

Harnessing Opportunities in Hong Kong's Asset Management Landscape

For Australia-based asset manager RAM Group, Hong Kong continues to offer new opportunities for business growth.

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Scott Wehl
Founder and Executive Chairman
RAM Group



Real Asset Management (RAM) Group is strategically enhancing its presence in Hong Kong to leverage the city's robust asset management ecosystem and meet the evolving needs of its global clientele. RAM Group is a Sydney-based alternative asset manager focused on providing income solutions for institutions and high-net-worth families globally. The company incorporated its subsidiary, RAM Investment Advisors Limited (RAMIA), in Hong Kong in 2014 and has since been leveraging the city's strengths to better serve its portfolio of clients.

Premier Asset Management Hub

“Our Hong Kong office serves as a key asset management hub with a focus on international investment management and fund distribution. It allows us to cater to the global investment needs of our clients as well as better serve the local institutional, high-net-worth and family office market,” said Scott Wehl, Founder and Executive Chairman of RAM Group.

Wehl said that the city's established wealth management ecosystem offers a fertile foundation for business growth. Indeed, the city is currently Asia's leading asset management hub, and the largest cross-border private wealth management and hedge fund centre in Asia. “This access to global capital coupled with the city's strong regulatory framework and tax advantages

make Hong Kong an especially ideal base for asset and wealth management firms,” Wehl added.

Capitalising on Growing Opportunities

Another key advantage of Hong Kong is its geographical location. “Hong Kong's strategic position as a gateway to Mainland China plays an important role in our expansion plans, as it remains a key access point to Chinese wealth flows and investment demand,” Wehl said.

Playing into Hong Kong's strength as a bridge between the east and the west, government initiatives such as the New Capital Investment Entrant Scheme and Cross-boundary Wealth Management Connect Scheme are creating even more business opportunities for the finance and investment industries, Wehl added. And with the support of InvestHK, RAM Group has been able to engage with industry stakeholders and capture emerging opportunities. “InvestHK has done a wonderful job helping to raise awareness of our new SFC Authorised Public Funds and reinforce our position as a leading alternative asset manager in the region,” Wehl said.

The two new funds are designed to serve the growing demand for fixed-income investment solutions. The RAM Hong Kong Government Bond Fund aims to deliver regular income with capital stability by investing in Hong Kong government bonds. The RAM Income Fund

aims to deliver regular income with capital appreciation over the medium term by investing in a diversified portfolio of global fixed-income securities.

To keep pace with investor demand, RAM has recently expanded its Hong Kong team and plans for more growth ahead. “Hong Kong offers access to a highly skilled financial workforce with deep expertise in asset and wealth management,” Wehl said. “We benefit from the high-paced and efficient working environment created by such a strong group of professionals.”

RAM Group

- RAM Group is headquartered in Sydney and has offices in Melbourne, Brisbane, Shanghai and Hong Kong. Its team of over 180 finance professionals manage more than HK\$28 billion in assets
- RAM Investment Advisors Limited is regulated by the Securities and Futures Commission of Hong Kong and holds licences to carry out Type 1, Type 4 and Type 9 activities

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