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[https://www.100test.com/kao\\_ti2020/287/2021\\_2022\\_BEC\\_E4\\_B8\\_AD\\_E7\\_BA\\_A7\\_E9\\_c85\\_287523.htm](https://www.100test.com/kao_ti2020/287/2021_2022_BEC_E4_B8_AD_E7_BA_A7_E9_c85_287523.htm) 一份新的研究报告称，未来3年，全球私人银行有望迎来前所未有的增长局面，预计其管理下的资产规模每年将增长30%。 Private banks around the world are expected to enjoy unprecedented growth over the next three years with assets under management expected to increase by 30 per cent per annum, according to a new study. 普华永道(PwC)对43个国家265家企业的高管进行问卷调查，发布了2007年全球私人银行业研究报告。报告称，亚太和东欧地区的增长最为迅速，各大银行竞相争夺这些市场上日益扩大的富人阶层。 Asia-Pacific and eastern Europe are expanding the fastest as banks rush to tap into the growing ranks of the wealthy in these markets, according to the 2007 global private banking study by PwC which questioned senior executives of 265 organisations in 43 countries. 亚太地区接受问卷调查的首席执行官们预计，该地区管理下的资产规模每年将增长34%，而在俄罗斯，这一增速将在30%至50%之间。 In Asia-Pacific, those chief executives questioned expect assets under management to increase by an annual rate of 34 per cent, and in Russia between 30 per cent and 50 per cent. 调查发现，私人银行计划通过收购进军这些利润更为丰厚的市场。 The study found that private banks planned to move into these more lucrative markets through acquisitions. 几乎90%的首席执行官认为，私人银行业至少会出现一些整合--如果说不是重大整合的话，而逾半数的受访首席执行官表示，计划未来两年

内在新兴国家开设业务，将目标瞄准新的富裕客户。Almost 90 per cent of chief executives believe there will be at least some, if not significant consolidation, in the private banking industry and more than half of chief executives questioned plan to open operations in new countries over the next two years to target new wealthy clients. 普华永道全球私人银行及理财业务主管布鲁斯·韦瑟里尔(Bruce Weatherill)表示：“在全球财富日益增长的支撑下，全球各地的财富经理正期待实现极高水平的有盈利的增长，在我们启动调查的14年里，都从未见过这种速度的增长，在其它任何时期可能也是一样。”Bruce Weatherill, global private banking and wealth management leader at PwC, said: "Buoyed by rising global wealth, wealth managers everywhere are anticipating extremely high rates of profitable growth that have not been seen during the 14-year history of our survey and probably at any other time." 目前"必须做出战略抉择，将有限的资源集中在为现有客户服务，并且为雄心勃勃的增长计划提供支持"。It was "a time when strategic choices have to be made and finite resources have to be focused on serving existing clients as well as supporting highly ambitious growth plans". 研究还表明，未来财富经理负责代理其客户投资的财富比例将进一步扩大。The study also suggested that in future, wealth managers will be responsible for investing a greater proportion of their clients wealth. 目前，不到半数的财富经理管理着其客户逾40%的可投资财富--但未来3年内，这一比例有望大幅提高，届时80%的财富经理将管理着客户40%的财富。Currently, under half of all wealth managers hold more than 40 per cent of their clients

investable wealth - but over the next three years this proportion is expected to increase dramatically so that 80 per cent of wealth managers hold 40 per cent of a clients wealth.研究发现，要想为私人银行业大幅增长提供支撑，最大的挑战在于招募和留住足够数量的客户经理。The study found the biggest challenges were recruiting and retaining enough relationship managers to support the aggressive growth of private banks 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)