

Digital Demand in Wealth Management Highest in Asia-Pacific¹

Asia-Pacific Wealth Report 2014 from Capgemini and RBC Wealth Management

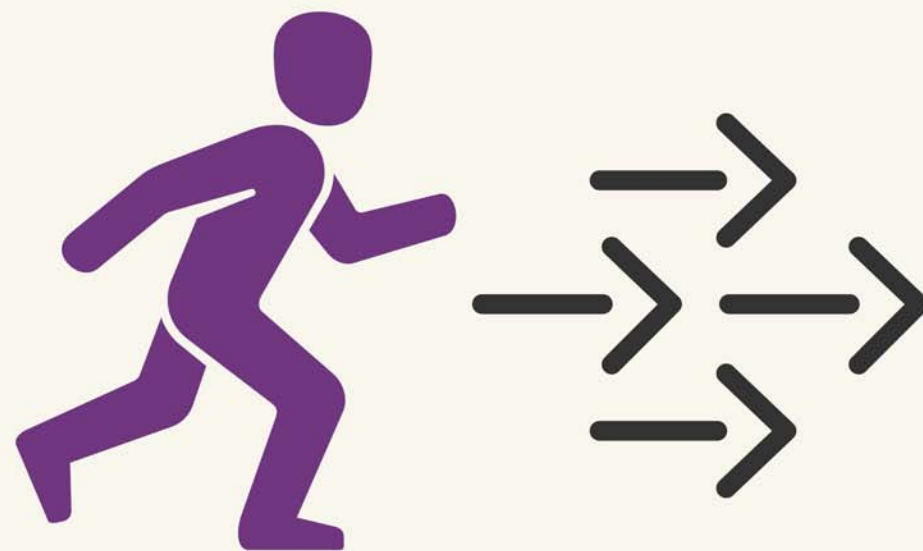


82% of Asia-Pacific HNWIs² (excl. Japan) expect most of their wealth management relationships to be digital in the next **five years**

Digital Shortcomings Could Cause HNWIs to Leave Firms

83%

of HNWIs in Asia-Pacific (excl. Japan) would consider leaving firms that lack an integrated digital channel experience

