

# WORLD WEALTH REPORT 2014

FROM CAPGEMINI AND RBC WEALTH MANAGEMENT

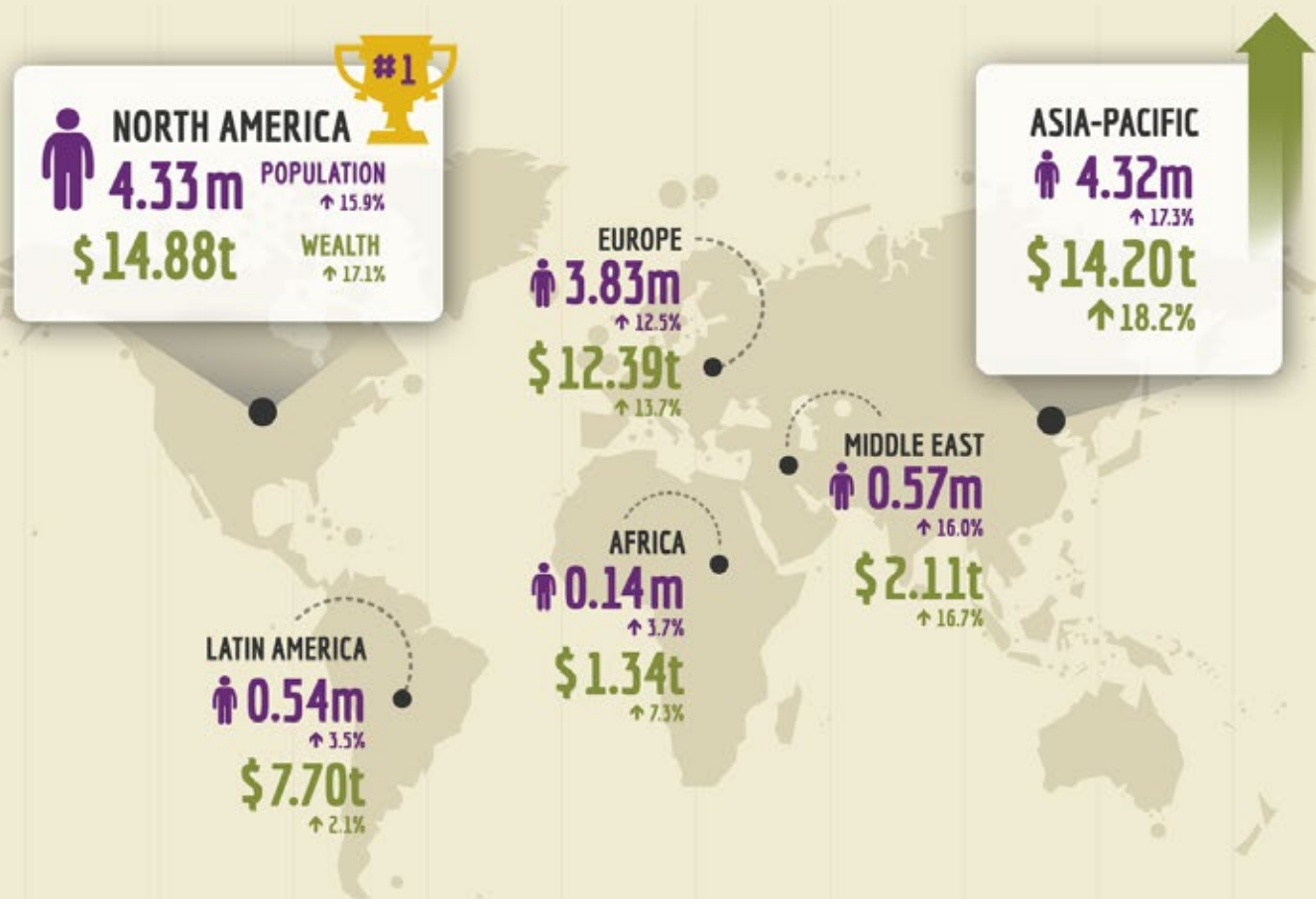
For 18 years, the World Wealth Report has been the benchmark for tracking High Net Worth Individuals (HNWIs), their wealth, and the global and economic conditions that drive change in the wealth management industry. This year, Capgemini and RBC Wealth Management continued to gain insights directly from HNWIs through the Global HNW Insights Survey we created and executed in collaboration with Scorpio Partnership. The survey is the largest and most in-depth examination of global HNWIs.

# HNWI<sup>1</sup> Population & Wealth

## GLOBAL HIGH NET WORTH RANKS EXPAND BY 15% WHILE THEIR WEALTH LEVELS REACH SECOND CONSECUTIVE HIGH

North America and Asia-Pacific remain in a close race to be the largest HNWI market by population, with North America's lead narrowed to less than 10,000 individuals.

Global HNWI wealth **grew 14%**,  
reaching a record-high of **\$52.6 trillion** in 2013.



Nearly  
**2 million**  
individuals



joined the global HNWI population, which grew **15%** to reach nearly **14 million**.

Source : World Wealth Report 2014, Capgemini and RBC Wealth Management.

1. HNWIs are defined as those having investable assets of US\$1 million or more, excluding primary residence, collectibles, consumables, and consumer durables.

# HNWI Investing Trends

Ultra-HNWIs<sup>2</sup> shifted their focus from wealth preservation to wealth growth in 2013. Overall, HNWI portfolios showed small declines in cash and equities and increases in fixed income and alternative investments.

