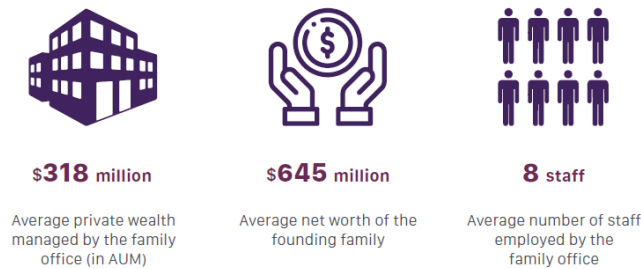


EXECUTIVE SUMMARY

1. The family office space is beginning to take root in India

The concept of a ‘family office’ – including what a family office is, why one is established, how one can be structured, what services and benefits it can provide - is still relatively nascent in India. With that said, Campden Family Connect estimates that there are currently about 45 formal family office structures in existence in India today.

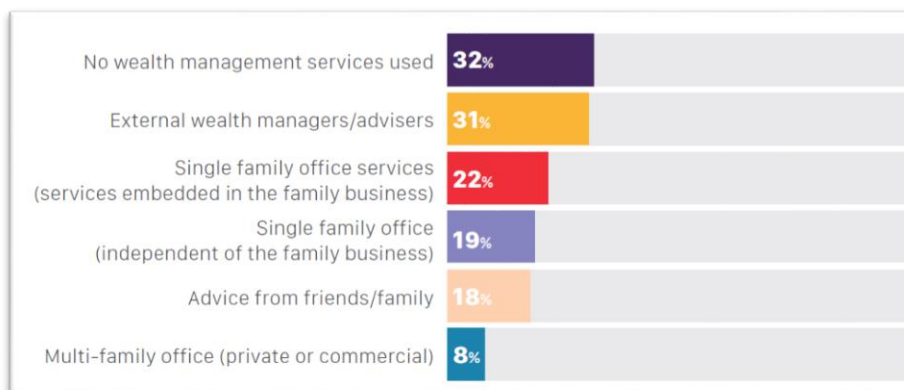
2. Average family wealth \$645m; average family office AUM \$318m



3. Nearly half utilise family office services

Of the 78 families of wealth in India studied for this report, nearly half (49%) utilise family office services. These services most often come in the form of hybrid family offices which are family office services that are embedded in the family business (22%), which is a common form of early family office development. However, the wealth community in India has shown signs of further professionalising their wealth management structures and have been establishing single family offices that are independent of the family business, as denoted by 19% of respondents, or establishing/joining multi-family offices as noted by 8%. The remaining families either do not use wealth management services (32%), take their wealth management advice from family or friends (18%), or they rely on external advisers (31%).

Wealth Management Services used by the Families



Source: Edelweiss-Campden ‘The Family Wealth Report 2018’

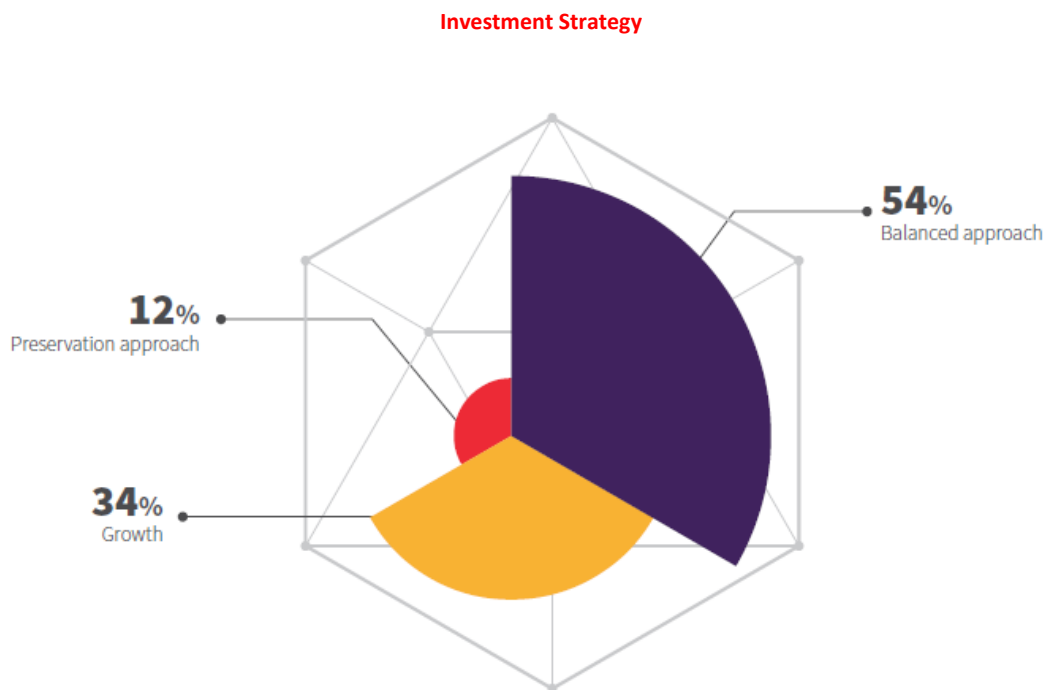
For more details, contact:

Campden Family Connect
 Ashwathi G. Athilat
 Manager, Marketing
 +91 9004086574 | ashwathi@campdenfamilyconnect.com

Edelweiss Group
 Zohar Reuben
 Manager, Corporate Communications
 +91 9820920816 | zohar.reuben@edelweissfin.com

