

# Top Private Banks & Wealth Managers

South Africa 2025

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## Industry Report



Media partner

 investors  
**MONTHLY**



## WHAT?

Krutham launched the Top Private Banks & Wealth Managers awards in 2012, based on an institutional questionnaire. In 2013 we added a survey completed by clients and the People's Choice award. This is the 14th edition of what we believe is the only comprehensive public analysis of the industry.

## WHEN?

The fieldwork for this year's survey was conducted between April and May 2025. The results are published in the FM Investors Monthly on 31 July 2025.

## HOW?

Krutham, which conducts a range of different research across financial services in South Africa, designed two questionnaires, one for private banks and wealth managers and another for their clients. More emphasis is now placed on client rankings of their firms in various categories.

## WHY?

A comprehensive survey provides important insight into the competitiveness of South Africa's private banks and wealth managers. The survey is designed as a guide for potential clients to establish which institution will serve their individual needs the best. It also generates substantial statistical analysis of clients' opinions that can be useful to firms that want to improve their products and services.

## Who is Krutham?

Krutham is a leading research house focused on South Africa's capital markets and financial services. We also undertake major research projects into stockbroking, institutional research analysts, black economic empowerment, environmental, social and governance issues and other areas. You can find out more at [www.krutham.co.za](http://www.krutham.co.za)

## WANT TO KNOW MORE?

The research process for this survey gathered substantial insight and information from clients. This includes demographic information and rankings from clients on their specific institutions on various aspects of products, services and costs, among others.

We can provide detailed reports for private banks and wealth managers, with benchmarking against industry averages and historical data. If you are interested in such a detailed report, please contact Thembi Baloyi at [tbaloyi@krutham.com](mailto:tbaloyi@krutham.com) or 076 178 7308.

## GET READY FOR 2026

We will be undertaking the project again in the first half of 2026. Stay in touch with us through social media so you don't miss this and other information about research we undertake.

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## INTRODUCTION

The Top Private Banks and Wealth Managers survey has established itself as SA's leading assessment of the industry. This year's survey marks the 14th anniversary of this rigorous, independent review of private banking and wealth management services in SA. The results stem from a questionnaire completed by participating firms as well as feedback from their clients via an online survey. This year, 5,727 clients participated in the client survey. We consider the sample size to be a meaningful reflection of the views of the universe of clients of South African private banks and wealth managers.

This publication is a summary of the main findings from the 2025 survey. It also contains, under the general market dynamics section from page 12, a selection of responses to questions in the online client survey to provide some insight into the thinking of clients on various issues.

This brief report provides some insights from the client research survey as well as an overview of the overall winners. The winners are chosen by a panel of judges which this year consisted of:

Thembi Baloyi (Research manager: market research)  
Colin Anthony (Head: media projects)  
D. Musimuni Dowelani (external judge)

Dr Musimuni Dowelani, CFA, is the Head of the Department of Finance and Investment Management at the University of Johannesburg, located in the College of Business and Economics. She is a trustee of the UJ pension fund, as well as an investment committee member. Dr Dowelani has worked as an equity analyst and an academic in several prestigious South African universities, including the University of Pretoria.

***Please see the July 2025 issue of FM Investors Monthly for the full, detailed research report and editorial.***

## YOUR INVESTMENT

This industry report offers valuable context by presenting broad market trends, but the benchmark report provides a level of depth and precision that transforms those insights into actionable intelligence. It allows your firm to understand its exact position relative to peers, highlighting areas of strength as well as opportunities for improvement across key dimensions of performance.

This evidence-based assessment serves as a critical tool for strategic planning and resource allocation. It enables leadership to prioritise initiatives with confidence, supported by independent and credible data rather than anecdotal impressions. The benchmark also strengthens client engagement by offering insight into client perceptions and outcomes that can be leveraged in both retention strategies and acquisition efforts.

As a confidential and exclusive analysis, the benchmark report provides a unique perspective available only to participating firms. It can be used internally as a scorecard for performance management and externally as an endorsement of quality and capability. The investment required is modest compared to the potential returns: a single new high-value client or an improved retention outcome could outweigh the cost many times over.

While the industry report outlines the direction of the market, the benchmark report reveals where your firm stands today and what must be done to lead tomorrow.

