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## **News Alert**

# Capgemini and RBC Wealth Management to Partner on Leading Annual World Wealth Reports

Partnership Reinforces Commitment to Deliver Unparalleled Insight into Behaviors of High Net Worth Individuals and Global State of Wealth

Paris, Toronto, May 2, 2012 – Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, and RBC Wealth Management, the global wealth division of Royal Bank of Canada and one of the world's top 10 largest wealth managers<sup>1</sup>, today announced their partnership to produce the highly respected annual World Wealth Report, now in its 16<sup>th</sup> year. This new partnership, which also includes the annual Asia-Pacific Wealth Report, combines the strengths of both firms to examine the key drivers of wealth creation and the global trends impacting high net worth individuals (HNWIs). <sup>2</sup>

The annual World Wealth Report and the Asia-Pacific Wealth Report are the global benchmarks for tracking HNWIs and cover HNWI market sizing with a review of global economic drivers, HNWI investing behaviors and asset performance trends. The reports are supported by both primary and

<sup>&</sup>lt;sup>1</sup> Scorpio Partnership's Global Private Banking KPI Benchmark 2011.

<sup>&</sup>lt;sup>2</sup> HNWIs are defined as those having investable assets of US\$1 million or more, excluding primary residence, collectibles, consumables, and consumer durables.





secondary research, updated annually using Capgemini's proprietary Lorenz curve methodology,<sup>3</sup> and are widely read by top executives in the banking, securities and insurance industries.

"We are excited by the opportunity to help lead the future development of the World Wealth Report and the Asia-Pacific Wealth Report. These reports are widely regarded as the industry benchmark for understanding the high net worth market and we are honored to be collaborating with Cappemini on this project," said George Lewis, Group Head, RBC Wealth Management.

"RBC Wealth Management's reputation for service excellence and growing position in the wealth management industry makes this the perfect collaboration," said Jean Lassignardie, Global Head of Sales and Marketing, Cappemini Global Financial Services. "We aim to continue delivering the high level of wealth analysis that our collective stakeholders have come to rely on as the industry's leading benchmark."

For more information, visit www.capgemini.com/worldwealthreport.

#### **About RBC Wealth Management**

RBC Wealth Management is one of the world's top 10 largest wealth managers. RBC Wealth Management directly serves affluent, high-net-worth and ultra-high net worth clients in Canada, the United States, Latin America, Europe, the Middle East, Africa and Asia with a full suite of banking, investment, trust and other wealth management solutions. The business also provides asset management products and services directly and through RBC and third-party distributors to institutional and individual clients, through its RBC Global Asset Management business (which includes BlueBay Asset Management). RBC Wealth Management has more than C\$534 billion of assets under administration, more than C\$313 billion of assets under management and approximately 4,300 financial consultants, advisors, private bankers and trust officers.

#### **About RBC**

Royal Bank of Canada (RY on TSX and NYSE) and its subsidiaries operate under the master brand name RBC. We are Canada's largest bank as measured by assets and market capitalization, and are among the largest banks in the world, based on market capitalization. We are one of North America's leading diversified financial services companies, and provide personal and commercial banking, wealth management services, insurance, corporate and investment banking and transaction processing services on a global basis. We employ approximately 74,000 full- and part-time employees who serve close to 16 million personal, business, public sector and institutional clients through offices in Canada, the U.S. and 51 other countries. For more information, please visit rbc.com.

<sup>&</sup>lt;sup>3</sup> Capgemini's proprietary Lorenz curve methodology is a top-down, market sizing model that calculates the annual number of HNWIs and the value of their wealth covering 71 countries.





## **About Capgemini**

With around 120,000 people in 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2011 global revenues of EUR 9.7 billion. Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience<sup>TM</sup>, and draws on Rightshore<sup>®</sup>, its worldwide delivery model.

Learn more about us at www.capgemini.com.

## About Capgemini's Financial Services Global Business Unit

Capgemini's Global Financial Services Business Unit brings deep industry experience, innovative service offerings and next generation global delivery to serve the financial services industry. With a network of 21,000 professionals serving over 900 clients worldwide Capgemini collaborates with leading banks, insurers and capital market companies to deliver business and IT solutions and thought leadership which create tangible value.

More information is available at: <a href="https://www.capgemini.com/financialservices">www.capgemini.com/financialservices</a>.

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