

HNWI in Indian Wealth Management Industry - Trends, Analysis and Forecast (2010-2015)

<https://marketpublishers.com/r/H61E273C0DDEN.html>

Date: November 2010

Pages: 67

Price: US\$ 5,650.00 (Single User License)

ID: H61E273C0DDEN

Abstracts

India has registered tremendous growth in terms of the population of HNWI and their wealth, especially after the recent economic crisis; wealth management firms are now targeting this highly untapped market, offering HNWI highly customized services and multiple investment opportunities

Clients have now become more cautious about selecting their wealth managers, taking into consideration factors such as advisory capability, brand, image and reputation, and personal relationship before making a choice. Equities and related investment once again leads various investment options available to HNWI followed by debt related instruments

The wealth management market in India is dominated by the domestic banking sector. Many new firms are realizing the attractiveness of the Indian market and thus making huge inroads into the country. Although foreign banks have significant banking operations, their wealth management business is still at a nascent stage. Wealth manager are shifting their focus towards Tier II and Tier III cities

Scope of the report

Market Overview

This section talks about the wealth and population of HNWI in India and the various products and services offered to them. While commenting on the opportunities among Indian HNWI for wealth management firms, it also discusses winning imperatives for the firms.

Market Dynamics

This section discusses in detail the investment of HNWI in various available asset class, which has been broadly classified as equity and equity related products, fixed income products and alternative investment products.

It deeply analyses the behavior, needs and demands of HNWI as a whole as well as demands based on age and source of wealth accumulation.

The section also analyses the various drivers for HNWI wealth creation, the forecast of HNWI wealth and the restraints and challenges faced by the wealth management companies operating in India.

Trends of HNWI in India

This section talks on various trends of HNWI in India such as concentration of HNWI in Tier I and II cities, HNWI selection criterion for wealth manager,

Competitive Landscape

This section discusses the various players in the banking as well as non-banking sectors in India. It also discusses the market share of wealth management firms in India in terms of AUM and clients per advisor, and benchmarking of various firms in the country.

Company Profiles

This section describes companies offering wealth management services in India, and include an overview, primary business, wealth management operations in India, strategies followed by them and recent developments related to wealth management operations in India.

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This market research study will forecast the future roles, uses, and acceptances of new products, services, and applications emerging in the marketplace. It will identify opportunities where companies can get a leg up on the competition.

Key questions answered

How Indian HNWI offers opportunity to the wealth management firms.

Needs, demands and behavior of HNWI in India

Trends of HNWI in India

How can you reposition yourself in the wealth management industry?

What are the major drivers and opportunities in the market?

What is the competitive outlook? Who are the major players in the market segments?

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