

# Wealth Management Competitor Tracker, April 2010

<https://marketpublishers.com/r/WB470EA2C32EN.html>

Date: May 2010

Pages: 19

Price: US\$ 2,795.00 (Single User License)

ID: WB470EA2C32EN

## Abstracts

### Introduction

This monthly tracker covers product innovation, customer targeting, M&A, partnerships, organic growth, and staffing activity globally in the wealth management space.

### Reasons to Purchase

- Track the strategies announced by 50+ of your key competitors.
- Assess which geographies and strategic areas are seeing the most activity.

## Contents

### OVERVIEW

Catalyst

Summary

Methodology

Table of Contents

Introduction

The Wealth Management Competitor Tracker provides both one month and 12 month views of developments

Each month, Datamonitor tracks the most relevant announcements from 55 competitors. Datamonitor's Wealth Management Team provides analysis of the key developments at both the one month and 12 month level

A fully searchable database of the past 12 months of developments is also delivered alongside the report

Key Trends and Developments in October

There were some notable developments within the wealth management industry during October

Standard Chartered launches a new service for non resident Indians (NRIs) in UAE

BNP Paribas transfers the wealth management businesses in Panama, Grand Cayman and the Bahamas

Citigroup continued its focus on South Asia

In April, the wealth management market regained its momentum

There were a total of 29 competitor developments in April

M&A and staffing activities were pre-dominant in the wealth market in April

Competitor activity continued to remain strong in Europe and Asia

Product innovation and customer targeting

Barclays

Barclays Wealth launches Growthbuilder with a lock-in return of 6.6%

Citigroup

Citibank launches CitiGold Private Client for high net worth Individuals

Credit Agricole

Credit Agricole Private Equity's FCPI funds to help in tax savings

Deutsche Bank

Deutsche Bank's combines its existing private equity funds

Standard Chartered

Standard Chartered launches a new service for non resident Indians (NRIs) in UAE

M&A, Partnerships and Organic Growth

**ANZ**

ANZ launches new Chinese name for acquired RBS and ABN AMRO branches

BNP Paribas

BNP Paribas transfers the wealth management businesses in Panama, Grand Cayman and the Bahamas

Citigroup

Citibank network grows to eleven branches in Malaysia

Citibank opens a branch in Jakarta

Commerzbank

Commerzbank closes the sale of its two private banking institutions

Credit Suisse

Credit Suisse opens a new office

Credit Suisse obtains approval for bank branch in India

**DBS**

DBS plans to purchase 37.5% stake in Cholamandalam DBS Finance

Deutsche Bank

Deutsche Bank invests in Craigs Investment Partners

RBC Financial Group

RBC launches an international investment advisory office

Hang Seng

Hang Seng China opens a sub branch in Zhongshan

Staffing

Barclays

Helen Pun appointed as Hong Kong market head

Geoff Gelling heads the client relationship service at Barclays

Barclays Private bank appoints Bryan Henning

Citigroup

Citi appoints country officer of India

Citi hires a retail and commercial banking head

Credit Suisse

Credit Suisse appoints Michael Wyss as the Private Banking head

Credit Suisse appoints Marcel Burger as the banking head

Credit Suisse appoints new head of Delhi office

Credit Suisse continues its spate of appointments

**DBS**

Tan Su Shan heads Private Banking at DBS

Deutsche Bank

Deutsche appoints Fred C.C. Crozier as Managing Director and Client Advisor

Soci?t? G?n?rale

Soci?t? G?n?rale adds a Middle East Department

**UBS**

UBS appoints a new CEO for its businesses in Switzerland

Appendix

Methodology

Further reading

Ask the analyst

Datamonitor consulting

Disclaimer

## List Of Tables

### LIST OF TABLES

Table 1: The 55 companies covered by Datamonitor's Wealth Management Competitor Tracker

## List Of Figures

### LIST OF FIGURES

Figure 1: Wealth Management activities geared up in April

Figure 2: The majority of the developments for the month were in M&A and Staffing

Figure 3: Asia witnessed the majority of activities in April

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