

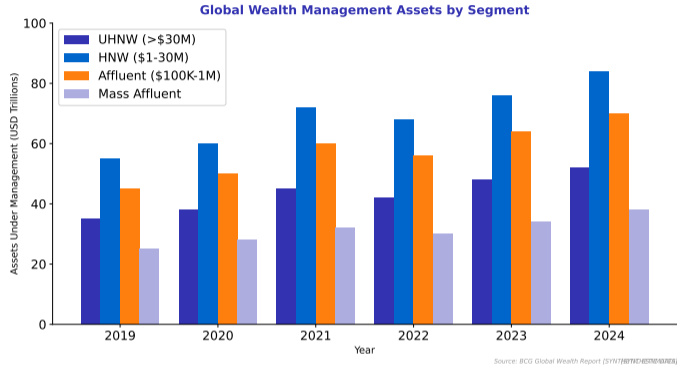
Lesson 46: Wealth Management

Mini-Lecture Version (30 min)

Digital Finance

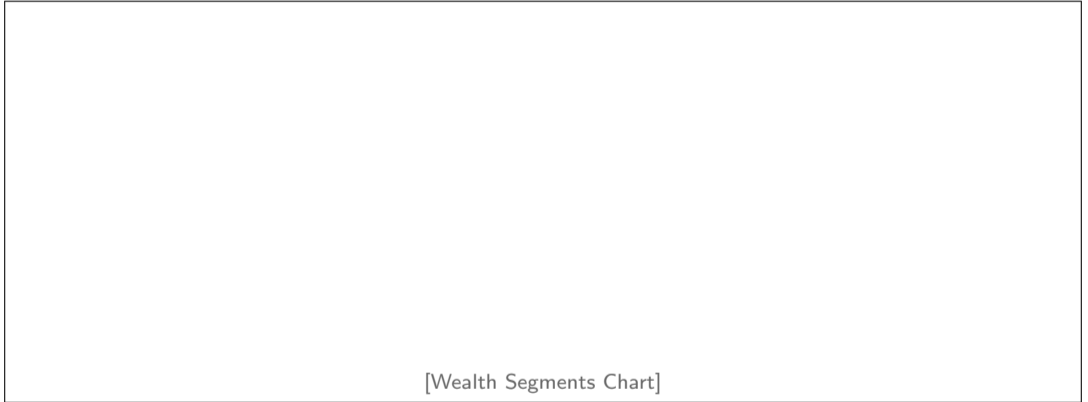
Learning Objectives: Dedicated relationship manager — Bespoke solutions

Global Wealth Management AUM



This concept is fundamental to understanding Wealth Management.

The Wealth Management Landscape



UHNW/Private Banking

- \$30M+ assets
- Dedicated relationship manager
- Bespoke solutions

HNW/Affluent

- \$1M-\$30M assets
- Team-based service
- Tiered offerings

Mass Affluent/Retail

- \$100K-\$1M assets
- Digital-first approach
- Standardized products

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Front Office Systems

- Client Relationship Management (CRM)
- Financial planning tools
- Client portal/mobile apps
- Advisor workstation
- (See full lecture for details)

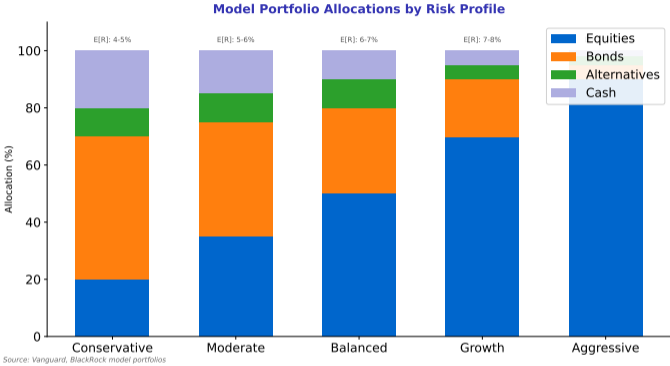
Middle Office Systems

- Portfolio management
- Performance measurement
- Risk analytics
- Compliance monitoring



