



What is your investment philosophy?

Our investment philosophy is centered around thorough research, disciplined risk management, and a long-term approach to wealth creation. We believe in taking a prudent and strategic approach to investing, based on a deep understanding of market dynamics, macroeconomic factors, and individual company analysis. What sets us apart from others is our client-centric approach. We prioritize building long-term relationships with our clients based on trust, transparency and open communication.

We foster a collaborative and inclusive culture that encourages creativity, critical thinking, and continuous learning. Our team's depth of knowledge and skill allows us to effectively manage investments and deliver strong performance for our clients. Overall, our organization's investment philosophy is characterized by a forward-thinking and adaptive approach, a client-centric mindset, and a team of skilled professionals.

What are the drivers behind the growing demand for IAMs in the region?

A key driver is increasing awareness among high-net-worth families of the need to have their wealth serviced more holistically. Going beyond investment management, this entails the servicing of broader wealth needs, including optimal structuring of holdings, preparations for intergenerational transfer of wealth, private and strategic investment portfolios, management of collectibles, including art, availing suitable options of residency and citizenship programs, and optimising insurance coverage to assure continuity of family businesses, guiding philanthropic and sustainability goals.

IAMs that are oriented to building and leveraging the right service partnerships and are positioned to add value in the coordination and execution of relevant mandates can assure clients of a more holistic value proposition straddling all relevant nodes of a typical HNW family's needs.

As in the West, underlying this trend is an increasing acceptance that a fee-based service model (where the service provider is on the client's payroll) is inherently free of conflict of interest and unbiased relative to models that are compensated by trades and products. Increasing attractiveness of the region in general in attracting expat HNW families as viable residency options have become widely available and increasingly relevant to a global audience in the post-pandemic phase. The higher prevalence of an independent and professional wealth servicing framework for rich immigrants makes them more amenable to adopting IAM support as they move to the region.

IAM models inherently lend themselves better to an open architecture approach (typically, with less reliance on homegrown products) as opposed to banks that are compelled to have an organisational orientation when it comes to the universe of products and ideas being shown by them. Clients are increasingly recognising the IAM's ability to better source and coordinate 'best-in-breed' offerings by actively sourcing the same from third-party sources. The emergence of jurisdictions and legal frameworks that are at par with those of leading international financial centers, such as those of the DIFC.

Are the local regulatory conditions conducive to setting up an IAM?

Having originally commenced operations in Singapore under the regulatory purview of the Monetary Authority of Singapore, before establishing a presence in the Middle East, the firm diligently reviewed the available options. Having identified the DIFC as a jurisdiction conducive to business growth and providing sufficient assurance to clients of a robust supervisory and licensing framework, Taurus Wealth Dubai was set up in the DIFC in 2016. As we grow our presence here, we have found our initial assumptions to be fully corroborated by the conduciveness of the jurisdiction to our business model and service approach and its well-founded acceptance in the international investor community.

What are the challenges for IAMs in the region?

IAMs face several challenges in today's complex and dynamic investment landscape. Some of the key challenges include talent sourcing and retention, the transition of mindset from private banking to a multifamily office orientation, connectivity with the universe of bank partners and consolidation of information, managing a business framework and culture that empowers team members to partner and harness best practices and differential expertise across the firm, calibrating a remuneration and incentive model that prioritizes the interests of clients while also balancing and aligning those of the client coverage personnel, and harnessing a collaborative culture between the client coverage and support and governance team members. Aligning it overall to keep the clients at the center of delivery whilst also keeping regulatory and licensing requirements at the forefront of all engagement and delivery and strategically ensuring that we remain relevant for the succeeding generations to our current clientele.

What is your favorite sport?

Cricket.