

INSURANCE ASIA NEWS

Institutional Asset Management Awards
2024



Best Multi-Asset Fund House Best Institutional Fund House - Japan

DWS

Concept K is a total return strategy, launched in May 2011, that aims to capture opportunities in the market with due consideration of risks. This is achieved through a high degree of flexibility and state-of-the-art risk management.

DWS seeks to innovate and shape the future of investing. It understands the crucial role it has to play in helping navigate the transition to a more sustainable future. It is this entrepreneurial and collaborative spirit that is recognised in these awards.

Its considerable expertise in passive asset management combines seamlessly with the expertise and on-the-ground knowledge of its economists, research analysts and investment professionals, brought together in one consistent global CIO view.

This breadth of expertise is demonstrated in a range of multi-asset fund portfolios. In particular, the consistent track record of strong risk-adjusted returns against global indices and peers with relatively high return, such as the DWS Concept Kaldemorgen (otherwise known as Concept K), a balanced multi-asset fund with a risk bucket of 4-8%.

Concept K is a total return strategy, launched in May 2011, that aims to capture opportunities in the market with due consideration of risks. This is achieved through a high degree of flexibility and state-of-the-art risk management, which controls for total risk and max drawdown not to exceed 10% per calendar year. Within this framework, managers may dynamically adjust exposures over time, including the use of derivatives.

“The DWS Concept Kaldemorgen utilises the full range of investment opportunities to achieve returns with an appropriate level of risk,” said Christoph Schmidt, Senior Portfolio Manager and Team Lead for Multi Asset & Solutions.

DWS Dynamic Opportunities is a more aggressive strategy, with a risk budget of 50-100% MSCI World volatility and hence more equity focused. The flexible allocation of equities (at least 60%) and bonds in conjunction with the use of currency and hedging strategies is designed to maximise risk-adjusted returns over the long term. The volatility of the fund unit value should be between 50-100% of the expected (ex-ante) volatility of the MSCI World.

The investment universe is among others defined by environmental and social aspects and principles of good corporate governance.

For investors looking at greater diversification, The actively-managed DWS Invest ESG Real Assets offers several flexibly matched asset classes of listed companies related to real assets as well as commodities and inflation-indexed bonds.

In 2023, DWS held Alternatives / Real Asset roadshows across APAC. It hosted the Project True Green Roadshow with the infrastructure team in Japan and Korea, followed by the ACREF Roadshow in Hong Kong. DWS also hosted the 2022 Real Asset Global Infra Seminar in Taiwan.

With approximately 3,800 employees in offices all over the world, DWS is local while also being one global team. The firm is committed to investing with their clients' best interests at heart, no matter what the future holds. With this entrepreneurial, collaborative spirit, the DWS team is enabled to deliver outstanding investment results, in both good and challenging times.



Christoph Schmidt

In 2023, it won a \$280m investment into a CDS fund from one of the largest Japanese insurance companies.

DWS is also awarded the Best Insurance Fund House country award for Japan on the back of recent successes with Japanese insurance clients, helping them transition to new risk-based regulations, utilising portfolio optimisation and reducing capital charges.

In 2023, it won a \$280m investment into a CDS fund from one of the largest Japanese Insurance companies. DWS co-developed this fund with the client to meet with specific Japanese insurance requirement such as capital charge treatment, long term liability and high FX hedging cost.

The firm also won a \$215 million investment commitment for European ESG Infra Debt SMA from another large Japanese insurance company. DWS co-developed this fund with the client to meet with specific climate-conscious targets including Net Zero.

Another new mandate for \$21 million investment into global infrastructure equity fund came from a mid-scale Japanese insurance client, mainly due to the notable performance of the fund.

DWS won two funds in fund selection of unit-linked business from one foreign insurance company who will enter into the growing Japanese unit-linked market in the near future. One fund is a Carbon Neutral Passive Global Equity and the other is CROCI Sector Plus Global Equity. Both funds meet with the client's specific requirements on climate, including net zero targets.

In some cases, DWS has also applied a carbon/sustainability overlay to security selection as an additional aid for insurers to meet their emissions targets.

Responding to the request of one client who signed up for a net zero asset manager mandate, DWS changed the characteristics of an existing investment grade portfolio toward net zero by leveraging the firm's ESG analysis capability.

As part of the ongoing service for one of the largest Japanese Insurance client, DWS has carried out many knowledge transfer educational sessions, with themes such as digital, ESG, multi-asset strategy, India opportunity and European transformation.