

Affluent and HNW Investing - UK - November 2014

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“While the traditional model is under threat from a mix of rising costs, greater pricing transparency and intensifying competition, a new breed of wealth manager is starting to emerge. This could demystify the investment expertise of established discretionary managers and put their fees under greater pressure and scrutiny.”
 – Sarah Hitchcock, Senior Analyst – Financial Services

This report looks at the following areas:

- Wealthy investors need reassurance that product charges are ‘fair’ and ‘value for money’
- Enter the new digital players
- An ageing client base poses fresh challenges for wealth managers, but also presents an opportunity

Six years on from the 2008 financial crisis and the UK wealth management industry is in fine form. Client asset wealth is rising and companies are boasting of robust balance sheets. However, it is not all roses round the door. Financial firms operating in this exclusive and higher-margin market space continue to face a number of external pressures, alongside significant internal challenges. They are having to adapt to a more complicated regulatory and tax environment, a more volatile and uncertain investment landscape and a more demanding and technically sophisticated client base.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market

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