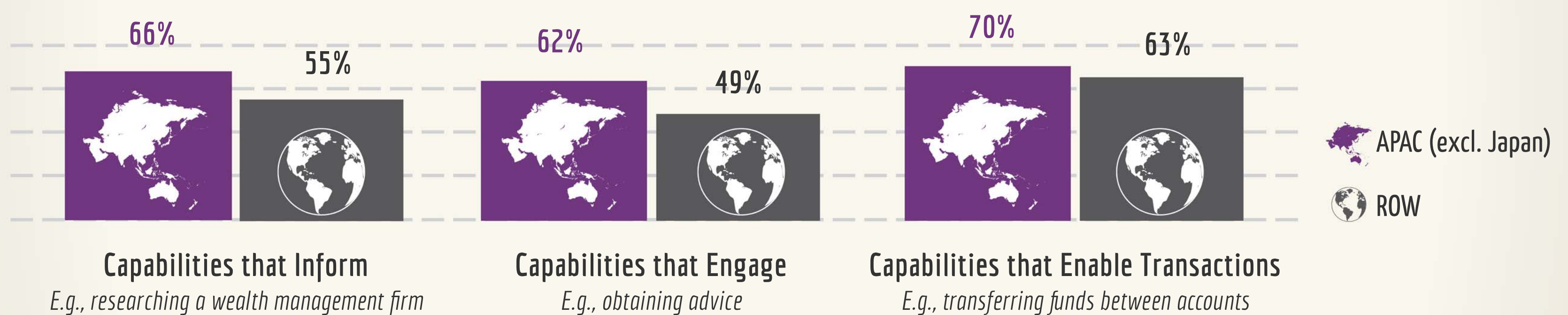


Compared to

62%

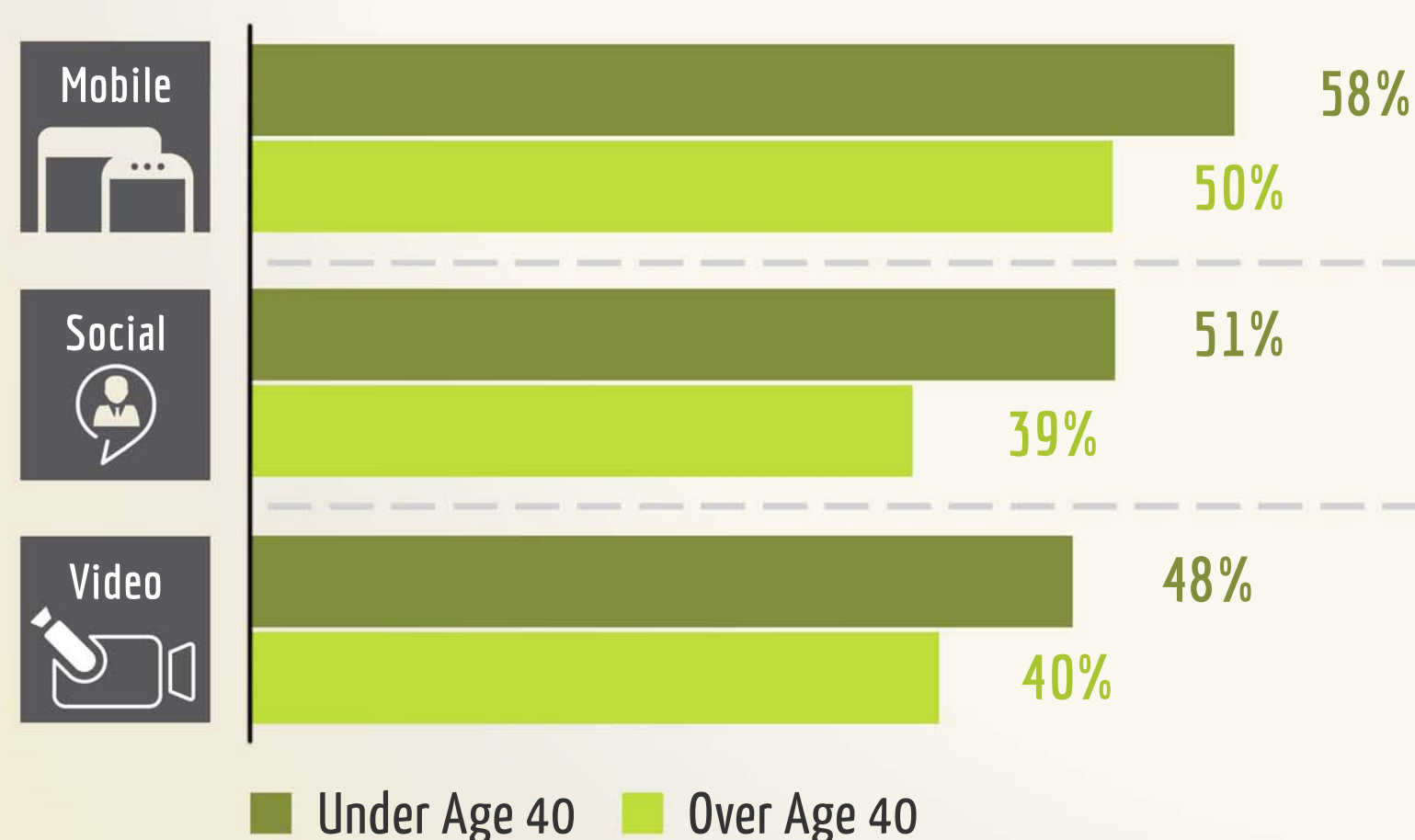
of HNWIs in the rest of the world³

HNWIs in Asia-Pacific Place Great Importance on Digital for All Types of Interactions with Firms

