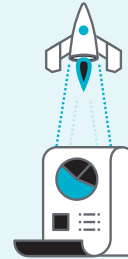


The Global Wealth Management Industry in 2021

KEY INSIGHTS

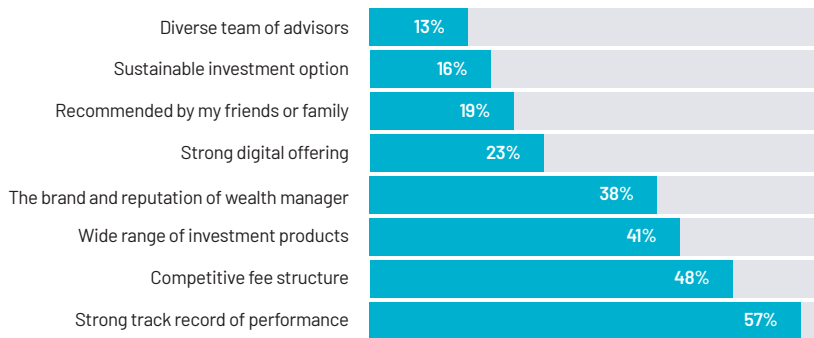
- » Global market size in 2021: \$1.26tn (CAGR: 8.7%)
- » HNWI wealth grew 7.6% in 2020, reaching c.\$80tn
- » In 2020, North America surpassed Asia Pacific to become the leader in both HNWI population and wealth
- » Assets under management in China grew 34% in 2020, with inflows increasing by 21.8% for the year



EXPECTED MARKET SIZE IN 2025:

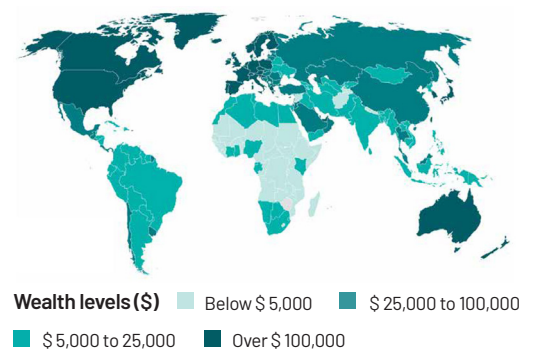
\$1.76tn
(CAGR: 9%)

Top reasons for selecting wealth managers in 2021



Source: Statista

World wealth map 2020



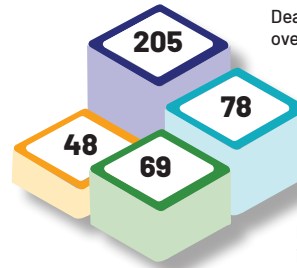
Source: Credit Suisse Global Wealth Databook 2021

MERGERS AND ACQUISITIONS

With rising costs and shrinking margins, more traditional asset managers are turning to M&A

- » Main reasons behind the rebound of M&A activity:
 - Emergence of professional buyers
 - Influx of capital from private equity
 - Accelerated interest in minority transactions
 - Strong valuations increasing by 21.8% for the year