	Section A	Section B	Section C
Full survey results (with four years' firm survey results, and industry benchmarks)			•
Results presentation with Krutham analysts	•		
Analysis of your clients' feedback from client survey	•		
Client ratings of your offerings and services	•		
Trend analysis from <b>four years</b> of client feedback and peer comparison	•		
Market share benchmarking (client numbers, AUM, AUA)		•	
Firm's pricing strategies		•	
Analysis of market segmentation and targeting		•	
Operational structures		•	
Innovation and disruption monitoring		•	
New developments and trends such as sustainable investing		•	
Comparison of service capabilities		•	
Price (excl VAT)	R32,000	R44,000	*
*Based on number of your clients who completed the survey, priced at R150 per respondent.			

Firms can customise their reports as follows:

C: survey results only

C+A: survey results plus award performance

C+B: survey results plus market dynamics

C+B+A: survey results, awards performance and market dynamics

### Confidentiality guaranteed

Due to confidentiality commitments, we do not provide details on direct competitors. The focus is to compare your services and client views with aggregates for the industry.

## AWARD WINNERS

The two Top Wealth Manager awards (large institutions and boutiques) and the Top Private Bank award are based 40% on the judges' assessments of responses in the firm questionnaires and 60% on client ratings from the online survey.

### Top Wealth Manager: Large Institutions

Institution	Rank	Out of 10 (Weighted)
PSG Wealth	1	8,5
Absa Wealth and Investment	2	8,4
FNB Private Wealth	3	7,8

The wealth management landscape remains highly competitive, with clients demanding exceptional services and products. This competitiveness drives improved service and product quality from the firms themselves, reflected in the rising net promoter score (NPS), from 42 in 2023 to 63 in 2024 and a notable 73 in 2025.

The leaderboard is heating up, with PSG Wealth retaining its top spot through consistent excellence. Absa Wealth and Investment has made a strong climb up to second place this year. FNB Private Wealth moved up from fourth to third place, showcasing significant improvement.

PSG Wealth dominates the wealth management category once again, taking home four out of six archetype awards and cementing its industry leadership position. Glowing client testimonials highlight the firm's outstanding service and trustworthiness, with particular praise for its tailored approach and dedication to protecting investments.

### Top Wealth Manager: Boutiques

Institution	Rank	Out of 10 (Weighted)
Rand Swiss	1	9,3
Centric Wealth Advisory	2	9,2
Carrick Wealth	3	8,40
Brenthurst Wealth Management	4	8,39
Sterling Wealth	5	8,37

Rand Swiss wins the prestigious Top Wealth Manager among the boutique wealth managers. This accomplishment in its maiden year demonstrates its commitment to offering superior wealth management services from the very beginning. Centric Wealth Advisory takes second place, moving from third place last year, with Carrick Wealth jumping to third place from seventh in 2024.

### Top Private Bank

Institution	Rank	Out of 10 (Weighted)
RMB Private Bank	1	7,3
Absa Private Banking	2	7,2
Investec Private Bank	3	6,9
Nedbank Private Banking	4	6,3
Standard Bank Private	5	6,2

RMB Private Bank delivers an exceptional performance, climbing from third last year to claim top spot. Absa moves from fourth to second with Investec Private Bank taking third place.

## Winners per archetype: Wealth Management

The wealth management archetype awards, except for the wealthy family award, are based 90% on client ratings and 10% on peer ratings from participating firms. Firms that participate in the wealthy family category respond to a separate case study that is evaluated by the judges.

Lump-sum investor	Rank	Weighted score (out of 10)
PSG Wealth	1	7,9
Absa Wealth & Investment Management	2	7,8
Rand Swiss	3	7,6
Carrick Wealth	4	7,4
Brenthurst Wealth Management	5	7,3

Young professional	Rank	Weighted score (out of 10)
Rand Swiss	1	8,6
Centric Wealth Advisory	2	8,3
PSG Wealth	3	8,0
Brenthurst Wealth Management	4	7,9
Absa Wealth & Investment Management	5	7,7
Carrick Wealth	6	7,2

Entrepreneur	Rank	Weighted score (out of 10)
PSG Wealth	1	8,3
Rand Swiss	2	8,1
Brenthurst Wealth Management	3	7,6
Centric Wealth Advisory	4	7,22
Absa Wealth & Investment Management	5	7,19
Carrick Wealth	6	6,7
FNB Private Wealth	7	5,8

