

# Converting Asia's Clients to the Logic of DPM

3.00pm

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- What are the core reasons that Asia's private clients should embrace the DPM proposition?
- Is DPM growing in Asia, at what pace and what are the hindrances?
- Can Asia's private clients relinquish more control of their investments to the professional asset management community?
- What evidence is there that DPM outperforms and therefore offers private clients the right proposition?
- Who is winning the DPM race - the global private banks, the boutique and regional private banks, or the IAMs/EAMs?
- Is this only an offshore WM development or is the logic of DPM also winning through in the region's onshore markets?
- Specifically, what are the typical basic terms of a DPM mandate?
- What types of DPM portfolios are on offer?
- How do the clients engage with the banks and firms handling their DPM mandates?
- Has the pandemic enhanced the logic for DPM and engagement with DPM by Asia's private clients?

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4.00pm

Webinar Ends