

PRAEMIUM / INVESTMENT TRENDS HIGH NET WORTH INVESTOR REPORT | KEY HIGHLIGHTS

2023 Edition

MARKET DYNAMICS:

635,000

HNWs were recorded in 2023. This has increased from 625,000 in 2022.

MARKET SHIFTS:

212,000

HNWs are now in the \$2.5-\$5m bracket. This saw the largest growth in 2023, up from 171,00 in 2022.

USE OF ADVISERS:

28%

Or 180,000 of HNWs have used an investment adviser in the last year, paying \$1.52 billion in fees aggregated.

WEALTH TRANSFER:

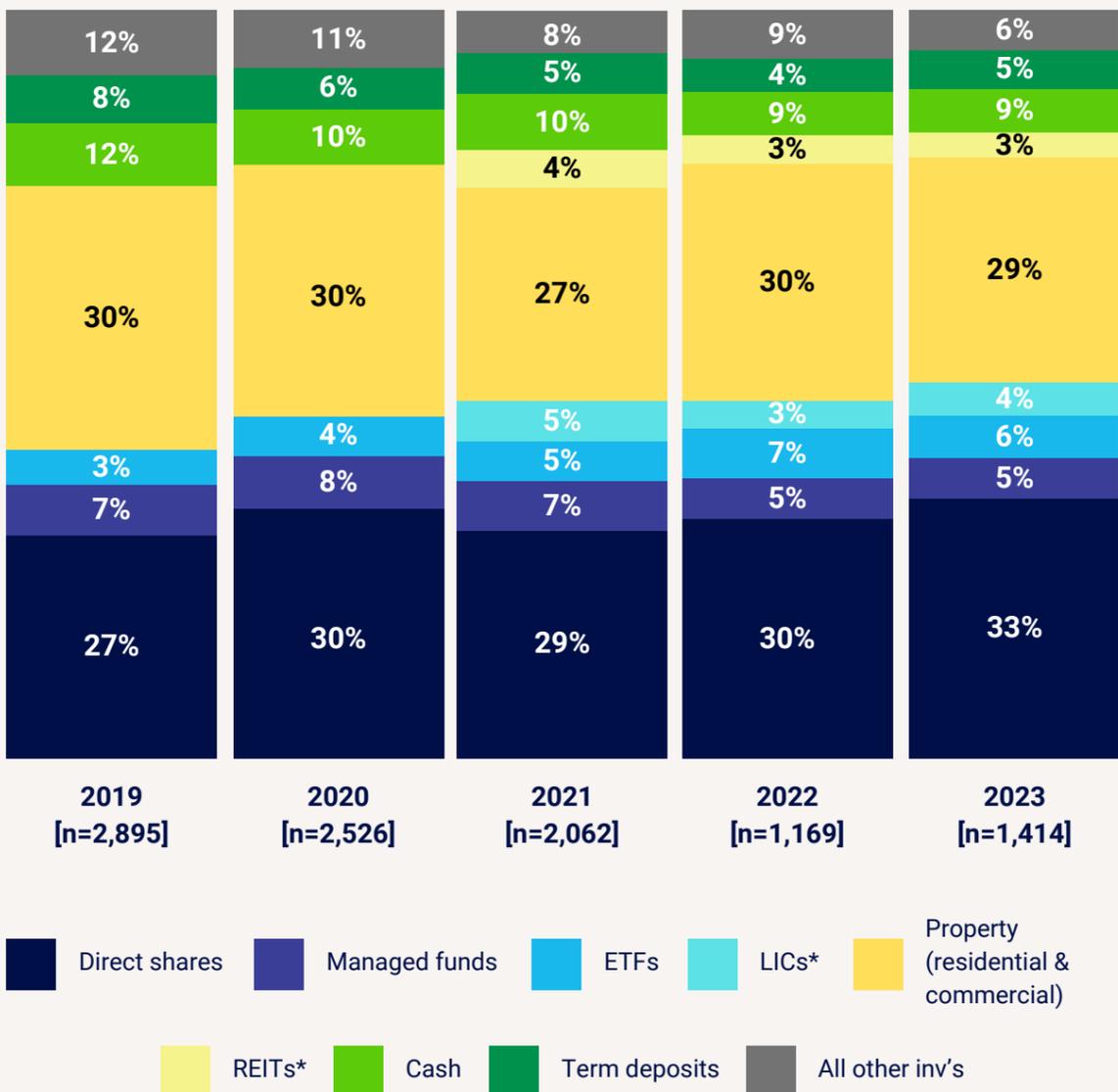
\$1.5t

Will be passed onto the next generation by HNWs. Of those, 25% have already started transferring their wealth.

MARKET DYNAMICS OVER THE LAST FIVE YEARS:

Similar to a year ago, **more than a third of HNWs (37%) have made substantial changes to their investment portfolio**. Those who have made substantial changes to their portfolio are vastly more likely than the control group **to have considered the prevailing interest rate on cash** when making their investment decisions.

Investment allocation - Proportion of total assets invested in each. Dollar weighted averages among HNW investors.



REFERENCES

The material in this infographic is sourced from the **2023 Praemium/Investment Trends High Net Worth Investor Report: Industry Analysis**. A quantitative online survey of 1,531 HNW investors conducted between June and July 2023. To access the full report or for further information, please contact Allison Macfarlane on a.macfarlane@investmenttrends.com.