MERRILL LYNCH GLOBAL WEALTH MANAGEMENT AND CAPGEMINI RELEASE
15TH ANNUAL WORLD WEALTH REPORT

Wealth and Population of Global HNWIs Surpass Pre-crisis Levels in Nearly Every Region

HNWI Wealth and Population in Asia-Pacific Overtakes Europe for First Time –
Asia-Pacific Second Only to North America

New York, Paris, June 22, 2011 – The world’s high net worth individuals (HNWIs)\(^1\) expanded in population and wealth in 2010 surpassing 2007 pre-crisis levels in nearly every region, according to the 15\(^{th}\) annual World Wealth Report, released today by Merrill Lynch Global Wealth Management and Capgemini. Global HNWI population and wealth growth reached more stable levels in 2010, with the population of HNWIs increasing 8.3 percent to 10.9 million and HNWI financial wealth growing 9.7 percent to reach US$42.7 trillion (compared with 17.1 percent and 18.9 percent respectively in 2009). The global population of Ultra-HNWIs\(^2\) grew by 10.2 percent in 2010 and its wealth by 11.5 percent.

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\(^1\) HNWIs are defined as those having investable assets of US$1 million or more, excluding primary residence, collectibles, consumables, and consumer durables

\(^2\) Ultra-HNWIs are defined as those having investable assets of US$30 million or more, excluding primary residence, collectibles, consumables, and consumer durables
“The past few years have seen great fluctuations in HNWI wealth and population,” said John Thiel, Head of U.S. Wealth Management and the Private Banking & Investment Group, Merrill Lynch Global Wealth Management. “In 2010, we saw growth rates slow down from the higher double-digit levels of 2009 when many markets were quickly returning from significant crisis-related losses.”

The global HNWI population remained highly concentrated in the U.S., Japan and Germany, which together accounted for 53.0 percent of the world’s HNWIs. The U.S. is still home to the single largest HNW segment in the world, with its 3.1 million HNWIs accounting for 28.6 percent of the global HNWI population.

“While over half of the global HNWI population still resides in the top three countries, the concentration of HNWIs is fragmenting very gradually over time,” said Jean Lassignardie, Global Head of Sales and Marketing, Capgemini Global Financial Services. “The concentration of HNWIs among these areas will continue to erode if the HNWI populations of emerging and developing markets continue to grow faster than those of developed markets.”

**Asia-Pacific Surpasses Europe for the First Time in both HNWI Population and Wealth**

Asia-Pacific posted the strongest regional rate of HNWI population growth in 2010, among the top three markets. While HNWI wealth had already overtaken Europe in 2009, Asia-Pacific has now surpassed Europe in terms of HNWI population, expanding 9.7 percent to 3.3 million, while Europe grew 6.3 percent to 3.1 million. Asia-Pacific HNWIs’ wealth gained 12.1 percent to US$10.8 trillion, exceeding Europe’s HNWI wealth of US$10.2 trillion, where the wealth increase was 7.2 percent in 2010. Asia-Pacific is now the second largest region for both HNWI wealth and population, second only to North America.

Also of note in the Asia-Pacific region, India’s HNWI population became the world’s twelfth largest in 2010, entering the top 12 for the first time.

**HNWIs Assumed Calculated Risk in Search for Better Returns in 2010**

In an environment of relatively stable but uneven recovery, equities and commodities markets, as well as real-estate (specifically in Asia-Pacific), performed solidly throughout 2010.

By the end of 2010, HNWIs held 33 percent of all their investments in equities, up from 29 percent a year earlier. Allocations to cash/deposits dropped to 14 percent in 2010 from 17
percent in 2009 and the share held in fixed-income investments dipped to 29 percent from 31 percent. Among alternative investments, many HNWIs favored commodities. Commodity investments accounted for 22 percent of all alternative investments in 2010, up from 16 percent in 2009.

HNWIs in Asia-Pacific, excluding Japan, also continued to pursue returns in real estate, which accounted for 31 percent of their aggregate portfolio at the end of 2010, up from 28 percent a year earlier and far above the 19 percent global average.

In addition, investments in emerging markets provided opportunities for HNWIs in search of profit. In the first 11 months, investors poured record amounts into emerging market stock and bond funds before selling to capture profits as the year ended and after the value of many emerging market investments topped pre-crisis highs.

“Global capital markets and major asset classes performed well over the year on the back of rising investor risk appetite,” said Thiel. “The shift toward equities in 2010 by HNWI investors reflected the search for returns and the desire to recoup more crisis-related losses. We also saw HNWIs continue to favor specific asset classes, such as equities and commodities, based on market opportunity or long-standing preferences.”

Looking forward, HNWIs are expected to increase their equity and commodities allocations even more in 2012 while reducing their allocations to real estate and cash/deposits. Regional preferences are less certain as the extent of emerging market opportunities will depend on whether those markets can push to new highs while economies are being weaned of government stimulus.

**About Merrill Lynch Global Wealth Management**

Merrill Lynch Global Wealth Management is a leading provider of comprehensive wealth management and investment services for individuals and businesses globally. With nearly 15,700 Financial Advisors and in excess of $1.5 trillion in client balances as of March 31, 2011, it is among the largest businesses of its kind in the world. More than two-thirds of Merrill Lynch Global Wealth Management relationships are with clients who have a net worth of $1 million or more.

Within Merrill Lynch Global Wealth Management, the Private Banking & Investment Group provides tailored solutions to ultra high net worth clients, offering both the intimacy of a boutique and the resources of a premier global financial services company. These clients are served by more than 160 Private Wealth Advisor teams, along with experts in areas such as investment management, concentrated stock management and intergenerational wealth transfer
strategies. Merrill Lynch Global Wealth Management is part of Bank of America Corporation.

Source: Bank of America. Merrill Lynch Global Wealth Management (MLGWM) represents multiple business areas within Bank of America's wealth and investment management division including Merrill Lynch Wealth Management (North America and International), Merrill Lynch Trust Company, and Private Banking & Investment Group. As of March 31, 2011, MLGWM entities had approximately $1.5 trillion in client balances. Client Balances consists of the following assets of clients held in their MLGWM accounts: assets under management (AUM) of MLGWM entities, client brokerage assets, assets in custody of MLGWM entities, loan balances and deposits of MLGWM clients held at Bank of America, N.A. and affiliated banks. This reflects a change in calculation methodology effective March 31, 2011.

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Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, enables its clients to transform and perform through technologies. Capgemini provides its clients with insights and capabilities that boost their freedom to achieve superior results through a unique way of working, the Collaborative Business Experience™. The Group relies on its global delivery model called Rightshore®, which aims to get the right balance of the best talent from multiple locations, working as one team to create and deliver the optimum solution for clients. Present in 40 countries, Capgemini reported 2010 global revenues of EUR 8.7 billion and employs over 112,000 people worldwide.

Capgemini’s Financial Services unit brings deep industry experience, innovative service offerings and next generation global delivery to serve the financial services industry. With a network of 17,000 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.

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