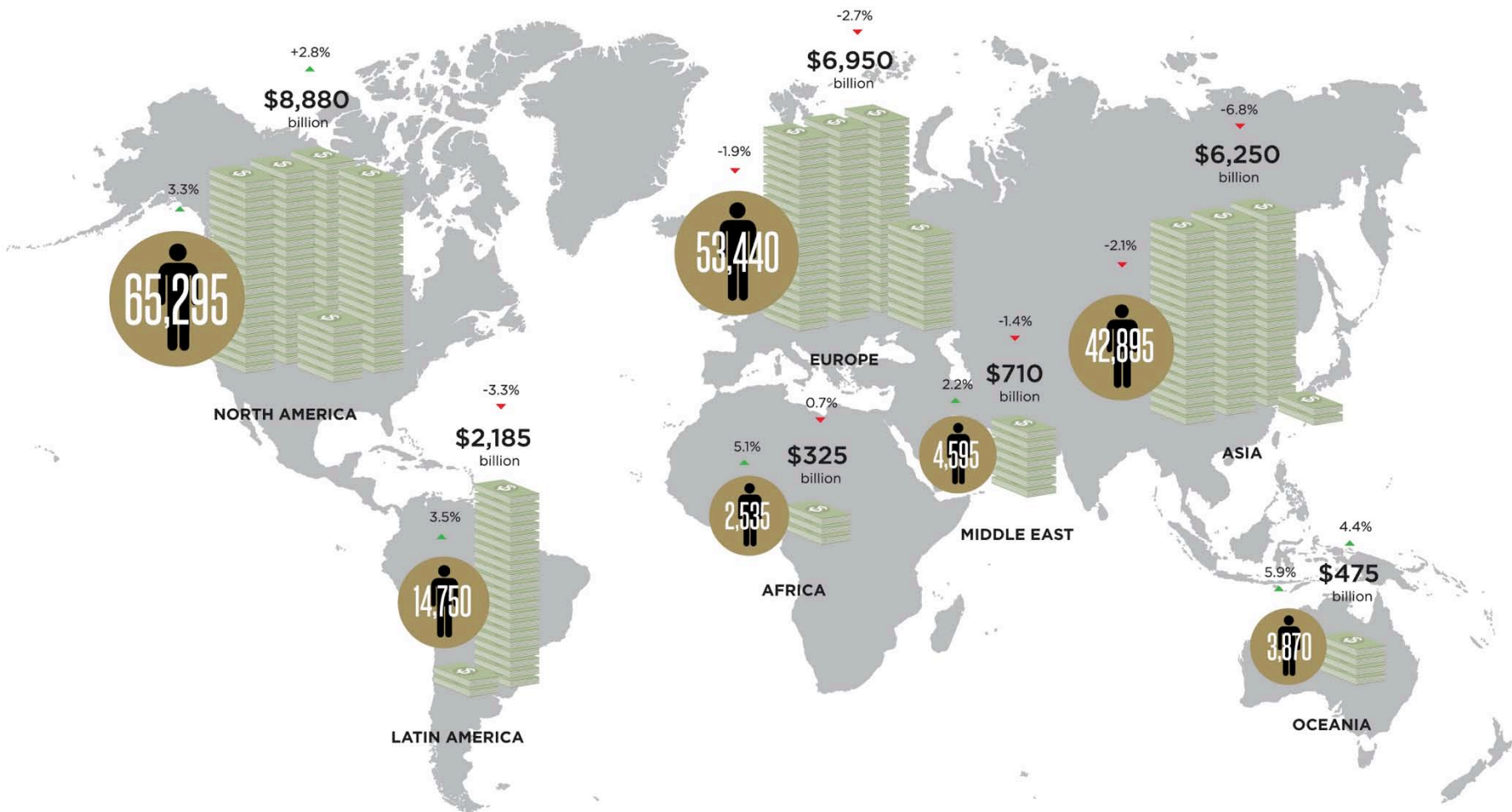




WEALTH-X

CONNECTING YOU TO WEALTH

State of World's UHNW Population



Major Wealth Indicators

Major Wealth Indicators	GDP	Currency	Equity	UHNW Population	Combined Wealth
North America	↑ UP	N/A	↑ UP	↑ UP	↑ UP
Asia	↑ UP	↓ DOWN	↓ DOWN	↓ DOWN	↓ DOWN
Europe	↓ DOWN	↓ DOWN	↓ DOWN	↓ DOWN	↓ DOWN
Latin America	↓ DOWN	↓ DOWN	↑ UP	↑ UP	↓ DOWN
Middle East	↓ DOWN	↓ DOWN	↓ DOWN	↑ UP	↓ DOWN
Africa	↑ UP	↓ DOWN	↑ UP	↑ UP	↓ DOWN
Oceania	↑ UP	↓ DOWN	↑ UP	↑ UP	↑ UP
WORLD	↓ DOWN	↓ DOWN	↓ DOWN	↑ UP	↓ DOWN