**28%** focused on wealth preservation



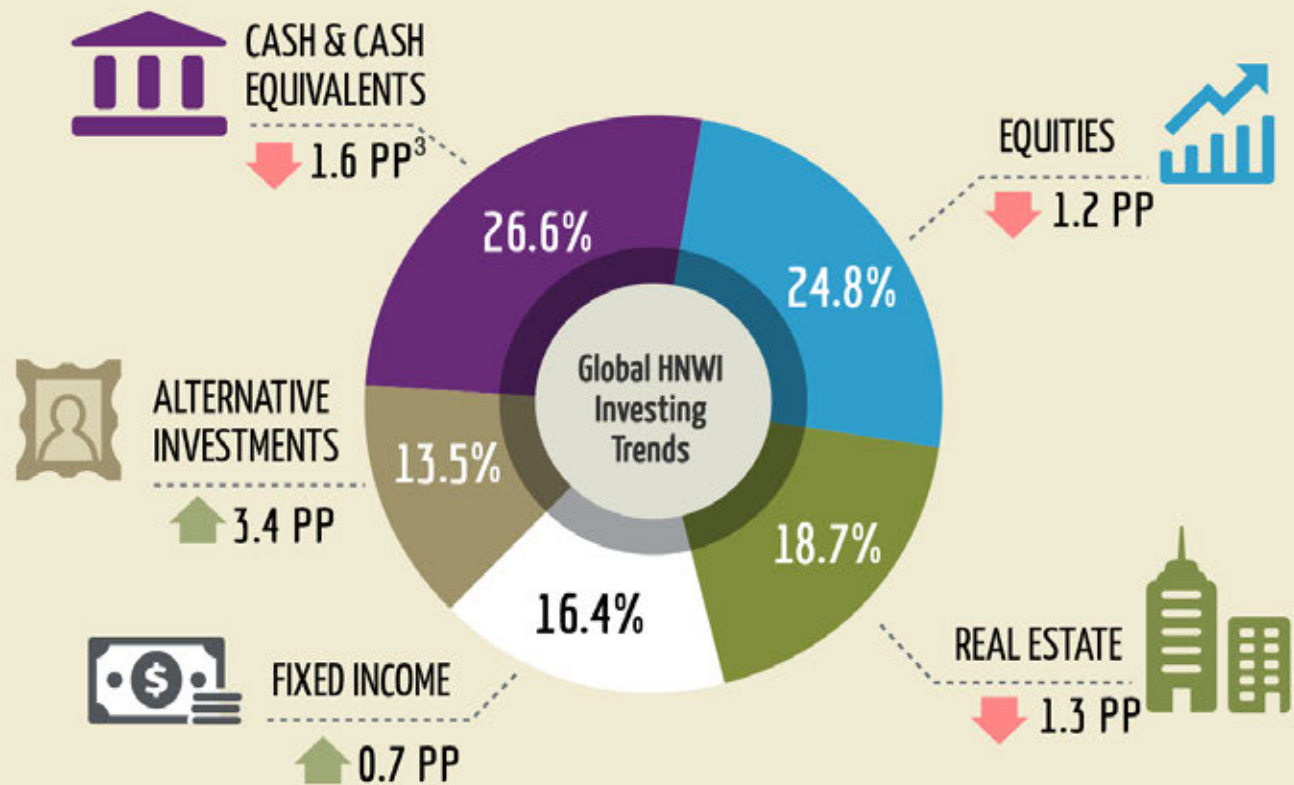
↓ 17 percentage points

**31%** focused on growing wealth

↑ 13 percentage points



ULTRA-HNWI FOCUS



## GLOBAL MINDSET



HNWIs demonstrated a more global mindset, allocating over one-third of their wealth outside their home region in early 2014, up from 25% in 2013

Source: Capgemini, RBC Wealth Management, and Scorpio Partnership Global HNW Insights Survey 2014.

2. For survey purposes, we have used the bracket of US\$20 million and above in financial assets as our upper wealth band. The definition of ultra-HNWI remains US\$30 million and above. For analysis purposes, the upper survey band serves as a reliable proxy for ultra-HNWIs.

3. Percentage points (PP) refer to the difference between two percentages and is used to show the changes with respect to a base/original value



## The Forecast

By 2016, global wealth is expected to reach **\$64.3t**, growing at a strong annual rate of **6.9%**

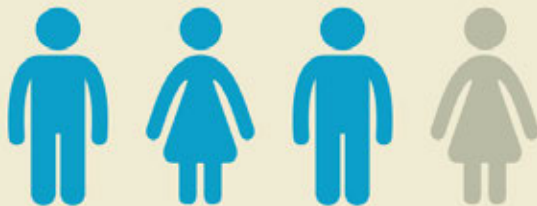
2013

2014

2015

2016

**\$64.3**  
TRILLION



**3 of 4** global HNWIs are confident in their ability to generate wealth in the near future, supported by significantly higher levels of trust in wealth managers and their firms.

The wealth of Asia-Pacific is projected to **grow at nearly 1.5x** the global average.



**6.9%**

Average global HNWI wealth growth annual projection



**9.8%**

Asia-Pacific HNWI wealth growth annual projection

Source: World Wealth Report, 2014, Capgemini and RBC Wealth Management; Capgemini, RBC Wealth Management, and Scorpio Partnership Global HNWI Insights Survey 2014.



**RBC Wealth  
Management**

To learn more about the wealth, investment behaviors, and wealth management servicing preferences of the world's High Net Worth Individuals (HNWIs), as well as the global and economic conditions that drive change in the wealth management industry, please visit the interactive World Wealth Report 2014 website at:

[www.worldwealthreport.com](http://www.worldwealthreport.com)