

# Scaling DPM for Asian Wealth Management

3.00pm

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- What products and solutions are added to the mix when creating DPM portfolios for clients?
- Given volatile and more uncertain markets in 2022 – how are active and passive fund managers supporting the Asian Wealth Management community with investment products that are relevant for the DPM proposition?
- How important is ESG, Sustainability and Climate in the construction of DPM mandates?
- What are the core reasons that Asia's private clients should embrace the DPM proposition?
- Are Asia's private clients gradually changing their mindsets to relinquish more control of their investments to the professional asset management community? If so, why and who is leading this trend?
- Which markets, for example, Switzerland, have really achieved high levels of DPM penetration, and can Asia emulate that model?
- What do the banks and IAMs need to do to boost the uptake of DPM?
- How can they scale DPM to reach out to a bigger market rather than the higher AUM clients alone?
- What evidence is there that DPM outperforms and therefore offers private clients the right proposition?
- How do the banks and other wealth firms adjust their management approach and remuneration packages to encourage RMs and advisors to promote more DPM amongst their clients?
- Who is winning the DPM race - the global private banks, the boutique and regional private banks, or the IAMs/EAMs?

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4.00pm

Webinar Ends