Executive	Rank	Weighted score (out of 10)
PSG Wealth	1	9,1
Brenthurst Wealth Management	2	7,7
Absa Wealth & Investment Management	3	7,0
Rand Swiss	4	6,7

Retiree	Rank	Weighted score (out of 10)
PSG Wealth	1	8,9
Centric Wealth Advisory	2	7,9
Absa Wealth & Investment Management	3	7,8
Brenthurst Wealth Management	4	7,7
Sterling Private Wealth	5	7,6
FNB Private Wealth	6	7,2
Investec Wealth & Investment	7	7,1
Carrick Wealth	8	6,8

Wealthy family	Rank	Weighted score (out of 10)
Absa Wealth and Investment Management	1	8,9
Sterling Wealth	2	8,6
Private Client Holdings	3	8,4
Garrioch and Ellse	5	8,3
Carrick Wealth	5	7,7
FNB Private Wealth	6	7,2
RMB Private Bank	6	7,2

These archetype awards pay homage to excellent service to specific client segments and Krutham believes these are particularly useful for new clients seeking a firm that meets their particular needs.

PSG Wealth shines across the board; apart from being the overall wealth manager winner, its delivers an impressive performances in each archetype.

Absa Wealth and Investment wins the wealthy family archetype award for the first time, a significant achievement in a highly competitive environment competing against some boutique firms that focus almost exclusively on this ultra high net worth segment. Sterling Wealth takes second place with Private Client Holdings in third. The judges were highly impressed with the exceptional quality of submissions in this award category.

## Winners per archetype: Private Banking

Since 2023 Krutham has incorporated the archetype awards into the private banking section of the survey. The awards are based 90% on client ratings and 10% on peer ratings from participating firms.

To be eligible for the Archetype Awards, firms must complete and submit the questionnaire by the designated deadline. Only firms who submit the completed questionnaire will be considered.

Lump-sum investor	Rank	Weighted score (out of 10)
Absa Private Bank	1	6,3
RMB Private Bank	2	6,1

Young professional	Rank	Weighted score (out of 10)
RMB Private Bank	1	6,6
Absa Private Bank	2	6,0

Entrepreneur	Rank	Weighted score (out of 10)
RMB Private Bank	1	6,4
Absa Private Bank	2	5,9

Executive	Rank	Weighted score (out of 10)
RMB Private Bank	1	6,6
Absa Private Bank	2	5,9

Retiree	Rank	Weighted score (out of 10)
Absa Private Bank	1	5,9
RMB Private Bank	2	5,6

RMB Private Bank wins three of the awards and Absa Private Bank is top-ranked in two.

## People's Choice: Wealth Managers

The two People's Choice awards are based solely on client ratings from the online survey.

Institution	Rank	Out of 10 (Weighted)
Sterling Private Wealth	1	9.79
Rand Swiss	2	9.76
Centric Wealth Advisory	3	9.6
Brenthurst Wealth Management	4	9.31
PSG Wealth	5	9.26
Alexander Forbes Private Client Wealth	6	9.1
Carrick Wealth	7	8.7
Absa Wealth & Investment Management	8	8.5
FNB Private Wealth	9	8.2
RMB Private Bank	10	8.2

This year Sterling Private Wealth wins the People's Choice: Wealth Managers for the first time. In its maiden year, Rand Swiss comes in second place. Centric Wealth, last year's winner, takes third place.

## People's Choice: Private Banks

Institution	Rank	Out of 10 (Weighted)
Investec Private Bank	1	7.9
RMB Private Bank	2	7.2
Nedbank Private Wealth	3	7.1
Absa Private Bank	4	6.8
FNB Private Wealth	5	6.7
Standard Bank Private	6	6.6

Investec Private Bank has reigned in this category for many years and wins it again in 2025. RMB climbs to second place from fifth, while Nedbank Private Wealth in third place.

## Top Relationship Manager: Wealth Management

This award is based solely on the client ratings from the online survey.

*\*Note: These scores are not comparable to previous years as we have changed the methodology to attain a fairer balance between number of nominations and the scores submitted by clients.*

Relationship Manager	Firm	Rank
Dirk van Antwerpen	PSG Wealth	1
Gene Scott	Centric Wealth Advisory	2
Warren Forbes	PSG Wealth	3

Winning the Top Relationship Managers award is a fantastic achievement because it stems from clients showing their appreciation for excellent service. These outstanding professionals have been recognised for their excellence in client relations. Dirk van Antwerpen from PSG Wealth takes the gong as the Top Relationship Manager of the Year, a significant achievement in that he demonstrates that large institutions can deliver award-winning client satisfaction.