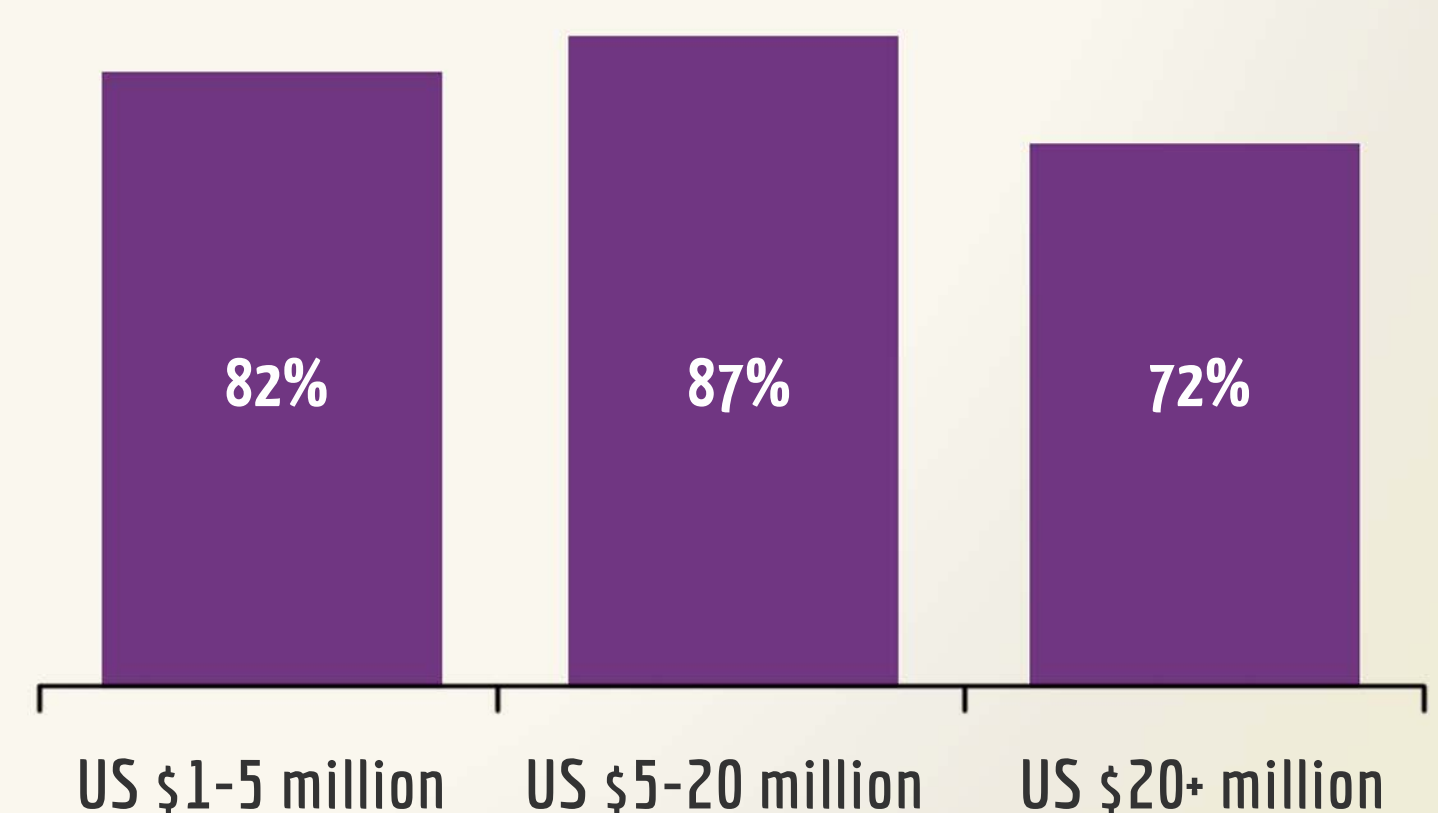


Digital Demands of HNWIs in Asia-Pacific (excl. Japan) are High Across All Age and Wealth Levels

Emerging digital channels showing high adoption promise



Strong demand for digital across all wealth levels



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For more information, e-mail: wealth@capgemini.com



1. We have broken out Japan from the Asia-Pacific analysis as investor behavior has typically been different from that of the more emerging markets within Asia-Pacific.
2. HNWIs are defined as those having investable assets of US\$1 million or more excluding primary residence, collectibles, consumables and consumer durables
3. Rest of world (ROW) refers to all countries covered in the Capgemini, RBC Wealth Management and Scorpio Partnership Global HNW Insights Survey 2014 except those in Asia-Pacific
Source: Asia-Pacific Wealth Report 2014, Capgemini and RBC Wealth Management; Capgemini, RBC Wealth Management and Scorpio Partnership Global HNW Insights Survey 2014