

Abacanto Holding expands into Singapore and SE Asia

GLASGOW, SCOTLAND, UNITED KINGDOM, July 12, 2023 /EINPresswire.com/ -- Naomi Schneider, Country head of Abacanto Holding Asia Pacific, has been seconded for her third pan Asia "tour of duty" as Abacanto further expands its Asian presence into Singapore.

As with Abacanto Chile, Canada and Indonesia offices, Singapore will exercise Abacanto "three pillars": domestic product for domestic clients; domestic product for offshore clients; and imported global product for the domestic market. Abacanto already has an institutional sales Asia coverage from Indonesia, headed by Frank Choon.

Abacanto further recognises, however, the importance Singapore plays within the regional wholesale investment distribution market, and is currently examining different options.

"Our entry into the Singapore wholesale market," Schneider says, "is one of our biggest challenges as the wholesale community here is undergoing structural change, coupled with demographic and risk appetite shifts as seen here within Australia."

Meanwhile in Australia, Abacanto has recently recruited a marketer who has replaced a colleague who's recently been transferred to Singapore, and is considering its options to replace Micheal Tomlin, who is due to retire in September after nearly 12 years with the firm.

Thomlin, a former chief executive of Gladstone Management and an asset consultant at JANA, has been an important member within Abacanto's small but influential marketing group, headed by Jennifer Wang, Schneider said.

Given our very low staff turnover and visible office culture, replacing any colleague is not an easy task," Schneider said. "But add Thomlin's extensive and valuable investment and industry knowledge, the difficult task is near impossible. It is for this reason that we selfishly hope that his transition into retirement is a slow and gradual transition."

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