deliver actionable insights across any number of key performance indicators and business functions. Insights that have a direct impact on growth by increasing opportunities and reducing costs.

This *WealthBriefingAsia* winner was built after multiple consultation sessions with our clients where the need for more descriptive and predictive management information presented in easy to view dashboards and reports was identified.

The prestigious panel of judges deemed the solution to have demonstrated its modern technology, real-time intelligence and data aggregation and drilldown capabilities.

## How have your colleagues contributed towards the success of your organisation?

At Contemi, our people and their diversity are the soul of the business with innovation at its core. This diversity helps us to work with clients to build solutions that meet their needs.

We work on connecting our teams with our objective to transform the wealth management industry with continuous innovation to reflect the market in the best way possible and to stand out from the competition.

We are delighted that our collaborative team effort and hard work have been recognised through these awards.

## Whom do you look to for inspiration and ideas?

Our clients are our true inspiration. By working with clients we can better understand their needs and how best to fulfil them. We have been at the forefront of the financial services industry for more than 25 years.

Throughout this period, we have looked upon our customers as partners, and asked them to help define the direction of our shared journey. And together we have successfully navigated many challenges.

## What do you hope will be the result of receiving this accolade? How does it help your business in this region?

This award is a wonderful acknowledgment for Contemi, and it recognises all the great work that our forward-thinking company has done. This accolade will help us enhance awareness of our Analytics Solution's industry-leading capabilities. It also acts as a confirmation of Contemi's ongoing success within Asia Pacific and continued expansion within the region.

## What are you going to do to stay on the front foot in a fast-growing but also challenging region such as this?

We believe in continuous and disruptive innovation and have been focused on improving and enhancing our product offering across the region. Being a highly fragmented region with exceedingly different customer demands and requirements, the level of configurability that the Contemi solution has to offer will help financial institutions across the board to digitally enable both internal and external users. With a single platform, FIs can launch a series of new business ventures and enhance their current offerings across geographies and regions. Contemi offers Front to Back straight-through-processing and a wide array of connectivity to global execution venues. With robust product functionality and roadmap, we are happy to commit to Asia and are ready to help our customers to achieve their digital enablement goals.

## What have been the challenges you have had to overcome to reach such a standard?

Balancing the needs of our existing established client base and legacy installations with investment in latest technologies and digital needs of customers has been a challenge that has been overcome with an evolutionary rather than revolutionary approach. ■



**WINNERS: WEALTH MANAGEMENT TECHNOLOGY CATEGORIES (PAN ASIA)**

**CHANGE MANAGEMENT PROCESS OR SOLUTION IMPLEMENTATION**

**Appway**



**FUND ADMINISTRATOR SERVICES AND TECHNOLOGY SOLUTION APAC**

**ASCENT**



**MOST INNOVATIVE FINTECH SOLUTION**

**CONTEMI**



**WINNERS: COUNTRY-BASED PRIVATE BANKING CATEGORIES**

**DOMESTIC PRIVATE BANK - INDIA**

**W WATERFIELD**



**DOMESTIC PRIVATE BANK - MALAYSIA**

**UOB**



**BASED TECHNOLOGY FIRM - INDIA**

**Valuefy**



**OUTSTANDING PRIVATE BANKING INITIATIVE - VIETNAM**

**bordier | 1844**



**WINNERS: INVESTMENT MANAGEMENT CATEGORIES (GREATER CHINA)**

**INDEPENDENT WEALTH MANAGER**

**SOLUTIONS**



**PLATFORM PROVIDER**

**citi**  
Private Bank



**ALTERNATIVE INVESTMENT MANAGER**

**INDOSUEZ**  
WEALTH MANAGEMENT



**FX SOLUTION PROVIDER**

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