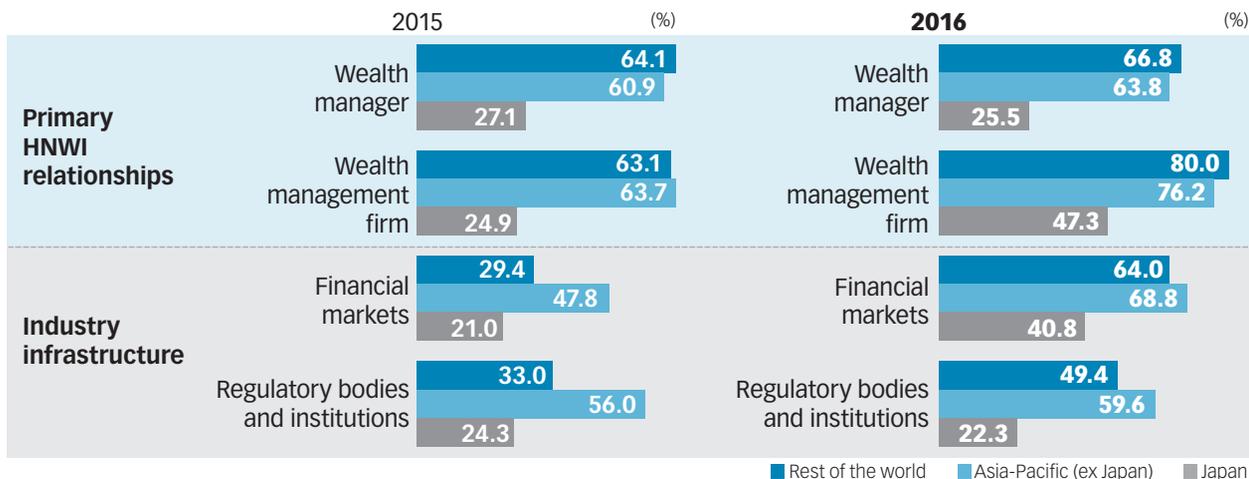


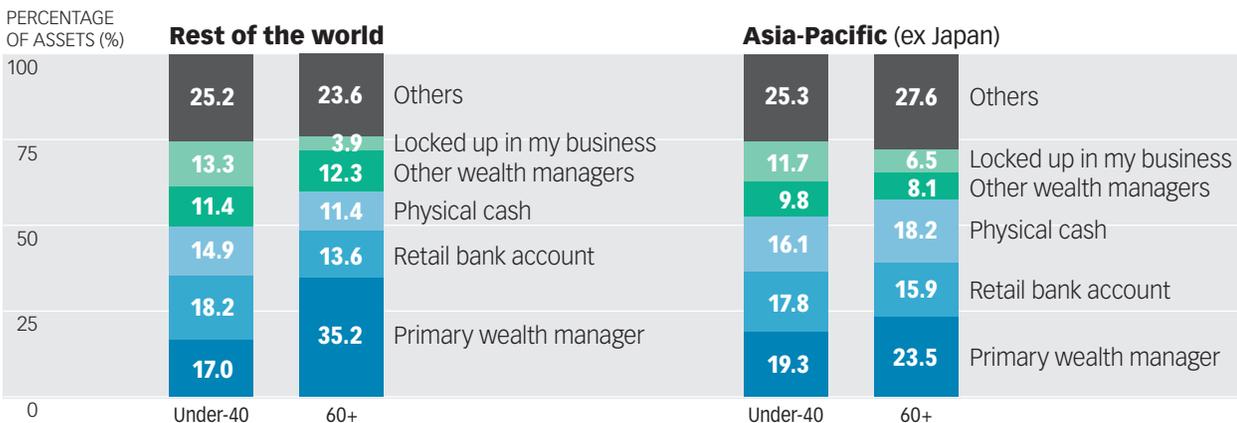
# Rising trust spells opportunities

## HNWI trust and confidence in key stakeholders, Q1 2015, 2016



Note: Question asked: "Currently, to what extent do you agree or disagree with the following statements?" – I have trust and confidence in the ... for various stakeholders listed above were analysed based on agreement and disagreement to arrive at the percentages for HNWI trust and confidence. Respondents were asked to rate on a scale of 1 – 7 and the above percentage represents the sum of the rating from 5 – 7

## Breakdown of HNWI investable wealth across entities and accounts (by age), Q1 2016



Note: Question asked: "How does your investable wealth break down across entities and accounts?" Chart numbers may not add up to 100% due to rounding. Real estate is included as a part of Others