

Press Release

**Bank Mandiri awarded Best Private Bank in Wealth and Society in Indonesia at the inaugural Global Wealth and Society Awards 2018.**

- **Bank Mandiri consistently grew its market share for ultra-high net worth clients**
- **Extended ‘onshore discretionary management services’ services to local UHNW clients with a trusted advisory partner**
- **Demonstrated extensive focus in meeting the development initiatives of the Indonesian Government**

**London, November 8<sup>th</sup> 2018-** Bank Mandiri received the **Best Private Bank in Wealth and Society in Indonesia award** at The Global Wealth and Society Awards 2018. The award ceremony was held in conjunction with the Future Wealth Summit 2018, at the Courthouse Hotel Shoreditch, London.

The London-based Global Wealth and Society Awards Programme seeks to recognise high and ultra-high net-worth individuals who use their wealth to bring about positive impacts on the society that they operate in, and the institutions that help them do so. Recipient of these awards underwent a stringent and comprehensive evaluation process, demonstrating the verve to deploy wealth in ways to bring about positive impacts on the society and at the same time make positive financial return on client investments.



*Standing from left: Members of the International Advisory Council of the Global Wealth and Society Awards programme; Gordian Gaeta, April Rudin and Urs Bolt with Nyoman Suarja; General Manager, Bank Mandiri Europe Limited and Urs Bolt, Advisor, bolt.now*

## **Bank Mandiri consistently grew its market share for ultra-high net worth (UHNW) clients**

Operating in a fast emerging wealth hotspot, Bank Mandiri grew its market share close to one-third, leveraging its core strength in managing a large base of high and ultra-high-net worth customers. Its total private banking AUM rose 39%, driven by its offering of tailored products and discretionary fund management services. A risk-weighted return of 10% to 15% per annum helped maintain long-term, sticky relationship with individual and corporate customers for its wealth business.

## **Extended ‘onshore discretionary management services’ to local UHNW clients with a trusted advisory partner**

In a strategic partnership with Lombard Odier, Bank Mandiri strengthened its investment and family office services to provide a rich banking experience. Developing its private arm of wealth management, the bank developed ‘complete onshore discretionary management services’ and diversified its offerings of sophisticated portfolio fund services for UHNW Indonesian clients’ onshoring wealth to Indonesia.

## **Demonstrated extensive focus in meeting the development initiatives of the Indonesian Government**

The seriousness of its ESG focus is depicted by 15%-20% contribution of impact investment products to total assets under management (AUM). The ESG compliant transactions for its wealth business accounted for 30% to 35% of its total AUM sales. The scale of its investments into impact investment bonds for education, environment protection and infrastructure development purposes reached approximately \$620 million in 2017.

At the awards ceremony, DBS Bank of Singapore was named the Best Private Bank in Wealth and Society in Asia-Pacific. Other Best Private Bank in Wealth and Management Award winning institutions include Indonesia’s Bank Mandiri, South Korea’s KB Kookmin Bank, Saudi Arabia’s Samba Financial Group, Thailand’s Kasikornbank and Turkey’s TEB Private Bank.

For specific details relating to description of the awards, evaluation criteria and process, kindly visit <http://www.wealthandsociety.com/theglobalwealthandsocietyawards/criteria>.

For all Wealth and Society Awards 2018 photos, please visit

[https://www.facebook.com/pg/wealthandsociety/photos/?tab=album&album\\_id=368836930527229](https://www.facebook.com/pg/wealthandsociety/photos/?tab=album&album_id=368836930527229)

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