

# wealth business for an institutional stock broker



**ANB has helped a financial service provider expand its business outreach and expand its client offerings from being a purely sales and execution house to becoming a wealth manager catering to High Net worth clients.**

## client brief

The company is a Securities Exchange Board registered stock broker, research analyst and merchant banker catering primarily to domestic and foreign institutional clients.

Product offering	Investment Banking	Research Analyst	Sales & Trading
Clientele	Foreign institutions & Domestic institutional clients		
Location	Mumbai		

# wealth business for an institutional stock broker

## Business needs

The High Networth Individuals (HNI) industry in India has grown tremendously in the last decade. This has also given rise to number of wealth managers in the country offering complete bouquet of financial products right from equities, mutual funds, alternate investment funds, depository participant's services and distribution of PMS. The client wanted to expand its offerings as well as add a new clientele base and branch location.



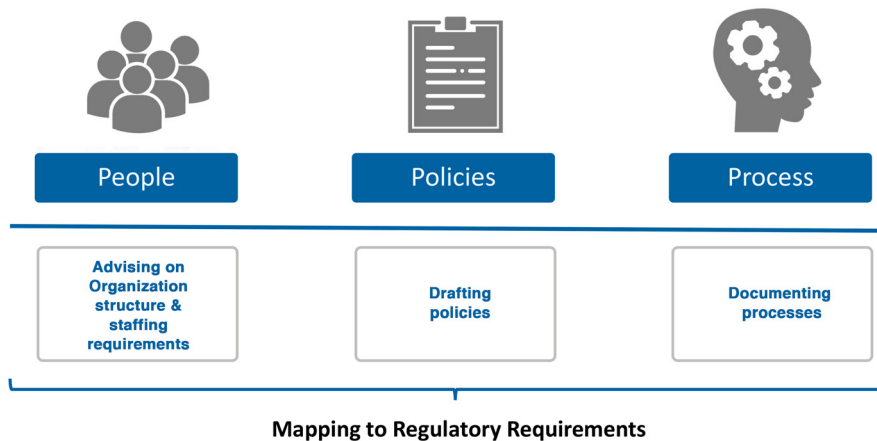
## Challenges

The client was faced with following challenges

- Whether we have adequate staffing & right organization set-up to meet proposed change
- Whether we have adequate operations guidelines/ polices/ processes in place to meet proposed change?

## solution approach

ANB with its qualified personnel and vast domain expertise in financial industry help meet the client its end objective of the project scope:



ANB ensured that the entire review of business with respect to the deliverables helped the organization meet synergies of existing business with proposed new business set-up. It also help evolve the processes to ensure existing internal controls were strengthened.

Ms. Smita Gune  
 Director, Head BFSI Practice  
 smita.gune@anbglobal.com  
 +91 98211 34191

Mr. Amit Dedhia  
 Associate Director  
 amit.dedhia@anbglobal.com  
 +91 98332 83643