

## Eastspring Investments Indonesia Announces A New Distribution Agreement with HSBC Indonesia

### MEDIA RELEASE

PT. Eastspring Investments Indonesia  
Prudential Tower 23rd floor  
Jl. Jend. Sudirman Kav. 79  
Jakarta 12910, Indonesia

T: (62 21) 2924 5555  
F: (62 21) 2924 5566  
Eastspringinvestments.co.id

Jakarta (19/02/14), PT Eastspring Investments Indonesia (Eastspring Investments Indonesia) and The Hongkong and Shanghai Banking Corporation Ltd Indonesia (HSBC Indonesia) today officially announced an agreement to distribute Eastspring Investments Alpha Navigator equity fund to the Bank's retail customers in Indonesia.

A Memorandum of Understanding (MoU) was signed today by Eastspring Investments Indonesia President Director, Riki Frindos, and HSBC Indonesia Senior Vice President and Head of Wealth Management, Steven Suryana.

Steven Suryana said, "HSBC aims to build long term relationships by understanding and meeting our customers' needs to manage and grow their wealth. We are committed to offering customers a focused and carefully selected range of customer-centric solutions. The new fund will expand the choice of suitable investment solutions customers can select based on their goals and risk appetite."

"We are delighted to work with HSBC Indonesia, the leading international bank offering one of the largest wealth management services. Eastspring Investments Alpha Navigator equity fund is one of our key products and will help HSBC customers achieve their investment goals," said Mr Frindos

Eastspring Investments Alpha Navigator is an open-ended, equity fund designed to provide added value and lucrative long-term yields to investors. Alpha Navigator means actively navigating the market in search of added value (*Alpha*) for investors through concentrated stock picking and value investing.

"This fund has a high level of flexibility because it doesn't invest in one economic sector or index segment. This equity fund focuses on 'best ideas' and uses investment opportunities from all sectors and companies of various sizes in order to deliver the most optimal investments results," Mr Frindos said.

"Our partnership with HSBC will expand our distribution network further and is part of our commitment to the development of the local mutual fund industry. Currently there are approximately 160,000 retail mutual fund investors in Indonesia, which has a population of around 250 million," explained Mr Frindos.

Speaking at the press conference, Mr Frindos said he was very optimistic about the prospects for the local mutual fund industry. According to OJK's data, the total AUM (assets under management) of the Indonesian mutual fund industry increased by 2.64%, from IDR 187.59 trillion at the end of 2012 to IDR 192.54 trillion at the end of 2013, despite challenging financial market conditions.



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### About Eastspring Investments Indonesia

Since acquiring its license from the Capital Market and Financial Institution Supervisory Agency in April 2012, PT Eastspring Investments Indonesia, has launched four mutual funds products that are distributed through partner banks including two equity mutual funds and two fixed income mutual funds available to retail investors.

As of September 2013, Eastspring Investments Indonesia assets under management has Rp 37.22 trillion (USD 3.22 billion), which includes mutual funds and discretionary funds. This positions Eastspring Investments Indonesia as one of the country's largest investment management companies. Eastspring Investments Indonesia also has one of the largest investment teams in the industry.

Eastspring Investments, part of Prudential Corporation Asia, is Prudential's asset management business in Asia. We are one of the region's largest asset managers, with operations in 14 markets (including offices in the US and Europe) with about US\$97 billion (about £60 billion) in assets under management (at September 30, 2013). In Asia, Eastspring Investments operates in Japan, Malaysia, Singapore, South Korea, Taiwan, Hong Kong, the United Arab Emirates, Vietnam and Indonesia, and has joint venture operations in India, China and Hong Kong.

Eastspring Investments was named the largest retail fund manager company in Asia (ex-Japan, Australia & New Zealand) in 2013 in Asia Asset Management's annual survey of retail managers. Eastspring Investments was named the Best Asset Management Company in South East Asia by The Asset in the magazine's 2013 Triple A Investor and Fund Management Awards.

Together with Eastspring Investments, Prudential Corporation Asia (PCA) comprises the life insurance businesses of Prudential plc in Asia spanning 13 markets: Cambodia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, the Philippines, Singapore, Taiwan, Thailand, and Vietnam. Prudential plc is an international financial services group with operations spanning Asia, the US and the UK.

<sup>1</sup>Prudential plc, incorporated and with its principal place of business in England, and its affiliated companies constitute one of the world's leading financial services groups and has been in existence for over 160 years. It provides insurance and financial services directly and through its subsidiaries and affiliates throughout the world. Prudential plc is not affiliated in any manner with Prudential Financial, Inc, a company whose principal place of business is in the United States of America

### About HSBC Indonesia

HSBC has operated in Indonesia since 1884 and now the Bank serves its customer through 47 branches in 6 major cities across Indonesia. Supported by more than 3,000 employees, today HSBC Indonesia has grown into Indonesia's leading international bank, offering services in Commercial Banking and Global Banking for Corporate and Institutional Banking, Global Markets for treasury capital Markets as well as Retail Banking and Wealth Management business.

### For further information, please contact:

#### **Anita Abdulkadir**

Chief Marketing Officer

PT Eastspring Investments Indonesia

Phone (021) 2924 5555

Email: [anita.abdulkadir@eastspringinvestments.co.id](mailto:anita.abdulkadir@eastspringinvestments.co.id)

Website: [www.eastspringinvestments.co.id](http://www.eastspringinvestments.co.id)