

press release

Adopt a scenario-based approach to navigate a '#pivot?' year in 2017

*Standard Chartered holds annual Wealth-on-Wealth seminar for 2,500 customers
in Surabaya, Bandung, Jakarta, and Medan*

SURABAYA, 7 February 2017 --- Adopting a scenario-based approach by taking into account the possibility of different, evolving events to guide investment decisions was the theme of Standard Chartered Bank Indonesia's 13th annual "Wealth-on-Wealth (WOW)" financial seminar held in Surabaya today. Built on the theme of "2017: The Year of the #Pivot?", the seminar aims to offer 2,500 clients in four cities, including Bandung, Jakarta and Medan later this month, with key investment themes to navigate the global and regional economies in the year ahead.

Phillip J. Vermonte, Executive Director of Centre for Strategic and International Studies, and Senior Economist for Indonesia **Aldian Taloputra** joined this year's event in Surabaya in sharing their economic and political perspectives for 2017. President Director of PT Schroders Investment Management Indonesia **Michael Tjandra Tjoajadi** also discussed investment trends for the coming year.

Rino Donosepoetro, Chief Executive Officer, Standard Chartered Bank Indonesia, said:

"Standard Chartered has held the "Wealth-on-Wealth (WOW)" seminar for 13 years to provide our clients with insights to navigate the global financial markets. In the last decade or so, the global economic and political landscape has shifted markedly. But where there are challenges, there are also opportunities to be seized. It is our goal to continue providing our customers with innovative financial products and insights that will be helpful for their investment strategy."

Given continuing uncertainties in the global economy, investors need to factor in the possibility of different, evolving scenarios in their investment plans. This sentiment is reflected in Standard Chartered's '#pivot?' theme, guided by the following:

- "#" symbolizes today's fast-changing world where both information and misinformation perpetuate at an increasing pace in the cyber space, and has the potential to accelerate the emergence of trends;
- "Pivot" suggests that investors will benefit from keeping one foot firmly planted in asset classes that should perform in an environment of structurally slow growth and low inflation ('muddle-through' scenario), while taking a step towards assets that should do well in a scenario of controlled recovery in growth and inflation ('reflationary' scenario);
- The inclusion of a "?" highlights the uncertainty around the potential pivots, despite a reasonably clear direction, the magnitude, pace, and implications are all open to significant debate and may have been overly priced in, especially in the near term.



Aldian Taloputra, Senior Economist, Standard Chartered Bank Indonesia, said:

“Against the backdrop of the four key pivots --- a shift towards greater use of fiscal policy, a more reflationary environment, increasing protectionism, and rising multi-polarity--- uncertainties surrounding the outlook are likely to rise. It is critical that investors take a scenario-based approach to achieve a balanced investment profile. In Indonesia, the economy is projected to perform better than 2016, and there are likely to be opportunities to be seized.”

Lanny Hendra, Country Head of Retail Banking, Standard Chartered Bank Indonesia, said:

“As we aspire to be the Best International Bank in Indonesia, our commitment towards our customers in navigating their investment choices, had been our priority and part of our strategy. We see how our customer’s financial priorities change annually according to their needs and we are proud to offer them with our world-class retail banking products and services to support their needs at every stage.”

In conjunction with the WOW seminar, Standard Chartered also introduced a new financial product to meet investors’ needs.

Bambang Simon Simarno, Executive Director and Country Head of Wealth Management, Standard Chartered Bank Indonesia, said:

“This “Wealth-on-Wealth (WOW)” seminar has been held continuously since 2004 where we were one of the pioneers in the industry to deliver quality investment education and wealth management services promotions to our customers. We are pleased announce the introduction of Fund Focus as an investment solution to satisfy our customers’ needs in understanding the fund that they want to invest in accordance to their risk appetite. The Fund Focus is derived from our own internal research, both qualitative and quantitative through 3 pillars, i.e., performance, people, and process, and have potential to perform in the future. **Performance** helps understand some of the key traits of the fund manager’s investment style. Anyone who has invested in mutual funds should be familiar with the phrase “Past performance is not the guarantor of future results”. This is the reason why we are also using people and process as part of our fund focus process. In **People** analysis, we seek to assess the quality of the portfolio managers and the analysts. We aim to identify investment managers’ expertise and experience. The Fund Focus team’s motto is: “The performance should tell the story of the process”. Hence, we also review thoroughly a fund manager’s investment idea generation, diversification, exposure, and liquidity management **Process**. In addition, we are also pleased to announce the introduction of our new bancassurance rider that is added unto our featured product, in partnership with PT. Prudential Life Assurance, that comes in the form of Premium Waivers paid since the early stage of critical illness. These riders are PRU^{early stage payor}, PRU^{early stage spouse payor} and PRU^{early stage parent payor} the first to launch in Indonesia. We believe that these two new introductions will benefit Indonesian investors in the year ahead.”

The following are the partners supporting the 2017 WOW seminar: PT Prudential Life Assurance, PT Ashmore Asset Management Indonesia, PT Bahana TCW Investment Management, PT Batavia Prosperindo Aset Manajemen, PT BNP Paribas Investment Partners Indonesia, PT Eastspring Investments Indonesia, PT First State Investments Indonesia, PT Mandiri Manajemen Investasi, PT Manulife Aset Manajemen Indonesia, PT Schroder Investment Management Indonesia, Bayu Buana, and Etihad Airways.

-ENDS-

For further information please contact:
Mita Sampaguita Lamiran, Corporate Affairs
STANDARD CHARTERED BANK INDONESIA
Email: CorporateAffairs.Indonesia@sc.com

Note to Editors:

About Standard Chartered

We are a leading international banking group, with around 84,000 employees and a 150-year history in some of the world’s most dynamic markets. We bank the people and companies driving investment, trade and the creation of wealth across Asia, Africa and the Middle East. Our heritage and values are



expressed in our brand promise, Here for good. Standard Chartered PLC is listed on the London and Hong Kong Stock Exchanges as well as the Bombay and National Stock Exchanges in India.

As one of the oldest banks in Indonesia, Standard Chartered Bank has over 150 years of operations dating back to 1863. With 26 branch offices in 7 major cities in Indonesia and a network of over 30,000 shared ATMs, making the Bank as one of the international banks with widest geographical footprints in the country. Standard Chartered also invested some shares in Permata Bank.

For more information please visit www.sc.com. Explore our insights and comment on our blog, [BeyondBorders](#). Follow Standard Chartered on [Twitter](#), [LinkedIn](#) and [Facebook](#).