Wealthtech M&A deals in the year

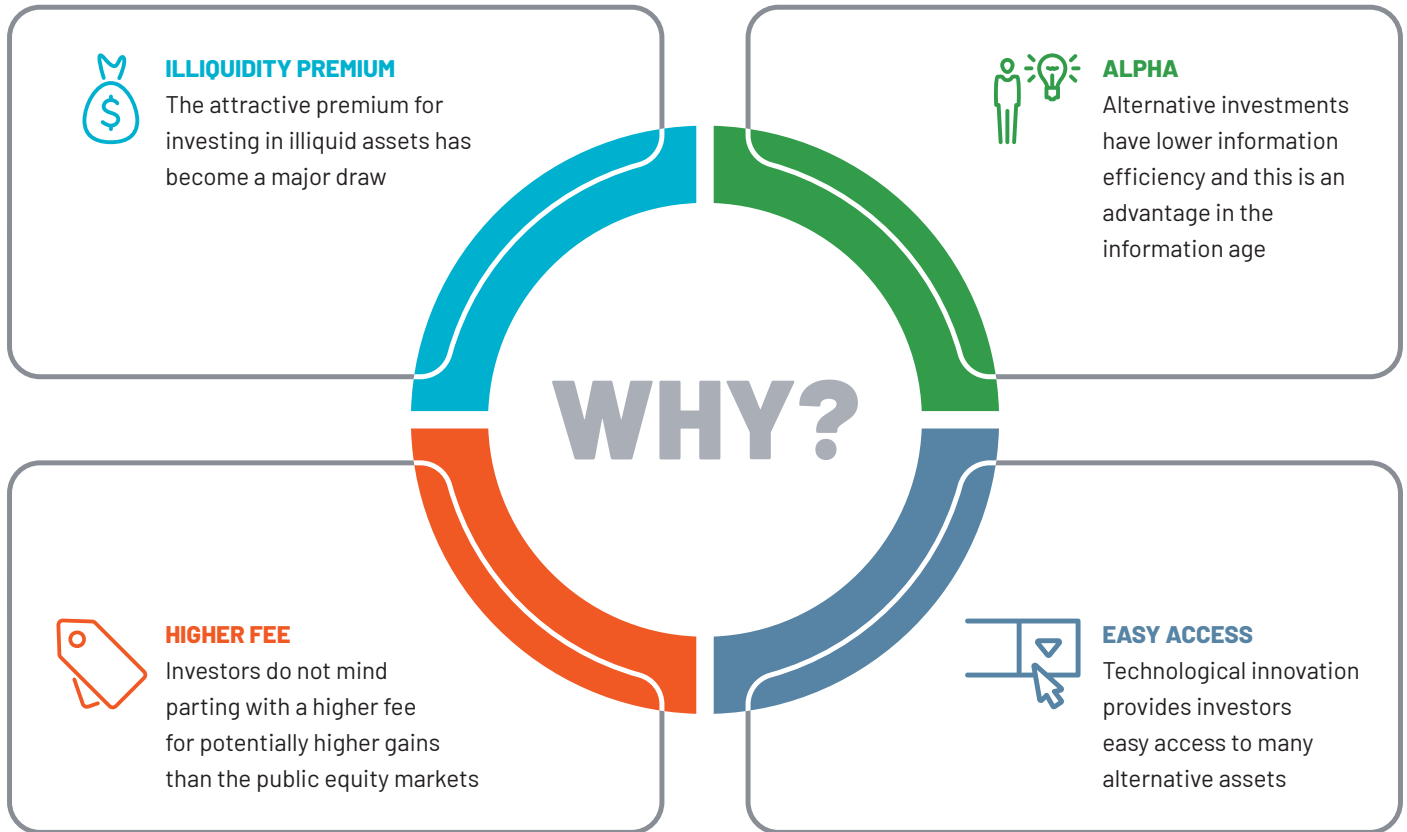


Latest high profile acquisitions

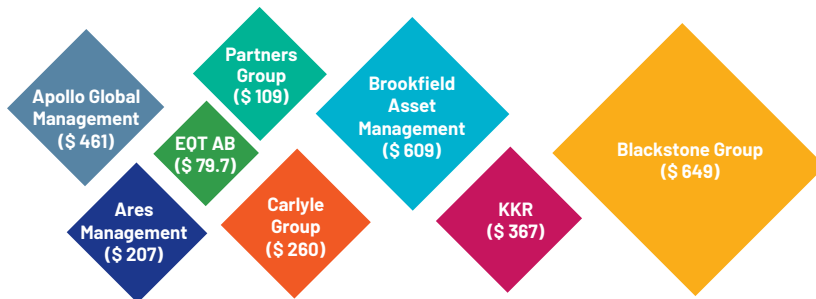
TARGET FIRM	BUYER	DATE/YEAR	DEAL SIZE
Serafini Financial Group	Wealth Enhancement Group	21 Aug	-
Oakwood Capital Management	Wealth Enhancement Group	21 Jul	-
Legg Mason	Franklin Templeton	21 Jul	\$4.5bn in cash and assumed latter's debt for c.\$2bn
Campbell Global	J.P. Morgan Asset Management	21 Jun	-
Segall Bryant & Hamill, Barrett Asset Management, Brightworth	CI Financial	21 May	-
Eaton Vance	Morgan Stanley	21 Mar	\$7bn
North American Management	Wealth Enhancement Group	21 Mar	-
Genovese Burford & Brothers Wealth & Retirement Plan Management	Captrust Financial Advisors	21 Feb	-
Merian Global Investors	Jupiter Fund Management	21 Feb	£370m
Atlanta Financial Associates	Mercer Global Advisors	21 Jan	-
Filament	Laird Norton Wealth Management	20 Dec	\$6bn (combined AUM)