4. Fixed income and equities, the two most favoured asset classes

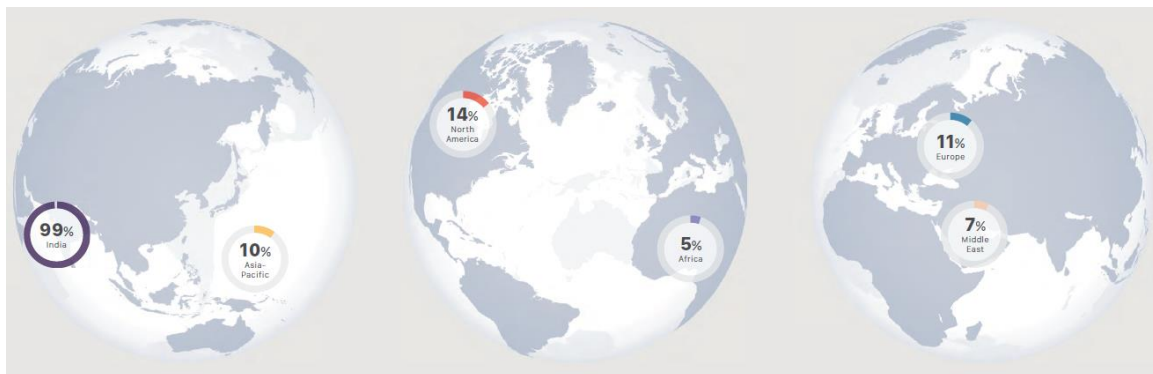
Over half (54%) of the families operate based on a balanced, preservation plus growth, investment strategy. With that said, the most popular asset classes respondents are currently invested in are fixed income, as denoted by 28% of respondents, equities (26%), private equity (16%) and real estate (12%). Looking to the future, over the next 12 months families, on average, intend to invest more into equities, private equity and developed market fixed income, and less into developing market fixed income, real estate and hedge funds.



Source: Edelweiss-Campden 'The Family Wealth Report 2018'

5. India remains the focus for family investment

Nearly every family represented within this research invests in India (99%). Outside of this, from a regional perspective, 14% also invest in North America, 11% in Europe, 10% in Asia-Pacific, 7% in the Middle East and 5% in Africa.



For more details, contact:

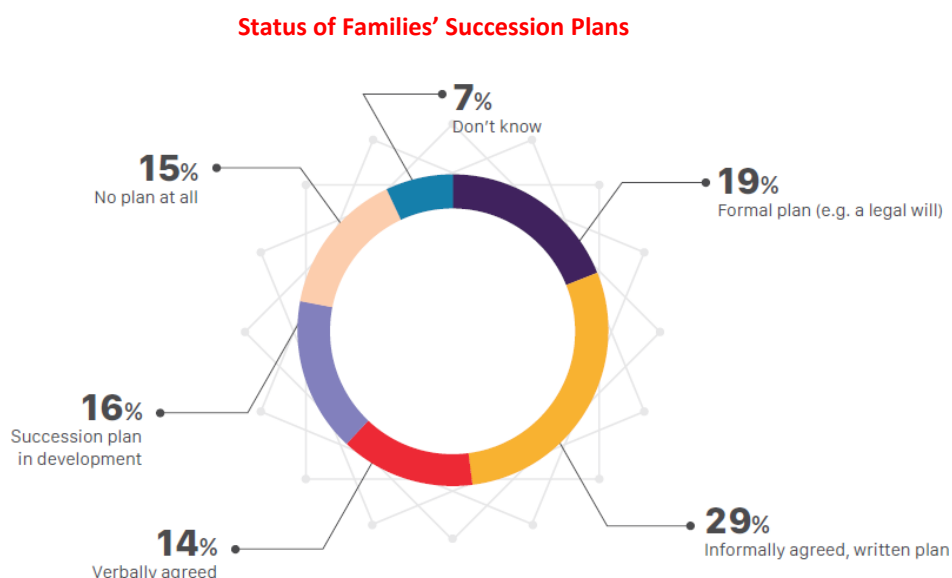
Campden Family Connect
Ashwathi G. Athilat
Manager, Marketing
+91 9004086574 | ashwathi@campdenfamilyconnect.com

Edelweiss Group
Zohar Reuben
Manager, Corporate Communications
+91 9820920816 | zohar.reuben@edelweissfin.com

Source: Edelweiss-Campden 'The Family Wealth Report 2018'

6. Succession planning needs to remain in sharp focus

In preparation for the large-scale generational transition that has already begun to take place globally, 62% of families in India now have some form of succession plan in place. However, only 19% of these are written and formally agreed. The remainder are either simply verbally agreed (14%) or informally written (29%), suggesting that succession planning needs to remain in sharp focus.



Source: Edelweiss-Campden 'The Family Wealth Report 2018'

7. The next generation is coming into the fold

Over half (56%) of those surveyed reported that the next generation of family members currently hold family office/wealth management roles, while a fifth (20%) sit on the board. Roughly two-thirds (64%) said that they have a strong influence over the family business, while notable proportions also claimed that they have a strong influence over long-term investment decisions (57%) and the operations of the family office (43%).

For more details, contact:

Campden Family Connect
 Ashwathi G. Athilat
 Manager, Marketing
 +91 9004086574 | ashwathi@campdenfamilyconnect.com

Edelweiss Group
 Zohar Reuben
 Manager, Corporate Communications
 +91 9820920816 | zohar.reuben@edelweissfin.com

For more details, contact:

Campden Family Connect
Ashwathi G. Athilat
Manager, Marketing
+91 9004086574 | ashwathi@campdenfamilyconnect.com

Edelweiss Group
Zohar Reuben
Manager, Corporate Communications
+91 9820920816 | zohar.reuben@edelweissfin.com