

# 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

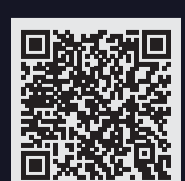
**1/3** Market value of affluents' assets compared to HNWI wealth

**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



Contact us at  
wealth@capgemini.com