

Connecting Families with Investment Opportunities

Family office advisor Crosby Wealth Management leverages its decades-long investment banking experience to expand its global family office business.



Founded in 1984, Crosby is a well-established investment bank in Hong Kong owned by a Canadian. Initially a brokerage firm, it expanded its services over the years to include asset management and corporate finance. At the same time, it strengthened its foothold in Greater China, Thailand and Malaysia. Alongside its core offerings of brokerage; access to IPOs, pre-IPO and private equity deals; financial products; and asset management, Crosby launched Crosby Wealth Management in Hong Kong in 2022 to cater to the special needs of family offices in the region.

Access to Unparalleled Investment Opportunities

Hong Kong's enviable reputation as a global financial hub with close connections to Mainland China is key to international investors seeking a foothold in the Greater Chinese market. The city also offers Mainland Chinese investors a window to a world of global offerings. Christopher Tang, Chief Executive Officer of Crosby Wealth Management, said, "Hong Kong's

simple tax structure and relatively low personal and corporate tax rates attract high-net-worth individuals." He continued, "The city is highly competitive in the mass affluent space. This demonstrates that its business environment is a good match for Crosby Wealth Management."

"Having been in Hong Kong since 1984, Crosby

has substantial experience operating in the city. This was another advantage: with our extensive local knowledge and network, we can obtain accurate market information quickly to better assist clients collaborating with investors in the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) and elsewhere. The GBA initiative has strong government support, allowing companies, especially family offices, to operate with ease."

Offering Bespoke Services

According to Tang, Crosby Wealth Management is a truly independent asset manager with an asset-light model. Free from the rigid regulatory framework of international banks, the firm can respond quickly and with agility. "We have had a strong sell-side investment banking platform for years, providing services to both institutions as well as listed and non-listed corporations," said Tang. "We have privileged access to popular investment themes such as art. By leveraging the capabilities of our Shout Art Hub and Gallery, we offer global connection to art curators, galleries, artists and like-minded

collectors." Clients enjoy exclusive gallery talks, previews and private viewings, as well as an independent advice on the acquisition and sale of art.

In addition, Tang cites Hong Kong's excellent universities to recruit from, including five that are featured in the Quacquarelli Symonds (QS) World University Rankings top 100 list, demonstrating the high quality of the city's education system. "Many overseas graduates also return from top global universities, giving us a strong and wide pool of talent to choose from," he said.

Augmenting the city's business advantages are its unique lifestyle. "With a mix of Eastern and Western cultures, Hong Kong is a vibrant city that caters to both locals and foreigners," Tang said. "The city is full of exciting happenings, making it one of the best places to work and live."

Crosby Wealth Management

- Founded in 2022, Crosby Wealth Management capitalises upon the strengths of its parent company and investment bank Crosby while catering to the individual needs of multi-family offices
- Its Hong Kong office specialises in popular investment sectors including art, real estate, financial technology and medical technology
- The company is under Crosby Securities, a registered licensed corporation by the Securities and Futures Commission of Hong Kong to carry out Type 1, Type 4, Type 6 and Type 9 regulated activities

[crosby.com/wealth-management](https://www.crosby.com/wealth-management)

“The city is highly competitive in the mass affluent space. This demonstrates that its business environment is a good match for Crosby Wealth Management.”

Christopher Tang
Chief Executive Officer
Crosby Wealth Management