

Digital and challenger banks – making progress?

3.00pm

Digital and challenger banks – making progress?

- What is the state of play in Asia regarding the arrival and rollout of challenger banks in the region, and specifically, what are the implications for the Asian WM industry incumbents?
- Globally a huge amount of investment has been ploughed into NeoBanks, but how many of these can claim success thus far? Does the panel have any success stories globally, and what do the panel think are important factors to in the building blocks for these Banks to become a viable challenger?
- Are the Neo banks and digitised/robo-advisories aiming to sooner or later compete in the wealth market, and if so, in which segments - for the HNW and above clientele, or is their real target the gigantic and rapidly growing mass affluent market in Asia's emerging economies?
- Will the rise of the 'super apps' and the 'challenger banks' drive a fundamental realignment and reshaping of Asia's WM markets?
- In the face of these potentially significant challenges emerging, how can the incumbent WM providers in the region compete more effectively to ensure their business models are not corroded in the new world ahead? **DHI**
- What digital solutions are most in demand and most effective to help the incumbent banks, private banks and other wealth management firms compete more effectively across the various segments of private wealth in the region?
- How are the digital solutions providers coping with the rising demand for products, outsourcing and future innovation?
- What about the different generations in Asia, and is the future entirely digital for the digital natives, the Millennials and the younger generations, and what about the founder and boomer generations in the region?
- Other than further digitisation, what else do the incumbent WM players need to do to maintain and boost their competitive strengths, and do they need better talent and training, do they need a significant change of psychology and strategy, do they need to make greater efforts to connect to client needs, to the younger generations, in short, how should they adapt their platforms, models and people to the world ahead?
- What are the implications for digital delivery or the hybrid (digital+human advisor) models?
- Do the incumbents enter into more partnerships with FinTechs in order to fast-track their digitisation and their competitive edge?
- What is the time frame for the Neo banks to properly challenge in the wealth markets in the region, and therefore how quickly must the incumbents react?

Kimberley Ho

Executive Director - DBS Retail Segment & Strategy
DBS Bank

Damian Hitchen

Chief Executive Officer, Singapore
Swissquote

Karsten Kemna

Managing Director Asia Pacific
CREALOGIX

Adam Reynolds

APAC CEO
Saxo

4.00pm

Webinar Ends