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WEALTH SOLUTIONS

## Lion Global forms new team targeting Singapore's mass affluent

The Curated Portfolios team aims to offer private banking portfolio solutions to the mass affluent and retail investor segments.

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Posted 21 OCTOBER, 2020 AT 06:58



Lion Global Investors said it is launching a new team to provide investors in Singapore with more sophisticated investment solutions.

The Curated Portfolios team aims to offer private banking portfolio solutions to the mass affluent and retail investor segments. It will be led by [Selvan Kumaran](#), senior director and most recently the director of multi-asset strategies.

The Citywire AA-rated manager will be joined by Benedict Yap, who is head of environment, social and governance, and three fund and research analysts.

The team will partner with London-based research firm Inalytics to conduct fund manager due diligence in the curation process. Beyond that, Lion Global is also looking to include ETFs and even

single securities to curate portfolios.

'We want to put the best of low-cost ETFs with active funds,' Kumaran told *Citywire Asia*, adding that the team will offer solutions that private banks are already doing globally for their clients.

His team will act as portfolio advisors, helping to set quantitative risk budgets for different investor risk appetites. Based on that, the team will build an optimised risk-based multi-asset portfolio.

'This is where you will have a mix of ETFs, best-of-class funds, and tactical asset allocations,' Kumaran said.

The team will also look to thematic portfolios such as ESG or cloud computing, although these will act more like satellite portfolios that investors can add to their core investments.

### **Why Singapore?**

Lion Global CEO Gerard Lee said investors in Singapore are very sophisticated, but not everyone is wealthy enough to be considered a high-net-worth investor by private bank standards.

This leaves a meaningful segment of the investment population being excluded from many offerings. 'Among those are the middle segment of investors who may have tens to hundreds of thousands of dollars to invest.

'We are basically enabling this group of investors which have significant capital but are very underserved,' he said. The Singapore-based firm manages \$43.8bn in assets.