

Wealth management

Advertising and editorial information

***The Gulf* plans to publish this report on 1 July 2011.
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This Special Report is part of *The Gulf's* series of monthly reports on energy, industry and finance in the countries of the Gulf Co-operation Council. For a full list of special reports, please see below.

After suffering large losses during the financial crisis, Gulf fortunes are on the mend. Gulf Co-operation Council wealth is expected to grow at eight per cent a year (faster than the global average) until 2015, to reach \$2.8 trillion, rising from \$2 trillion by the end of last year, according to research from the Boston Consulting Group.

Saudi Arabia, Kuwait, Qatar and the United Arab Emirates are among the world's top 10 countries with the highest density of ultra-wealthy households, according to the consultancy. Qatar, Kuwait and UAE also made it to the top ten list in terms of the highest proportion of millionaire household by market with 8.9 per cent, 8.5 per cent and 2.6 per cent millionaire households, respectively.

Saudi Arabia meanwhile has the highest density of super-rich households in the world. For every 100,000 households, Saudi Arabia has 18 households worth more than \$100 million. Kuwait has eight, Qatar had six and the UAE has five.

Even though the Gulf will be an epicenter of wealth creation, private banks are having to work harder to win share as competition intensifies and clients demand more for their money.

The changes to the political and social landscape wrought by the Arab Spring have also had an impact on where the Gulf's rich are placing their money. While regional unrest has reversed the trend towards "onshoring" wealth in some countries, for the more stable Gulf states, the onshoring trend continues.

We assess client sentiment, appetite for equities and alternative investments, and look at the lessons learnt in the aftermath of the financial crisis. We speak with wealth managers from across the region and look at where the region's super-rich are placing their money.

About *The Gulf*

The Gulf is the region's leading publication focused on business and economics in the Gulf Co-operation Council (GCC). Designed for any reader with a serious interest in the region, *The Gulf* brings analysis, features, insight and interviews with business leaders and policy-makers to its thousands of readers, both in print and online. With an audited circulation of more than 14,000, *The Gulf* has one of the widest guaranteed distributions of any monthly business publication in the GCC, with direct access each month to more than 50,000 senior executives regionally and internationally. *The Gulf* offers insight into key markets including Saudi Arabia, Qatar and the fast-growing emirates of Abu Dhabi and Dubai. News from 20 market sectors, ranging from energy to capital markets, is supported by an analysis of business trends and topical issues, helping readers stay informed about changes in one of the world's most dynamic regions.

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