

Accelerating the *Wealth* Journey

From stability to abundance

Hong Kong

Top drivers for Hongkongers to build wealth:

- 70%** Financial security and protection
- 67%** Having a good personal lifestyle
- 65%** Providing a good life for their family
- 39%** Intergenerational wealth creation

Important aspects for growing and maintaining wealth over the long term:

% say they would be wealthier if they had more of these qualities

67%
Patience with investments

72%
Disciplined investment approach

75%
Financial literacy

Level of wealth impacts a person's perceptions, approaches, and challenges around wealth management and creation

Wealth level	Priorities at each level	Wealth goals and advice needs	Wealth Perception	Feel anxious about losing wealth	
Total 40.4 years	Abundance: You are financially stable and have more than enough income than you are ever likely to require in your lifetime.	You are considering how to transfer this wealth to the next generation.	Need for comprehensive wealth preservation strategy and efficient legacy plan to transfer wealth to heirs.	83% see themselves as financially wealthy.	20%
Financial Freedom to Financial Abundance 11.7 years	Freedom: You have sufficient financial investments and/or assets to generate enough passive income to live on.	You have begun to accumulate wealth but you're thinking about retirement.	Guidance on retirement savings vehicles while generating consistent income on investments.	61% see themselves as financially wealthy.	24%
Financial Flexibility to Financial Freedom 10.9 years	Flexibility: You have sufficient financial investments and/or assets to cover your living costs for up to one year.	You are starting to grow your assets and wealth but you have other considerations such as paying for your children's education.	Accelerate wealth growth on investment portfolio, tax-efficient investing based on risk tolerance and time horizon.	48% think that they have too little wealth.	35%
Financial Security to Financial Flexibility 9.3 years	Security: You have sufficient money after your monthly expenses are paid to save a portion of your income and also invest.	You have worked a few years and are thinking of buying a house.	Goal-oriented financial planning, asset allocation and diversification.	55% think that they have too little wealth.	49%
Financial Stability to Financial Security 8.5 years	Stability: You have sufficient money after your monthly expenses are paid to save a portion of your income.	You're fresh out of college and looking to enter the workforce.	Budgeting, goal setting, basic financial planning and investment education.	71% think that they have too little wealth.	51%

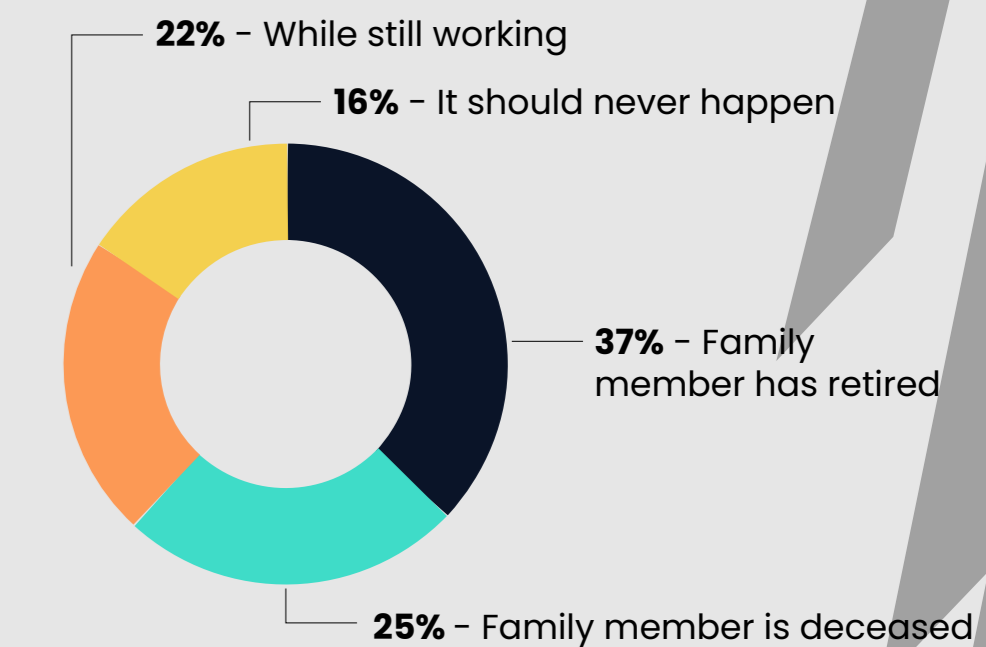
Planning intergenerational wealth transfer early can bring peace of mind

79%

think that it is important that the next generation protects and grows their wealth

Importance of preparing current generation early for the responsibilities that come with managing and transferring wealth:

Most believe wealth transfer should begin at retirement but that's too late:



Need to bridge the gap when it comes to wealth transfer literacy:

- 59%** do not have a wealth transfer plan.
- 83%** do not have a formal will in place.