

## Nomura Continues Push into Wealth Management with New Hires

**Singapore, Hong Kong, August 5, 2021**—Nomura, Asia's global investment bank, has hired over 25 private bankers and investment advisors in its International Wealth Management business over the past six months, accelerating its drive to enhance product and service offerings for high-net-worth (HNW) clients.

The appointments in Singapore and Hong Kong follow Nomura's continuous efforts to build out the private banking business under Ravi Raju, who was named Head of International Wealth Management in September 2020. In January, the firm had [announced](#) the hiring of over 20 wealth management professionals into the business as part of the expansion plans.

"The core of our ambitions to build a global wealth platform for clients lies in recruiting the right people. I am confident our new joiners, all of them seasoned professionals from the wealth management industry, will enhance client coverage and advice, and help strengthen our presence across Greater China, Southeast Asia, the Indian subcontinent and the Middle East," said Mr. Raju.

Nomura is looking to increase assets under management from current levels by at least threefold in the medium term. Over the past year, it has successfully integrated International Wealth Management into the rest of the Wholesale business.

"Aligning with Global Markets and Investment Banking has allowed International Wealth Management to deepen its institutional product suite to meet the sophisticated needs of entrepreneurs and ultra-high-net-worth clients. We are now in a strong position to offer them structured products, financing and derivatives solutions," said Rig Karkhanis, Deputy Head of Global Markets and Head of Global Markets, Asia ex-Japan.

Some of the senior hires include:

### Client Coverage

**Richard Hu** has been named Managing Director and Group Head for Greater China relationship management. He joined from Bank of Singapore where he was Managing Director and Market Head for Greater China. He has over 20 years of experience in wealth management, having worked at Julius Baer, and the private banking divisions of HSBC, Credit Suisse, UBS and Citi in previous roles, focusing on Chinese and Taiwanese high-net-worth clients.

**Melani Hoesada** has been appointed as Managing Director and Team Lead for Southeast Asia with a focus on the Indonesian market. She has over 30 years of experience in private banking and has held several prominent roles as team head and senior relationship manager across institutions. Before joining Nomura, Melani was a Client Advisor and Desk Head at UBS Wealth Management. Prior to that, she was Team Head at Deutsche Wealth Management. Melani started her career as a Relationship Manager with Citi Private Bank in Surabaya, Indonesia, and moved up as Branch Head before transferring to Citi Private Bank in Singapore.

**Kapil Poply** has joined as Managing Director and Team Lead to cover the Southeast Asia and Non-Resident Indian markets. He has over two decades of experience managing ultra-high-net-worth clients and joined from Standard Chartered where he was a Managing Director in private banking. Prior to that, he was a Team Head with UOB Private Bank, heading the Singapore team. He has also worked in the private banking divisions of ANZ, ING and UBS.

**Jeanna Chan** has been appointed Executive Director and Team Lead for Greater China. She has over 25 years of private banking, investment banking and asset management experience. These include her positions as Executive Director and Team Head for the Greater China region at Bank of Singapore and Director and Senior Relationship Manager for the same region at Credit Suisse. She has also been a client advisor and hedge fund manager previously. In her early career, she worked at Clariden Asset Management, as well as in financial journalism at Dow Jones.

**Sarah Lee** has been appointed Executive Director and Team Lead covering the Greater China market. She joined from Deutsche Bank where she had a similar role servicing high-net-worth clients from China, Hong Kong and Taiwan. She started her career at Citibank in product and business development almost 30 years ago, and has since worked as Senior Relationship Manager at First Pacific Corporation, Center Head of Priority Banking at Standard Chartered, Executive Director and Team Head for Greater China at ING Private Banking and Bank of Singapore, and Executive Director on the Greater China team at Julius Baer.

**Andrew Au** has joined as Executive Director and Relationship Manager in the Greater China team. Prior to Nomura, he was an advisor for about a year with Hong Kong-based Maxco, which provides business advisory services to corporates and individuals. Before that, Andrew was a Client Director at Schroders for six years, where he was responsible for serving ultra-high-net-worth individuals, family offices, private foundations and charities. He has also run a family office and has had stints with Cazenove Asia, Standard Chartered, and Cathay Pacific early in his career.

**David Huang** has been hired as Executive Director and Relationship Manager for Greater China. He moved from Bank of Singapore where he was an Executive Director focused on ultra-high-net-worth clients from China. He has been in Hong Kong since 2006, when he joined UBS's private bank and has also worked in the private banking divisions of BNP Paribas and Bank of China in the city. David is from Guangzhou, China, and has worked there with HSBC, Citi, and Sumitomo.