Rising Demand for Alternative Investments

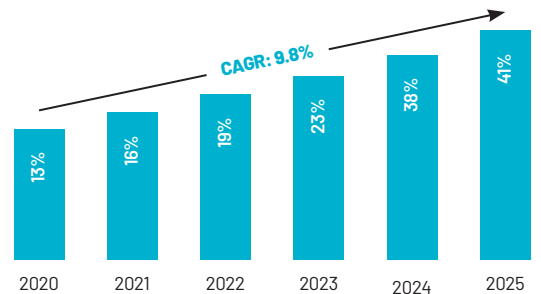
As of 2021, new assets classes are becoming bigger than ever before, including art (\$1.7tn), legal finance in the US (\$12bn), Special Purpose Acquisition Companies (SPACs; \$96bn) and cryptocurrencies (\$3.8bn)



Top reasons for selecting wealth managers in 2021



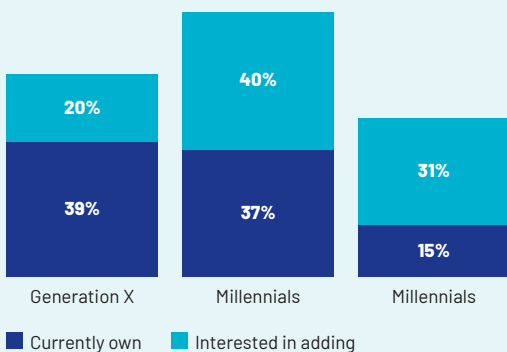
World wealth map 2020



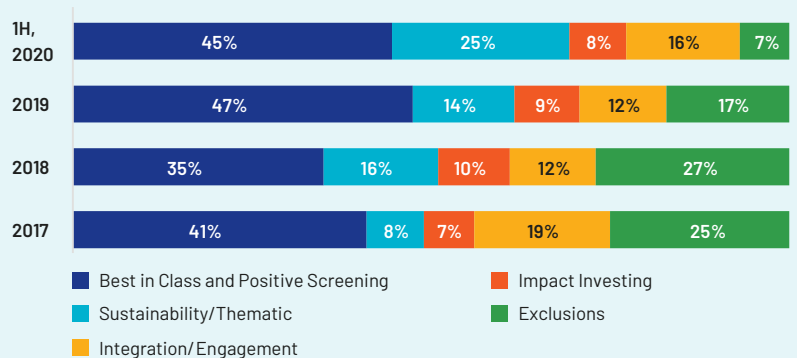
ESG IN WEALTH MANAGEMENT

Record demand in sustainable investment funds saw the sector's total assets rise 19% to a fresh high of nearly \$2tn. Greater diversity among investors has fuelled the growing interest, especially from the millennials.