The Wealth-X Five Year Forecast

REGION	AVERAGE ANNUAL POPULATION CHANGE%	AVERAGE ANNUAL WEALTH CHANGE%
North America	2.4%	3.4%
Asia	5.4%	7.9%
Europe	2.9%	3.5%
Latin America	6.5%	12.1%
Middle East	4.5%	7.4%
Africa	6.9%	11.2%
Oceania	2.9%	5.5%
WORLD PROJECTIONS		
GLOBAL AVERAGE ANNUAL POPULATION GROWTH %	3.9%	
GLOBAL UHNW WEALTH AVERAGE ANNUAL GROWTH %	5.5%	

Asia – Slowing Growth

	THIS YEAR'S	THIS YEAR'S	LAST YEAR'S	LAST YEAR'S		
ASIA	UHNW POPULATION	TOTAL WEALTH US\$ billion	UHNW POPULATION	TOTAL WEALTH US\$ billion	POPULATION CHANGE %	TOTAL WEALTH CHANGE %
Japan	12,830	2,075	13,040	2,270	-1.6%	-8.6%
China	11,245	1,580	11,510	1,695	-2.3%	-6.8%
India	7,730	925	8,215	980	-5.9%	-5.7%
Hong Kong	3,135	470	3,200	530	-2%	-11.3%
South Korea	1,385	265	1,400	290	-1.1%	-8.6%
Singapore	1,305	155	1,355	170	-3.7%	-8.8%
Taiwan	1,185	200	1,155	205	2.6%	-2.4%
Indonesia	785	120	750	85	4.7%	41.2%
Malaysia	780	100	725	100	7.6%	0%
Thailand	625	95	600	95	4.2%	0%
Philippines	580	85	550	100	5.5%	-15%
Pakistan	310	40	285	40	8.8%	0%

	THIS YEAR'S	THIS YEAR'S	LAST YEAR'S	LAST YEAR'S		
SOUTH EAST ASIA UHNWI	UHNW POPULATION	TOTAL WEALTH US\$ billion	UHNW POPULATION	TOTAL WEALTH US\$ billion	POPULATION CHANGE %	TOTAL WEALTH CHANGE %
1 Singapore	1,305	155	1,355	170	-3.7%	-8.8%
2 Indonesia	785	120	750	85	4.7%	41.2%
3 Malaysia	780	100	725	100	7.6%	0%
4 Thailand	625	95	600	95	4.2%	0%
5 Philippines	580	85	550	100	5.5%	-15%
6 Vietnam	170	19	170	19	0%	0%
TOTAL	4,245	574	4,150	569	2.3%	0.9%

Hotspot: Indonesia

INDONESIA UHNWI	THIS YEAR'S	THIS YEAR'S
Net Worth	UHNWI	TOTAL WEALTH US\$ billion
\$1 billion +	25	50
\$750 million to \$999 million	15	12
\$500 million to \$749 million	10	6
\$250 million to \$499 million	35	12
\$200 million to \$249 million	50	10
\$100 million to \$199 million	95	10
\$50 million to \$99 million	175	11
\$30 million to \$49 million	380	12
TOTAL	785	120

Hotspot: Singapore

NET WORTH	UHNW POPULATION	TOTAL WEALTH US\$ billion
\$1 billion +	24	45
\$750 million to \$999 million	13	10
\$500 million to \$749 million	25	13
\$250 million to \$499 million	60	16
\$200 million to \$249 million	70	15
\$100 million to \$199 million	160	22
\$50 million to \$99 million	300	17
\$30 million to \$49 million	655	18
TOTAL	1,305	155

➤ Segment Your Clients

- Market Share
- Wallet Share
- Commonalities

➤ Focus Your Efforts on

- Country
- Industry
- Wealth Tier
- Type of Client

Due Diligence vs Source of Funds

➤ Know Your Customer / Due Diligence

- Identification
- Address
- Sanction Checks
- PEPs

➤ Source of Funds

- Wealth Creation
- Tax Evasion



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