

WEALTH MANAGEMENT FIRM OF THE YEAR

Winner:



EFA Group: Enhancing Long Term Value through Real Assets

EFA Group is an independent specialty finance house offering investment opportunities across the capital structure spectrum, with a focus on real economy businesses.

Capitalizing on their leading investment and market knowledge of real assets and businesses, EFA Group created a wealth management platform that would enhance private wealth in the long term.

“We are pleased to be recognized as the leading wealth management firm in Singapore. Being a niche player focusing on real assets, we believe that we have something different to offer to private clients. To be voted and winning this award proves that we are going in the right direction,” says Christian Stauffer, CEO of EFA Group.

At EFA, there is only one priority – preservation and growth of clients’ wealth. Guided by a value investment outlook, it provides discretionary portfolio management and advisory services to a select group of high net worth individuals and family offices.

In order to enhance long term value for its clients, EFA analyzes investment opportunities for each asset class to optimize the risk return characteristics of its investors’ portfolios. Their investment capabilities are intimately linked to the Group’s real economy expertise and track record. This gives EFA an inside view on the regional market dynamics and a unique insight into real economy industries.

EFA Group operates under a fully open architecture, free from the constraints and conflicts of interest of larger organizations. They find solutions to their clients’ problems, and their strength lies in the structuring of a wealth management architecture that addresses the specific needs of private clients. Examples include the creation of private fund vehicles, trusts and various further customized structures.

EFA Group Wealth Management Approach:

Independent: We act only in our clients’ interests and are neutral to the investment strategy and products we recommend

- **Alignment of Interests:** Our business model aligns our interests with our clients and we provide our clients the same level of excellence that we demand for ourselves
- **Transparency:** We charge a transparent fee of assets managed. Any preferential rates received from service providers will be passed on to our clients
- **Value Investors:** We are long only, value investors and focus on investments that have a competitive edge and good fundamentals
- **In-House Capabilities:** We utilize our Group’s extensive resources and networking to access unique opportunities in real economy

SINGAPORE



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