

CHARLES MONAT

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Press Release: Charles Monat Associates New Strategic Growth Hire

Hong Kong, Monday 19th August 2024 - Charles Monat Associates (CMA) has appointed Teddy Chu as Deputy Chief Executive Officer for Charles Monat Hong Kong, an addition to the leadership team with a newly created position for the group. Tasked to further develop and strengthen the Greater China business, Teddy Chu will be working closely alongside Berry Wong, APAC Chief Executive Officer, to meet the increasing global demands for bespoke high-net-worth legacy planning solutions.

Teddy Chu is a seasoned wealth planner with over 25 years of experience in Asia, having previously worked at several private banks including HSBC, Deutsche Bank, Standard Chartered, BNP Paribas, and Royal Bank of Canada. Teddy specializes in advising and structuring wealth and succession planning arrangements for clients with the use of trusts, private investment companies, and life insurance policies to meet the multi-generational estate planning needs of high-net-worth families. He is also a member of the Chartered Professional Accountants (CPA) of Canada and the Society of Trust and Estate Practitioners (STEP) of the United Kingdom.

Despite continued uncertainty of a strained global economy, 2024 is a year of unprecedented progress for Charles Monat Associates. As a group, Charles Monat Associates has achieved strong global performance with an average of 26% year-on-year growth between the covid-19 years of 2021 to 2023, compared to a YTD 2024 global performance at an astounding +61% against 2023.

Making staggering accomplishments is our Hong Kong business where it achieved a 124% growth in YTD 2024 against 2023, having already attained its total revenue of 2023. Their steadfast success has positioned Charles Monat Associates (CMA) to establish one of the long-term strategic growth plans with a newly created senior position.

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With over 53 years of experience, the group is confident that the creation of this strategic hire along with further expansion plans, will enhance Charles Monat Associate's long-term ambitions to meet increasing global demands of the great intergenerational wealth transfer.

About Charles Monat Associates (CMA)

Founded in 1971 by Charles S. Monat, Charles Monat Associates (CMA) is a leading global life insurance brokerage firm with over 200 professionals operating in Hong Kong, Singapore, Malaysia, Dubai, America and Switzerland. A pioneer in the development of customized life-insurance based wealth solutions, Charles Monat Associates (CMA) delivers world-class bespoke legacy planning and liquidity solutions to high-net-worth individuals, families and businesses.

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