

**MOU SIGNING**  
**STRATEGIC PARTNERSHIP WITH HSBC INDONESIA**  
 Jakarta, 19 February 2014

**E**astspring Investments Indonesia has officially announced a strategic partnership with HSBC Indonesia in mutual fund distribution. The signing of a Memorandum of Understanding was held during a Press Conference at the Grand Ballroom, Hotel Indonesia Kempinski Jakarta on Wednesday, 19 February 2014. “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 Riki Frindos, President Director PT Eastspring Investments Indonesia. The event was attended by more than 30 national print and electronic media.

The event was continued with gathering with HSBC Indonesia’s clients in the evening at the same venue to give market outlook 2014 and product information. During the event, Eastspring Investments Indonesia also launched Market Outlook 2014 Booklet titled “**Navigating the Election Year**” which provides information of important events in the local and global economy as well as capital market for 2013 and its prospect in 2014.



Left to right: Mr. Robert Rountree (Global Strategist Eastspring Investments Singapore Ltd), Ms. Diza Larentie (Senior Vice President & Head of Network HSBC Indonesia), Mr. Steven Suryana (Senior Vice President & Head of Wealth Management HSBC Indonesia), Mr. Riki Frindos (President Director, Eastspring Investments Indonesia), Ms. Anita Abdulkadir (Chief Marketing Officer Eastspring Investments Indonesia) and Mr. Ari Pitojo, CFA (Chief Investment Officer Eastspring Investments Indonesia) shown the MoU after the signing.



Left to right: presentation of company profile by Mr. Riki Frindos and presentation of local market outlook by Mr. Ari Pitojo, CFA during client gathering with HSBC Indonesia’s clients.



Announcement of the launching of Market Outlook 2014 Booklet and distribution to client during gathering with HSBC Indonesia's clients at the Grand Ballroom, Hotel Indonesia Kempinski on Wednesday, 19 February 2014.

# On the NEWS!

## KERJA SAMA PEMASARAN REKSA DANA



**Presiden Direktur Eastspring Investments Indonesia Riki Frindos** berbinca dengan Senior Vice President & Head of Wealth Management HSBC Steven Suryana dan Global Strategist Eastspring Investment Singapore Ltd.

**Robert Rountree** sebelum menandatangani nota kerja sama di Jakarta, Rabu (19/2). Kerja sama tersebut dalam hal memasarkan produk Reksa Dana saham Eastspring Investor Alpha Navigator kepada investor ritel HSBC.

## Eastspring-HSBC Kerja Sama Reksa Dana

PT Eastspring Investments Indonesia menggandeng The Hong Kong and Shanghai Banking Corporation Ltd Indonesia (HSB Indonesia) untuk mendistribusikan produk reksa dana saham mereka.

Pemilihan HSB terkait dengan reksa dana (reksa bank internasional tersebut dalam layanan *wealth management* di Indonesia.

"Ini produk Eastspring Investments Alpha Navigator ialah satu produk unggulan kami yang akan membantu nasabah HSB mencapai tujuan investasi mereka," ungkap Presiden Direktur Eastspring Investments Indonesia Riki Frindos sesuai penandatanganan kerja sama itu di Jakarta, kemarin.

Menurutnya, peluang pengembangan produk investasi reksa dana di Indonesia memang sangat luas. Dari 250 juta penduduk, baru ada 100 ribu investor reksa dana ritel di Indonesia.

"Saya optimis karena menurut Otoritas Jasa Keuangan, terjadi peningkatan total dana kelolaan reksa dana sebesar 2,64%, yaitu dari Rp187,59 triliun pada akhir 2012 menjadi Rp192,54 triliun pada akhir 2013 meskipun di saat pasar keuangan tercekung cukup berat," kata Riki.

Chief Investment Officer Eastspring Investments Indonesia Ari Pitojo menambahkan pertumbuhan ekonomi Indonesia masih menjanjikan.

Ia meyakini pemilik saham ritel tidak akan berpuas-puas terhadap kondisi ekonomi secara umum karena masyarakat sudah mulai rasional dalam memilih.

Hal itu akan mengurangi kekhawatiran terhadap pelemahan ekonomi serta memicu



**Distribusi Reksa Dana Saham**  
Global Strategist Eastspring Investments (Singapore) Ltd Robert Rountree, Senior Vice President and Head of Network HSBC Diza Larentis, Presiden Direktur Eastspring Investments Indonesia Riki Frindos, Senior Vice President and Head of Wealth Management HSBC Steven Suryana, Chief Marketing Officer Eastspring Investments Indonesia Anita Abdulkadir, Chief Investment Officer Eastspring Investments Indonesia Ari Pitojo akan penandatanganan kerja sama memasarkan Reksa Dana Saham Eastspring Investor Alpha Navigator di Jakarta, Rabu (19/2). Eastspring Investor Alpha Navigator ialah produk reksa dana saham yang cukup baru di Indonesia.

**Joint equity fund from Eastspring, HSBC**

Indonesian mutual fund total assets grew 2.64 percent from Rp187.59 trillion (US\$6 billion) in 2012 to Rp192.54 trillion (US\$6 billion) in 2013.

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