## Top Private Banker: Private Banking

Following requests from the market, we also assess the top relationship manager in the private banking sector.

Relationship Manager	Firm	Rank
Hannalie van der Nest	Absa Private Bank	1
Liz Palmeirao	Absa Private Bank	2
Carla Alcock	Absa Private Bank	3

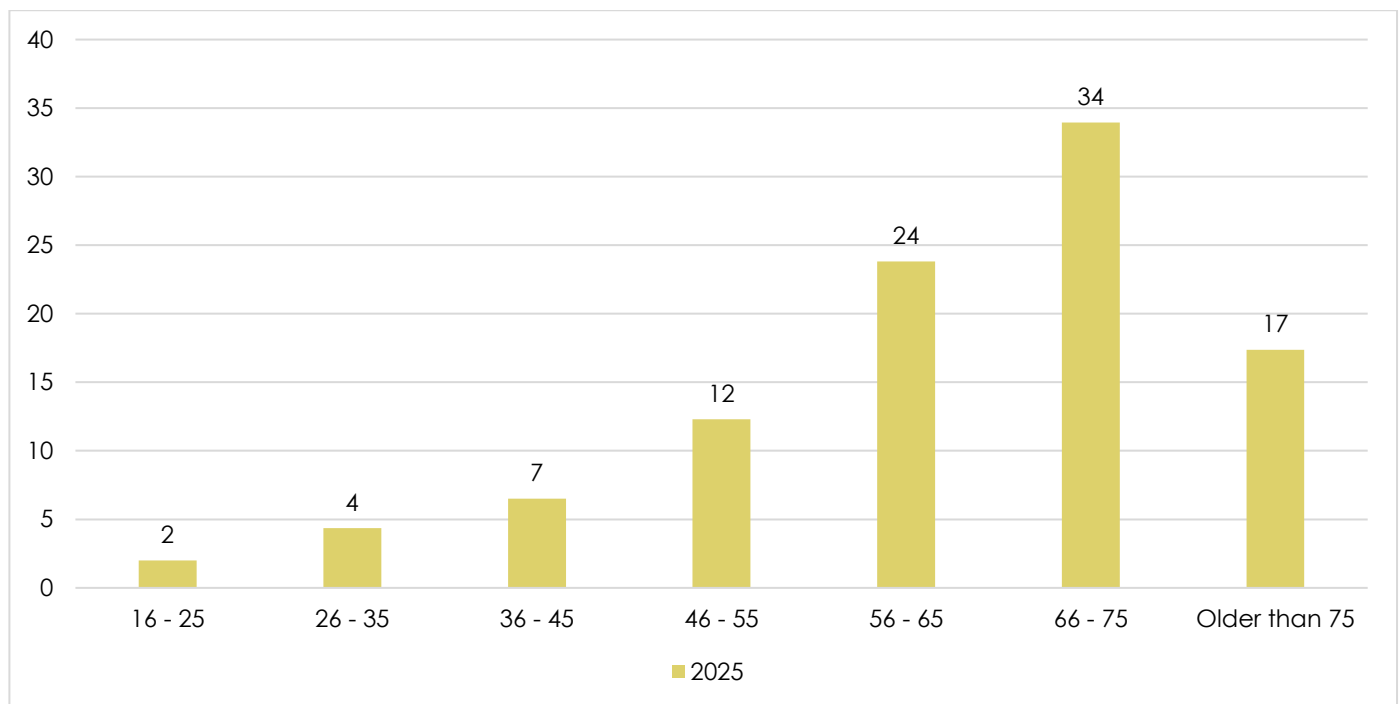
Absa dominates this category, determined by clients ranking their managers on a set of questions largely related to quality of service. Hannalie van der Nest returns to first place, having won the award in 2023 and coming third last year. Liz Palmeirao came in second and Carla Alcock takes third place, from second place last year.