ESG interest from different demographics in 2020



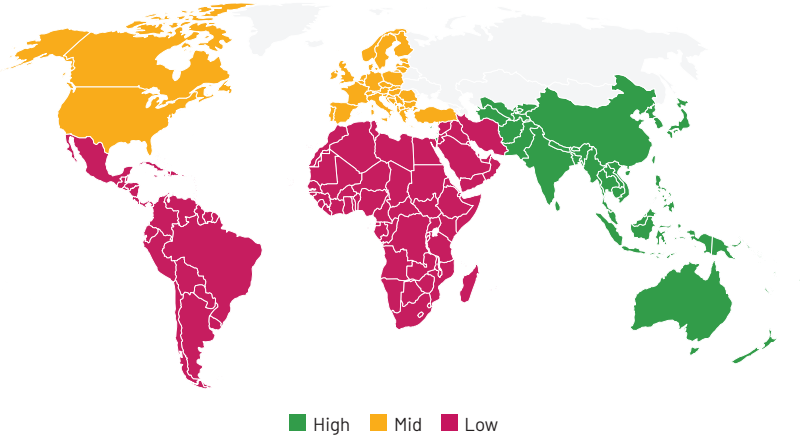
ESG interest from different demographics in 2020



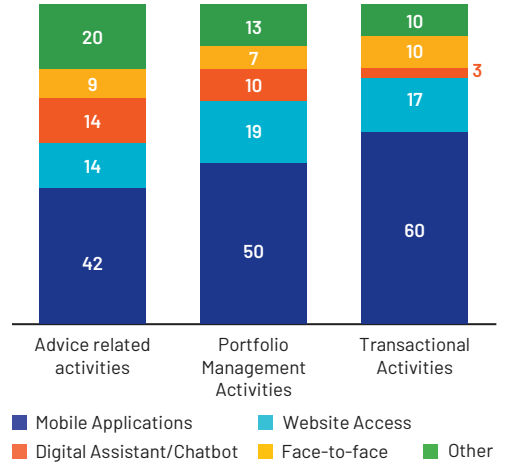
Artificial Intelligence (AI) in Wealth Management

- » Global AI was valued at \$990.4m in 2019 and is expected to grow at a rate of 37.1% from 2020 to 2027
- » North America has dominated the market and accounted for over 50.0% share of global revenue in 2019
- » AI might become a necessity to serve the demands of the upcoming millennials and generation X who are set to inherit more than \$30tn in the US alone

Primary channel choice for key wealth management activities for the next three years

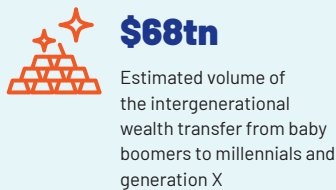
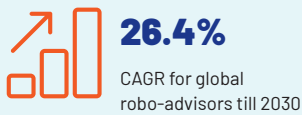


AI in Fintech market - growth rate by region (2020-2025)

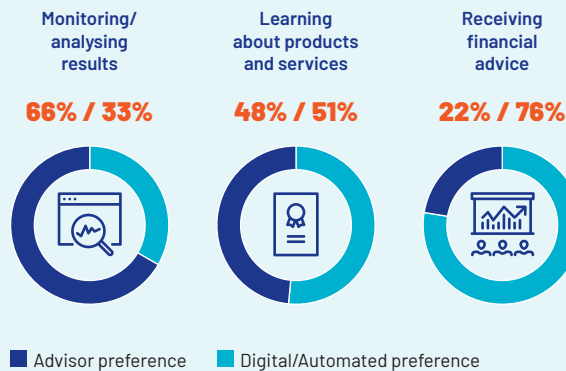


HYBRID WEALTH MANAGEMENT SERVICES

- » Leading wealth managers are cognizant of the rising influence of WealthTech
- » Millennials require that personal touch and nuanced advice a human advisor can give
- » The human advisor is likely still to be instrumental when differentiating products, especially for high and ultra-high-net-worth clients



Wealth management client preferences for service-related activities in the future



Geographical breakdown of the untapped \$33tn wealth market

REGION	ESTIMATED VALUE (\$TN)
Europe	11.9
US	5.6
Rest of North America	1.0
China	5.9
India	1.2
Rest of APAC	5.6
Africa	1.15
Middle East	0.65
Latin America	0.53
Total	33.0

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