



VALUE CREATION WITH DIGITALISATION⁽¹⁾



OPERATIONAL EFFICIENCIES IN DIGITALLY ADVANCED FIRMS⁽¹⁾



8.6%
Revenue



6.7%
AUM



11.3%
Productivity

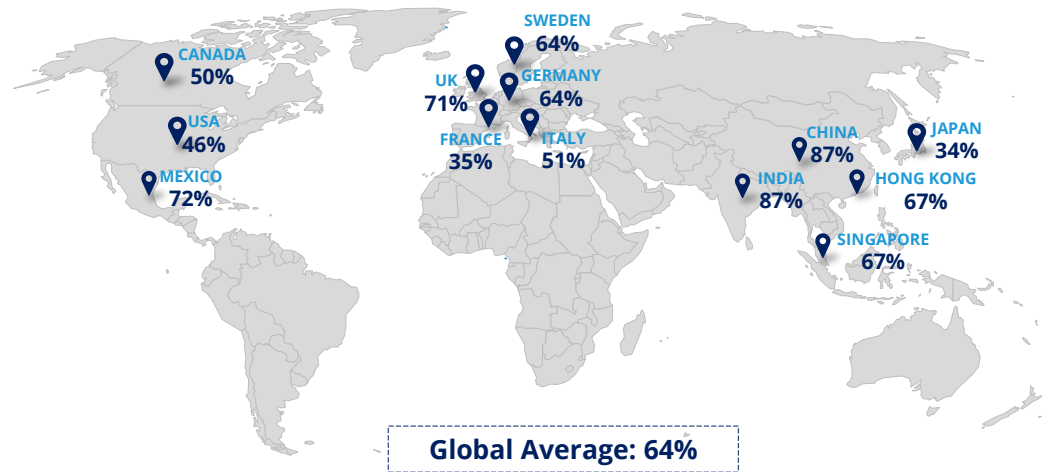


6.3%
Market Share

*Revenue through digital channels for digitally advanced firms is expected to grow from **39%** in 2017 to **59%** by 2022.*

Digitalisation continues to drive value in the asset & wealth management industries.

CONSUMER FINTECH ADOPTION IN SELECT MARKETS⁽²⁾



Affluent investors in Asia Pacific are by far the most open to digital channels in their wealth management, with mobile apps almost equally in use as face-to-face meetings.⁽³⁾

There are several drivers for the greater uptake of digital channels in Asia Pacific, ranging from a generally younger age as well as the early adoption of entirely digital wealth management.⁽³⁾

The change in regulations along with the evolution of wealth is driving digitalisation in Asia.⁽⁴⁾

RISING CUSTOMER EXPECTATIONS (ANTICIPATED CHANGES)⁽¹⁾



Customer expectations that can be met by digitalisation.

Increased digitalisation can help companies address the rising customer expectations.

The only way wealth managers can sell today is with online operations. They have no choice but to digitise.

Sources: (1) Roubini Thought Lab: Wealth and Asset Management 2022: The Path to Digital Leadership, 2017
(2) EY: Global FinTech Adoption Index 2019, 2020

(3) Bite Investments whitepaper: Private Equity and HNW Investors, 2021
(4) Celent: Wealth Management in Asia, 2020