## GENERAL MARKET DYNAMICS

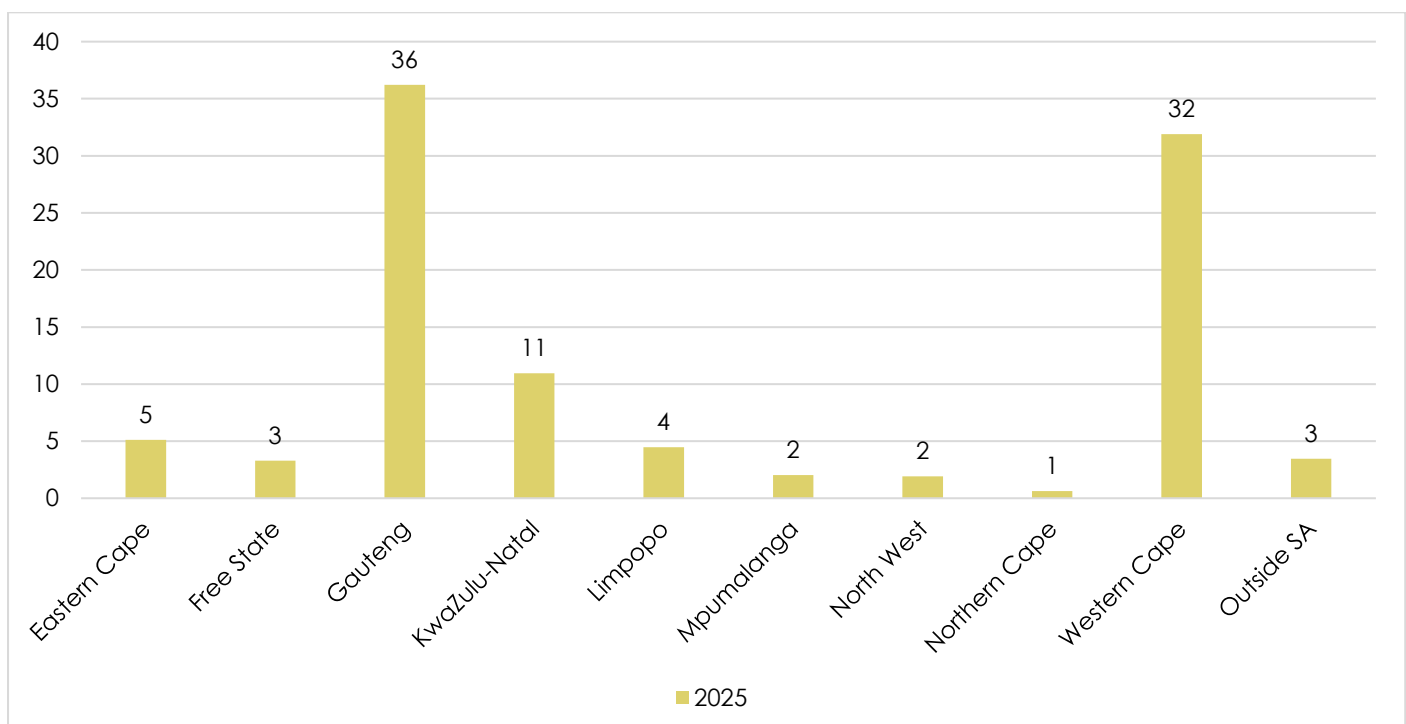
In this section we provide insight into general market dynamics. We are able to provide a wide range of analysis to clients, comparing the scores with historical data as well as with the latest year's market aggregate. Please contact us if you are interested in our in-depth analysis.

