

UNLOCK GROWTH IN WEALTH MANAGEMENT

EMPOWERING RELATIONSHIP MANAGERS AND SERVING THE AFFLUENT



HNWI WEALTH AND POPULATION DECLINE HIGHEST IN A DECADE IN 2022



-3.6% YoY decline in global HNWI wealth

-3.3% YoY decline in global HNWI population

34% Cash & equivalents allocation in HNWI portfolios up 10 pp. YoY

23% Equities allocation in HNWI portfolios down 6 pp. YoY

67% HNWI's rated wealth preservation as a top priority

51% HNWI's rated wealth transfer as a top priority

ESG PERFORMANCE CONTRIBUTES TO HNWI ENGAGEMENT AND WM FIRM GROWTH

41% HNWI's rated investing for ESG impact as a top priority

40% Relationship managers said they require more data to understand ESG impact

63% HNWI's reported they had requested ESG scores for their assets

PRIORITIZE INVESTMENT IN DIGITAL TOOLS AND RELATIONSHIP MANAGER PRODUCTIVITY

76% Wealth management executives said improving client experience is vital

67% Relationship manager time spent on non-client interaction activities

33% Wealth management executives ranked their firm's end-to-end digital maturity as high



UNLOCK NEW GROWTH OPPORTUNITIES THROUGH THE AFFLUENT SEGMENT

2.5x Market size of affluents compared to HNWI population

18% Affluents satisfied with their current wealth management service provider

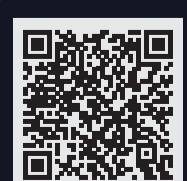
1/3 Market value of affluents' assets compared to HNWI wealth

71% Affluents said they'd like wealth management services from their retail banks

FORTIFY VALUE, REINFORCE PRODUCTIVITY, AND UNLOCK NEW VALUE STREAMS TO CATALYZE LONG-TERM SUSTAINABLE GROWTH

The World Wealth Report 2023 reflects the views of 3,171 HNWI's, 3,203 affluents, 90+ wealth management executives, along with 800+ relationship managers across North America, Europe, and Asia-Pacific.

Visit the report website



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