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WMA gets license, offers fixed and variable pricing

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Stephan Repkow, who was until recently the Asia CEO for UBP, has resurfaced in a new role as the founder of Wealth Management Alliance (WMA) – a Singapore-based multi-family office. WMA has recently been licensed by the Monetary Authority of Singapore (MAS) with a Capital Market Services license.

WMA – which describes itself as a wealth management ecosystem, incubator for Single Family Office (SFO) and aggregator for Independent Private Bankers and Asset-Managers (IPB and IAM)- promises to implement a no kickback policy to guarantee transparency and alignment of interest with its clients, thanks to unconstrained and unbiased financial advice.

SFOs will pay WMA a performance fee on the net annual returns on their investments, with a minimum retainer fee to cover part of WMA's integrated platform cost.

IPBs and IAMs compensation will be a direct function of their revenues with their clients, expected to provide very high pay-out, with WMA retaining a marginal remuneration for its services.


Alternatively, they can all opt for a flat 'Alliance member' fee structure.

Interestingly, the firm will offer an opportunity for the "next generation" at SFOs to join WMA as employees who can then access the firm's resources and integrated platform to manage family wealth, or to private bankers or asset managers looking to become independent within an efficient and incentivising set-up.

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