### Wealth Management

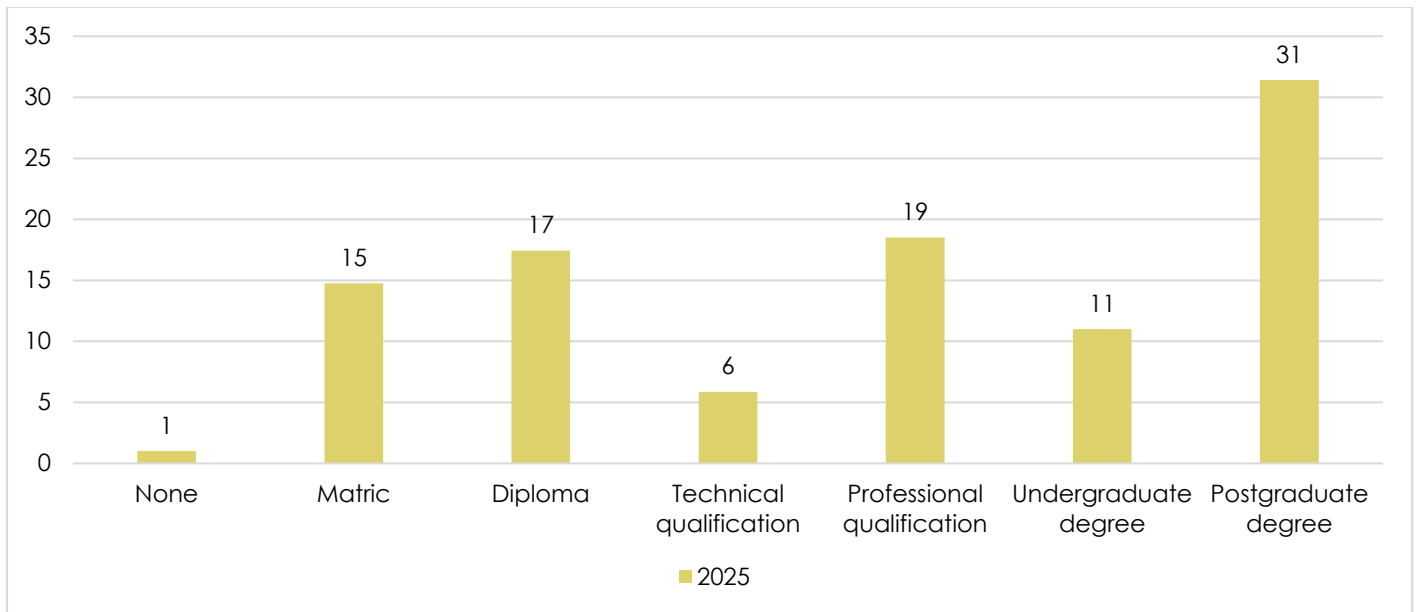
**Figure 1: How old are you? (%)**



**Figure 2: In which province do you live? (%)**



**Figure 3: What is your highest qualification? (%)**



**Figure 4: In what sector do you work? (%)**

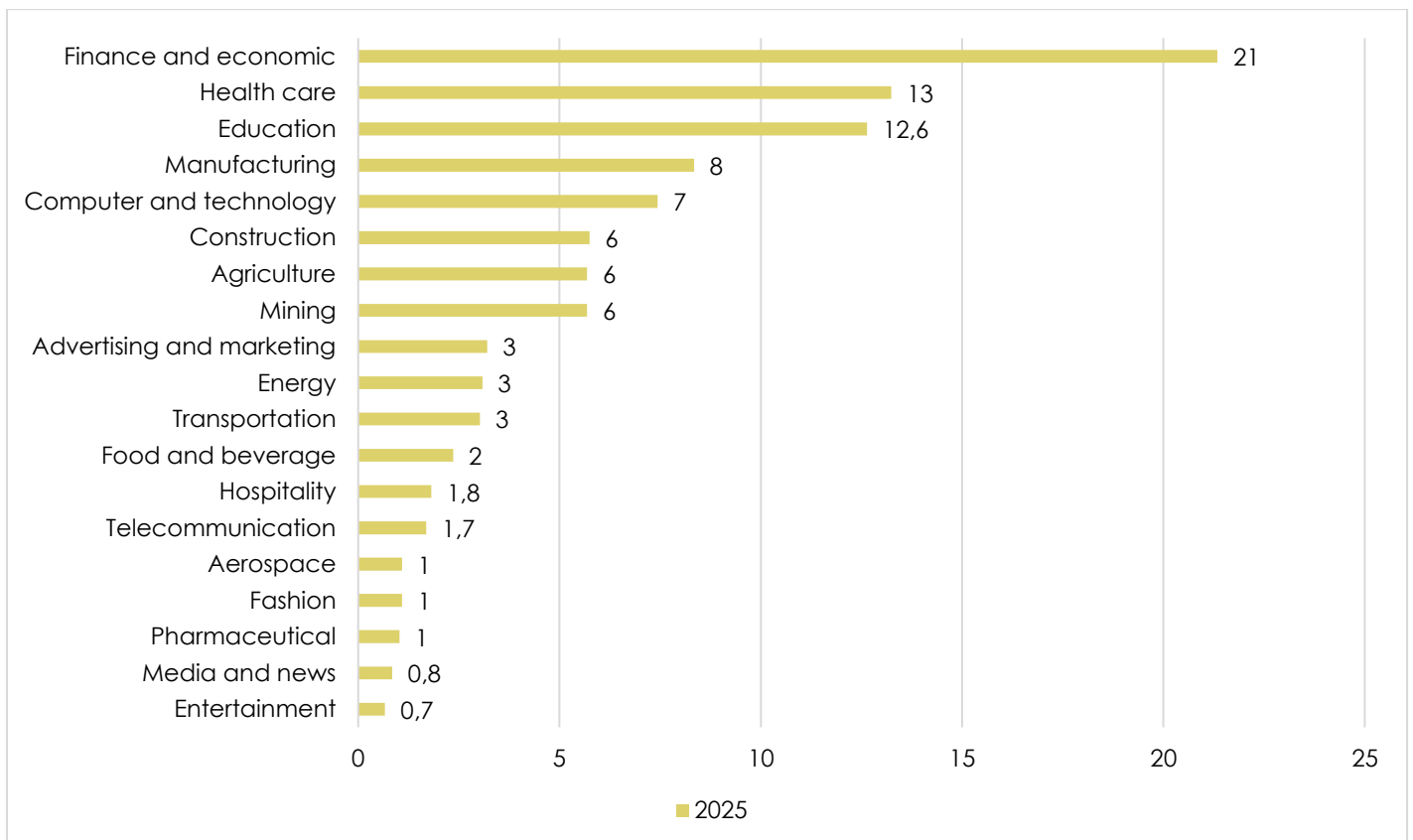


Figure 5: With which race group do you identify? (%)

