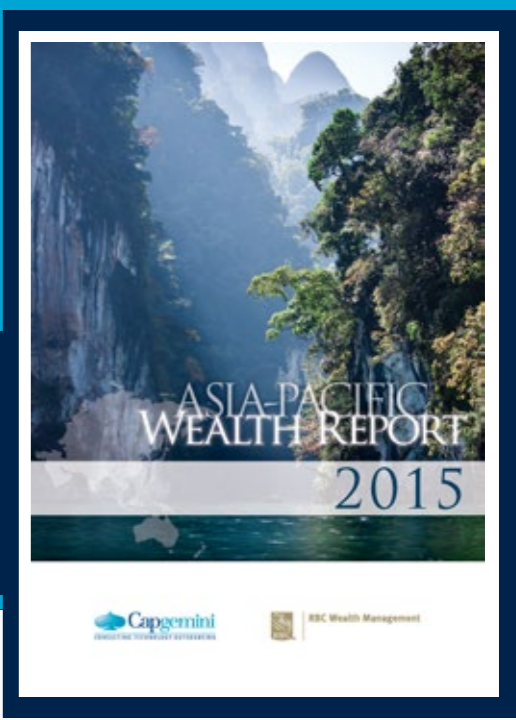


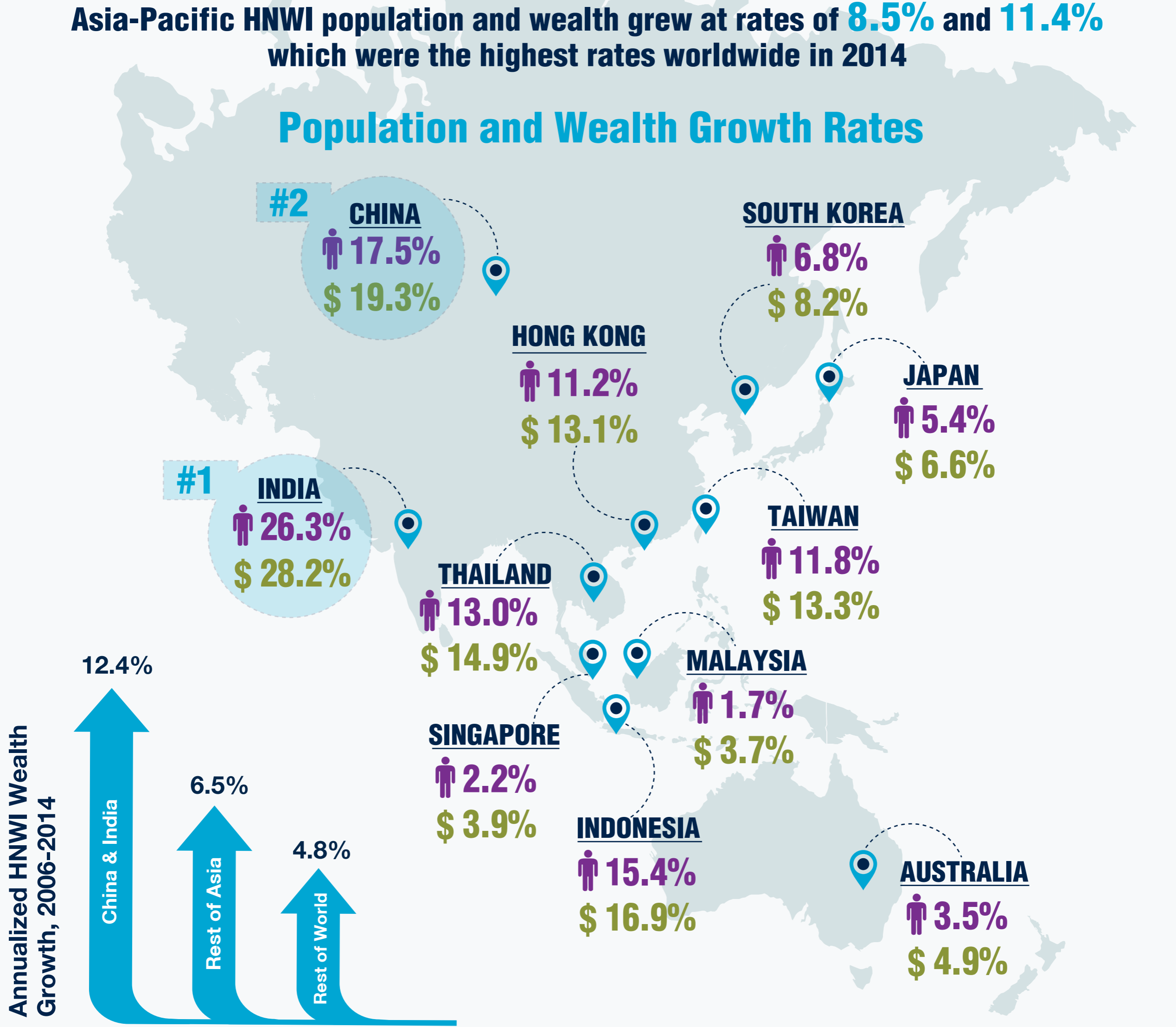
Asia-Pacific Wealth Report 2015

From Capgemini and RBC Wealth Management

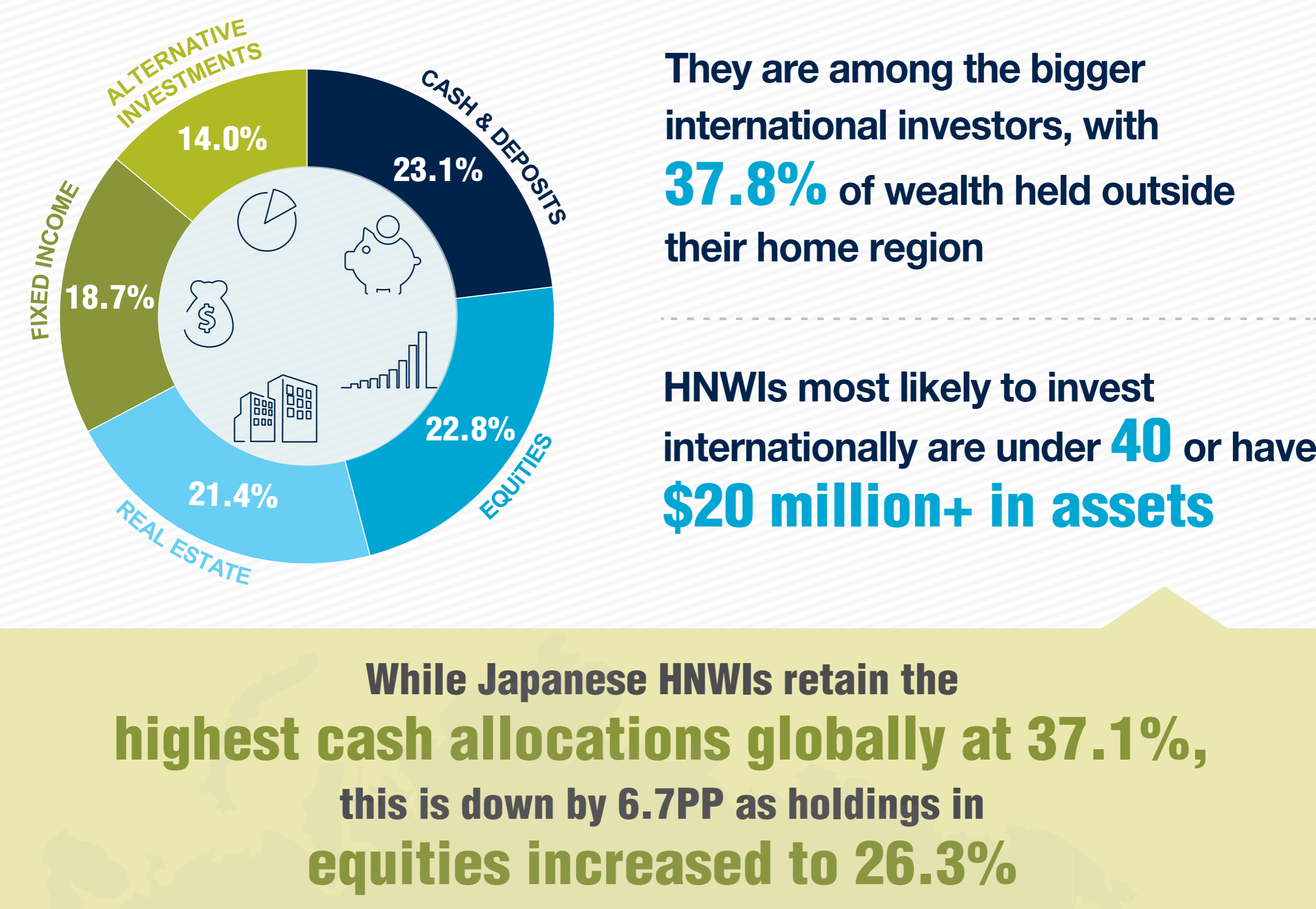


HNWI Population & Wealth in the Region

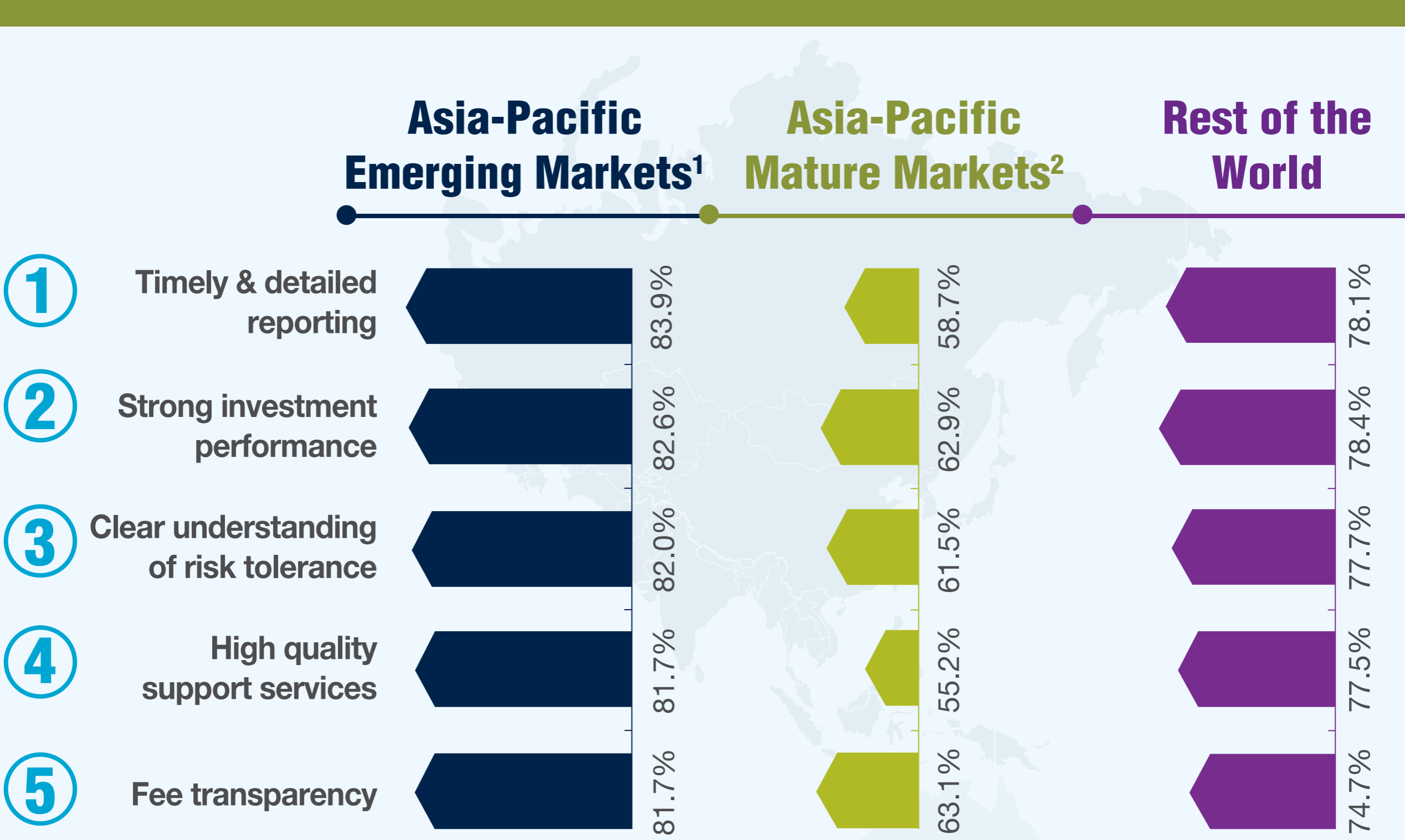
4.7 million Asia-Pacific HNWI's holding USD \$15.8 trillion in 2014



Asia-Pacific (excl. Japan) HNWI's keep most assets in cash, with equity allocations gaining



Top 5 Wealth Needs of Asia-Pacific HNWI's



How Can Wealth Management Firms Plan for the Future in Asia-Pacific?

Key HNWI Trends

1

Wealth Transfer

80%

Over the next 15 years, wealth transfer to the next generation could involve 80% of all regional wealth³

2

Evolution of Wealth

Wealth generation is moving from **agricultural to industry & service** sectors, leading to the emergence of highly skilled industries

Actions for Wealth Firms

Wealth manager enablement

Provide support and training in holistic financial planning to smoothly navigate through intergenerational wealth transfer

Digital capabilities

Leverage Asia-Pacific HNWI's' high propensity for digital to deliver improved customer experience

Lending solutions

Availability of credit is extremely important with 58.7% of Asia-Pacific (excl. Japan) HNWI's saying it is key in choosing a firm

www.asiapacificwealthreport.com

¹ Asia-Pacific Emerging Markets, for the purpose of Global HNWI Insights Survey, includes the markets of China, India, and Indonesia
² Asia-Pacific Mature Markets, for the purpose of Global HNWI Insights Survey, includes the markets of Japan, Australia, Singapore, Hong Kong, and Malaysia
³ "Tapping Asia's wealth transfer potential", <http://www.hubbis.com/articles-content/163/articles>, accessed June 2015

Source: Capgemini and RBC Wealth Management Global HNWI Insights Survey 2015; Capgemini Wealth Manager Survey 2015

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