

Wealth Management in Japan

OVERVIEW

Japan has one of the highest number of HNWI in the world after the United States. With over 2.25million HNWIs and 17,500 UHNWIs as of 2018, which is projected to grow over 10% for each segment by 2020, Japan is a lucrative market for wealth management providers. However the competition for their wallet share and mind share is fierce.

This report through surveying over 1000 HNWIs and 500 UHNWIs is able to provide a detailed analysis on the psychological makeup of these individuals and the asset classes they invest in along with the cities which are expected to see the largest growth in UHNWIs in the coming years thus providing invaluable intelligence to those companies who wish to tap into this lucrative market.

This report also surveyed and interviewed over 20 banks in Japan to learn about the current nature of competition in the market and the challenges they are facing. This allows us to provide an in-depth analysis on the banks that provide wealth management services to HNWIs and UHNWIs in Japan.

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WHY INVEST IN THIS REPORT?

SINGFIN's wealth management reports are an unrivaled resource and an indispensable aid for decision makers in the industry, compiled by widely respected industry experts and a talented team of research analysts.

The reports are composed in numerous ways. Firstly, by interviewing a wide range of wealth management experts such as Heads/Senior Professionals in Wealth Management within the banks along with interviewing regulators and other esteemed specialists. Secondly, SINGFIN works closely with government agencies such as the tax department, electricity providers, luxury retailers, legal firms, automobile companies and real estate firms to gain a more accurate picture on the number of HNWI within the country. Finally, SINGFIN interviews at least 1000 HNWI and 500 UHNWI within the country to get a better understanding of their investment habits and sources of wealth. Together this allows SINGFIN to compile an in-depth report on the wealth management sector in Japan.

WHO SHOULD INVEST IN THIS REPORT?

- Domestic banks and Foreign banks that are evaluating entering, expanding or offering a service in the country
- Vendors considering the market potential for technology investments in the country
- Investors, hedge funds, private equity players etc. assessing the investment potential
- Non-Banking Financial Institutions evaluating the wealth management market.
- Insurance companies
- Researchers in financial institutions, regulatory bodies, government agencies and investment companies.