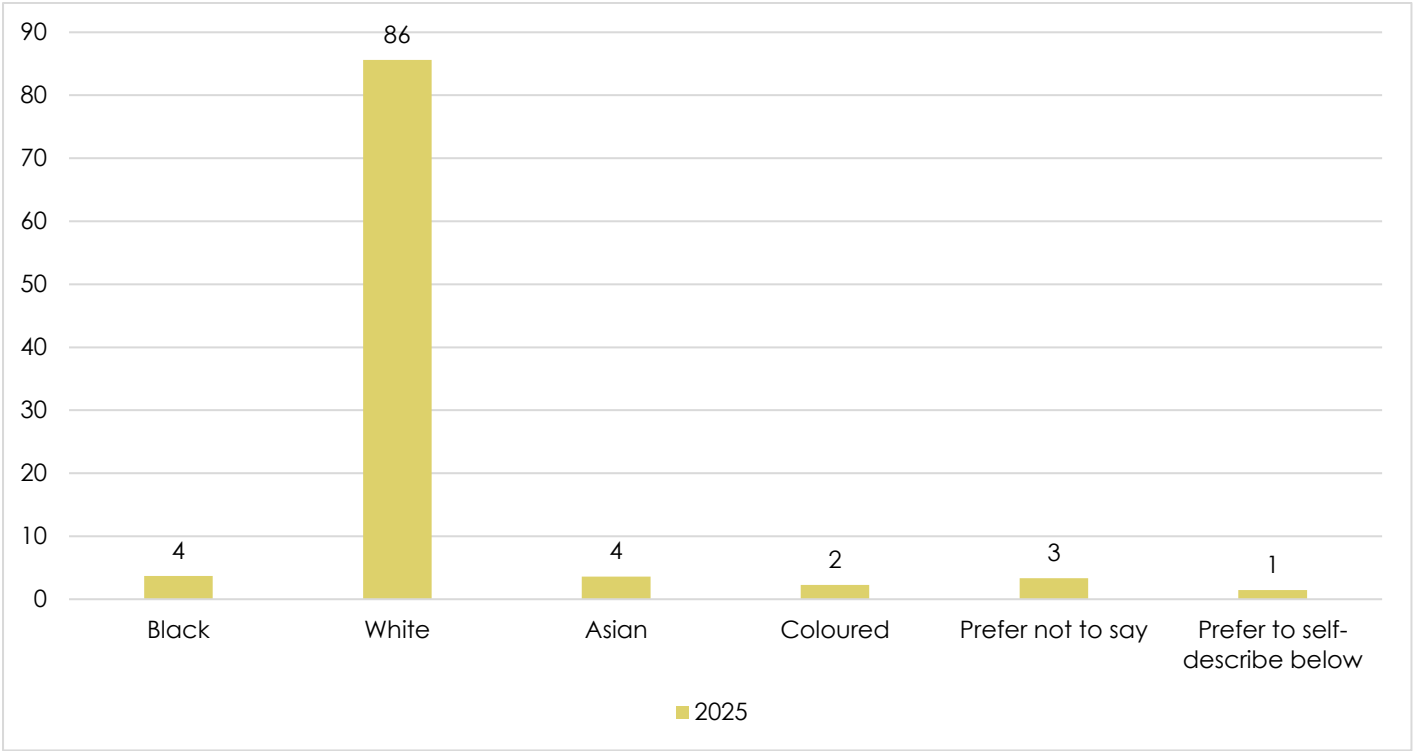