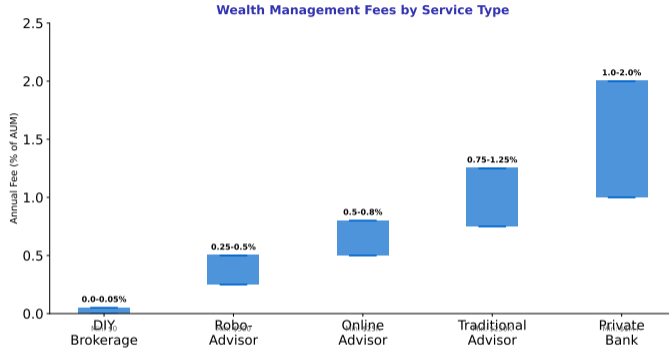
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Strategic Portfolio Allocation



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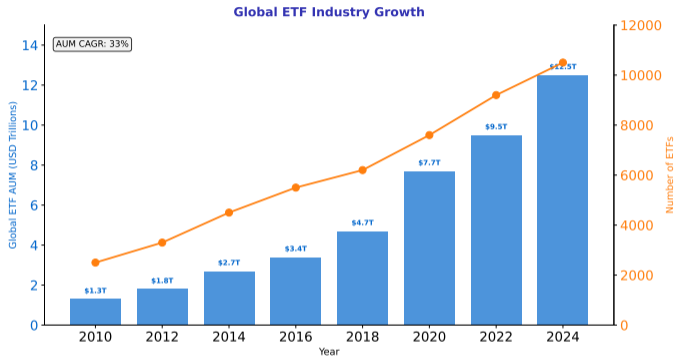
Wealth Management Fee Comparison



Source: Kitces Research, Backend Benchmarking, Cerulli

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ETF Market Growth



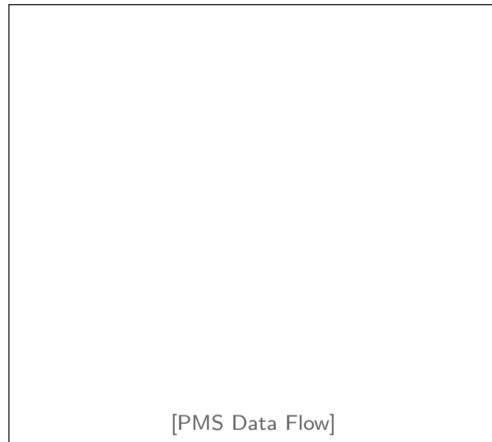
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Key Vendor Landscape

Vendor	Focus
SS&C Advent	Multi-asset PMS
BlackRock Aladdin	Risk + Portfolio
Charles River	IBOR platform
SimCorp	Buy-side suite
Temenos	Private banking

Core Functions:

- Position keeping
- Trade order management
- NAV calculation
- Client reporting



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Step 1: Identity

- eKYC verification
- Document upload
- Biometric capture

Step 2: Suitability

- Risk profiling
- Investment goals
- Time horizon

Step 3: Account

- Account opening
- Agreement signing
- Funding setup

Step 4: Portfolio

- IPS creation
- Asset allocation
- Investment mandate

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Key Takeaways

- 1 Monthly statements
- 2 Quarterly reviews
- 3 Annual tax documents
- 4 Fourth major takeaway

Bottom Line: Wealth Management is transforming how financial services operate and compete.

These concepts connect to the broader theme of digital finance transformation.

Wealth Management in Visual Perspective



Technology view



Application view



Future view

Visual representations help reinforce key concepts of wealth management.

Concrete Examples: Making It Real

Technical Examples

- Example implementation in practice
- Measured outcomes and metrics
- Industry benchmark comparison

Case Study

- Real-world deployment scenario
- Quantifiable results achieved

Industry Leaders

- Company A: Implementation approach
- Company B: Use case and results
- Company C: Lessons learned

Market Data

- Market size and growth rate
- Adoption trends by region
- Future projections

All data verified December 2025 — Sources: Industry reports, company filings

Quiz Questions (1–5)

Q1. What is the primary purpose of wealth management?

- A) Increase efficiency B) Reduce costs C) Improve access D) All of the above

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- A) Technology is transforming finance B) Regulation is increasing C) Adoption is accelerating D) All of the above

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Answer: D – All these trends are interconnected.