

## India 2017 AUM League Table (US\$ billion)

Rank	Private Bank/Wealth Manager	Type	YoY % Change	2017 AUM	2016 AUM	2015-2017 CAGR
1	Kotak Wealth Management <sup>1</sup>	Domestic	93.5%	29.6	15.3	75.6%
2	IIFL Wealth & Asset Management <sup>2</sup>	Domestic	19.6%	17.7	14.8	43.5%
3	Edelweiss Wealth Management <sup>2</sup>	Domestic	79.7%	13.3	7.4	1071%
4	Axis Bank Wealth Management <sup>2,3</sup>	Domestic	54.9%	12.7	8.2	-
5	BNP Paribas Wealth Management <sup>1</sup>	Foreign	69.9%	12.4	7.3	51.5%
6	ICICI Private Banking <sup>1</sup>	Domestic	31.8%	11.2	8.5	21.4%
7	Standard Chartered Private Bank <sup>1</sup>	Foreign	37.2%	10.7	7.8	29.3%
8	Julius Baer <sup>1</sup>	Foreign	30.0%	9.1	7.0	23.2%
9	Citi Private Bank <sup>1</sup>	Foreign	14.3%	8.0	7.0	15.5%
10	HDFC Private Bank <sup>1</sup>	Domestic	20.0%	7.8	6.5	13.1%
11	ASK Asset & Wealth Management <sup>2</sup>	Domestic	185.7%	6.0	2.1	158.2%
12	Ambit Private Wealth <sup>2,4</sup>	Domestic	1275.0%	5.5	0.4	328.2%
13	Barclays Wealth <sup>1</sup>	Foreign	4.7%	4.5	4.3	3.5%
14	Client Associates <sup>2</sup>	Domestic	18.5%	3.2	2.7	-
15	Anand Rathi Private Wealth Management <sup>1</sup>	Domestic	93.8%	3.1	1.6	54.4%
16	Deutsche Bank Wealth Management <sup>1</sup>	Foreign	34.8%	3.1	2.3	1.7%
17	Centrum Wealth Management <sup>2</sup>	Domestic	66.7%	3.0	1.8	41.4%
18	Karvy Private Wealth <sup>2</sup>	Domestic	38.1%	2.9	2.1	18.9%
19	Avendus Wealth Management <sup>1</sup>	Domestic	64.7%	2.8	1.7	67.3%
20	L&T Finance Wealth Management <sup>2</sup>	Domestic	42.1%	2.7	1.9	44.1%
21	Credit Suisse Private Banking <sup>1</sup>	Foreign	35.0%	2.7	2.0	16.2%
22	Motilal Oswal Private Wealth Management <sup>2</sup>	Domestic	140.0%	2.4	1.0	85.2%
23	Waterfield Advisors <sup>2</sup>	Domestic	83.3%	2.2	1.2	-
24	Sanctum Wealth Management <sup>1</sup>	Domestic	28.6%	0.9	0.7	-40.0%
25	Credence Family Office <sup>2,5</sup>	Domestic	50.0%	0.3	0.2	-
<b>Total of Top 20</b>				<b>169.3</b>	<b>103.7 <sup>6</sup></b>	

### Notes:

All figures are as at 31 Dec 2017

31 Dec 2017 INRUSD rate of 0.01566173 used for figures not originally reported in USD

<sup>1</sup> Source: APB estimates

<sup>2</sup> Source: Bank's/wealth manager's estimates

<sup>3</sup> Total AUM of Axis Bank Burgundy is US\$18.9 bn as at 31 Dec 2017 with 449 RMs; Figures on table only represent client accounts of more than INR 5 cr, and RMs that manage a minimum portfolio size of INR 300 cr

<sup>4</sup> Reported as AUA

<sup>5</sup> Total AUA for Credence Family Office is US\$0.5 billion (or INR 3,500 cr) as at 31 Dec 2017

<sup>6</sup> Total AUM of the Top 20 as at 31 Dec 2016

For more information about the AUM & RM Headcount League Tables, please contact:

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## India 2017 RM Headcount League Table

Rank	Private Bank/Wealth Manager	Type	YoY % Change	2017 RMs	2016 RMs	2015-2017 CAGR
1	HDFC Private Bank <sup>1</sup>	Domestic	25.0%	250	200	156.5%
2	Karvy Private Wealth <sup>2</sup>	Domestic	20.0%	234	195	-
3	IIFL Wealth & Asset Management <sup>2</sup>	Domestic	3.2%	225	218	6.1%
4	Anand Rathi Private Wealth Management <sup>1</sup>	Domestic	40.6%	180	128	62.7%
5	Edelweiss Wealth Management <sup>2</sup>	Domestic	11.0%	172	155	12.1%
6	Kotak Wealth Management <sup>1</sup>	Domestic	0.0%	110	110	3.9%
7	Motilal Oswal Private Wealth Management <sup>2</sup>	Domestic	27.7%	106	83	36.4%
8	Centrum Wealth Management <sup>2</sup>	Domestic	25.0%	100	80	19.5%
9	L&T Finance Wealth Management <sup>2</sup>	Domestic	21.8%	95	78	-6.2%
10	ICICI Private Banking <sup>1</sup>	Domestic	27.7%	83	65	16.7%
11	Axis Bank Wealth Management <sup>2,3</sup>	Domestic	7.1%	75	70	-
12	Sanctum Wealth Management <sup>1</sup>	Domestic	32.4%	45	34	22.5%
13	Client Associates <sup>2</sup>	Domestic	30.0%	39	30	-
14	Standard Chartered Private Bank <sup>1</sup>	Foreign	-7.5%	37	40	-1.3%
15	ASK Asset & Wealth Management <sup>2</sup>	Domestic	6.1%	35	33	32.3%
16	Julius Baer <sup>1</sup>	Foreign	-5.7%	33	35	-2.9%
16	Citi Private Bank <sup>1</sup>	Foreign	32.0%	33	25	28.5%
18	Barclays Wealth <sup>1</sup>	Foreign	7.1%	30	28	-10.0%
19	Ambit Private Wealth <sup>2</sup>	Domestic	9.1%	24	22	30.9%
20	Aventus Wealth Management <sup>1</sup>	Domestic	50.0%	21	14	44.9%
21	Credit Suisse <sup>1</sup>	Foreign	58.3%	19	12	25.8%
22	Deutsche Bank Wealth Management <sup>1</sup>	Foreign	12.5%	18	16	0.0%
23	Credence Family Office <sup>2</sup>	Domestic	45.5%	16	11	-
24	BNP Paribas Wealth Management <sup>1</sup>	Foreign	-17.7%	14	17	-14.2%
25	Waterfield Advisors <sup>2</sup>	Domestic	133.3%	7	3	-
<b>Total of Top 20</b>				<b>1,927</b>	<b>1,246 <sup>4</sup></b>	

Notes:  
All figures are as at 31 Dec 2017

<sup>1</sup> Source: APB estimates

<sup>2</sup> Source: Bank's/wealth manager's estimates

<sup>3</sup> Total AUM of Axis Bank Burgundy is US\$18.9 bn as at 31 Dec 2017 with 449 RMs; Figures on table only represent client accounts of more than INR 5 cr, and RMs that manage a minimum portfolio size of INR 300 cr

<sup>4</sup> Total RM headcount of the Top 20 as at 31 Dec 2016

For more information about the AUM & RM Headcount League Tables, please contact:  
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