**Gaurav Gupta** has been appointed Executive Director and Relationship Manager for Southeast Asia and NRI markets. He joined from Standard Chartered's private bank where he was an Executive Director in the division focusing on the global South Asian community. He has over 16 years of experience in managing ultra-high-net-worth NRI and global client relationships across Southeast Asia and the Middle East. His previous stints in private banking include UOB and ANZ in Singapore, and HSBC and ING in Mumbai, India.

**Sharon Bahl** has joined as Executive Director and Relationship Manager to cover the NRI market, bringing over 30 years of experience in wealth management. She moved from BNP Paribas where she worked for almost 9 years in Singapore in multiple capacities, starting as Director and Relationship Manager within the Key Client Group and later as Director and Team Leader for the UAE desk within the NRI team. Before that, she worked at Barclays Private Bank in Singapore and Credit Suisse in London. She started her career in Citi, where she worked for two decades in credit structuring and as Relationship Manager covering clients in UK, East Africa and South Africa.

**Gautam Sareen** has been named Executive Director and Relationship Manager to cover the Southeast Asia and NRI markets. He has over 18 years of experience as a relationship manager covering Southeast Asia and the Indian subcontinent. He joined from BNP Paribas where he serviced Indian ultra-high-net-worth individuals and their families. Before that, he was with JPMorgan Chase where he focused on private banking in Thailand, Indonesia and Singapore. He has also covered the NRI market at Bank of Singapore and ABN Amro, and started his career at HDFC Bank in New Delhi, India.

**Nishant Chugh** has joined as Executive Director and Relationship Manager focusing on South East Asia. Prior to Nomura, he was a director in private banking at BNP Paribas in Singapore, where he acquired and enhanced relationships with ultra-high-net-worth clients in Singapore, Malaysia, Indonesia and the Middle East. He has over 15 years of experience across private and priority banking with institutions including ANZ, Royal Bank of Scotland and Citi in Singapore, United Arab Emirates and India.

### **Investment Products & Advisory Solutions**

**Gareth Nicholson** has been appointed Executive Director, Chief Investment Officer and Head of Discretionary Portfolio Management. He has a strong institutional investment background with 16 years of experience focusing on risk-return across fixed income and multi-asset portfolios. He joined from Bank of Singapore where he was Executive Director, Head of Fixed Income Discretionary Portfolio Management, and a member of its investment committee. Prior to that, Gareth spent 12 years with Aberdeen Standard Investments as a Senior Portfolio Manager.

**Symon Tilberis** has joined as Executive Director and Head of Family Office Services, after 19 years in international wealth and asset management. Prior to Nomura, he was an Executive Director at BNP Paribas, where he headed the Key Client Group, enabling Asian single family offices and ultra-high-net-worth clients across the bank's business divisions. Before that, he was at UBS AG, where he was a specialist for product distribution channels and APAC Operating Officer of the bank's Global Family Office.

**Olaf van Duijnhoven** has joined as Executive Director and Team Lead, Investment Advisory. He moved from Standard Chartered Private Bank where he worked for 10 years, with his last role there as Executive Director and Team Leader, Investment Advisory, responsible for the coverage of Southeast Asia, Europe and Middle East markets. He has over 25 years of experience in private banking, wealth management, product sales and investment advisory, having also held positions with Deutsche Bank previously.

**Albert Wong** has joined as Executive Director and Investment Advisor. He has been in the banking industry for 20 years, having worked closely with relationship managers to drive business in the ultra-high-net-worth segment for several international private banks. Albert's expertise includes providing advisory services in equity, fixed income, FX and alternatives investments. Prior to Nomura, he was an Investment Counsellor at HSBC Private Bank, and before that, Global Investment Specialist at JPMorgan Private Bank. He has also held multiple positions across products structuring and client servicing at Citi Private Bank and Merrill Lynch.

## Nomura

Nomura is a global financial services group with an integrated network spanning over 30 countries. By connecting markets East & West, Nomura services the needs of individuals, institutions, corporates and governments through its three business divisions: Retail, Wholesale (Global Markets and Investment Banking), and Investment Management. Founded in 1925, the firm is built on a tradition of disciplined entrepreneurship, serving clients with creative solutions and considered thought leadership. For further information about Nomura, visit [www.nomura.com](http://www.nomura.com).