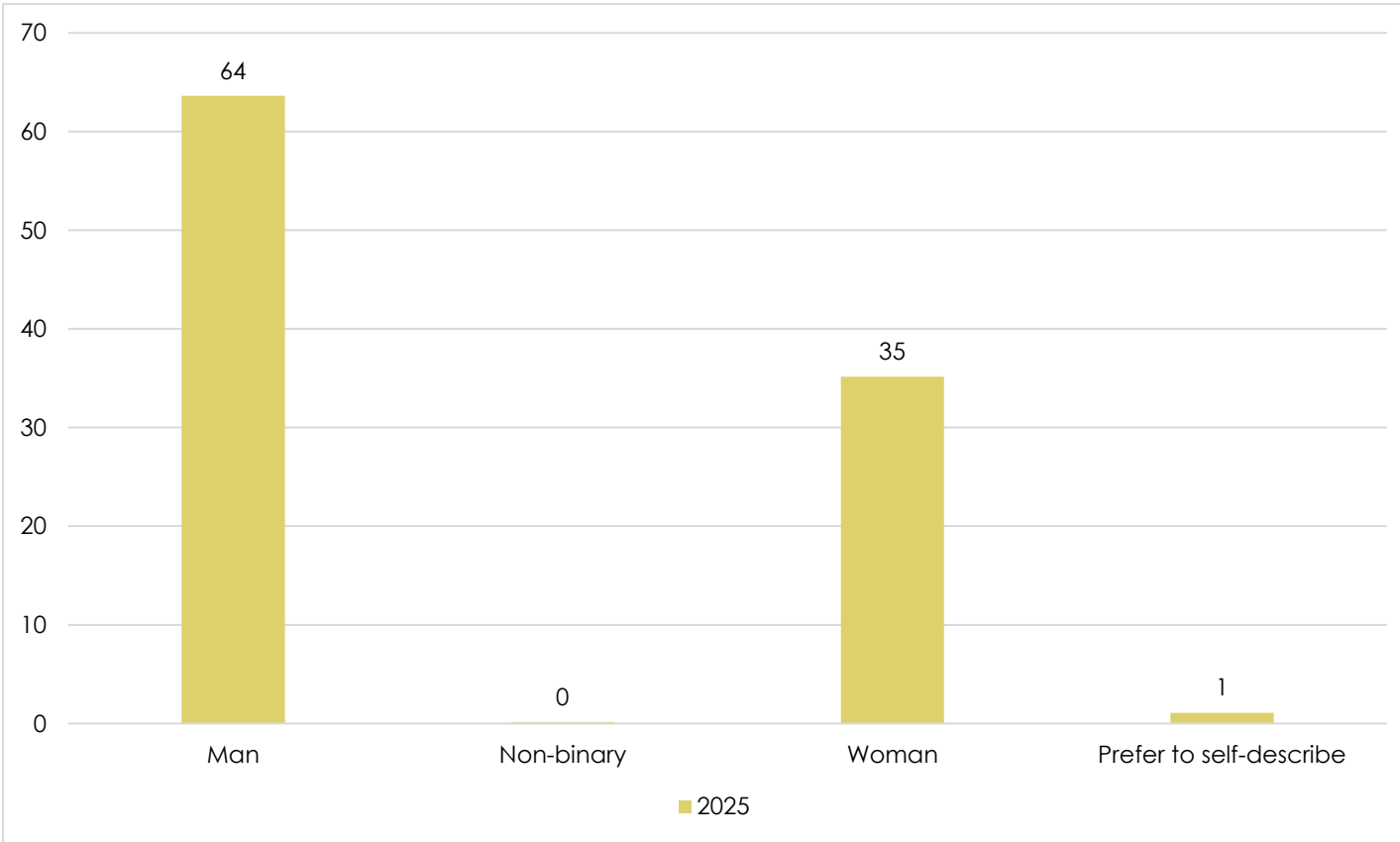
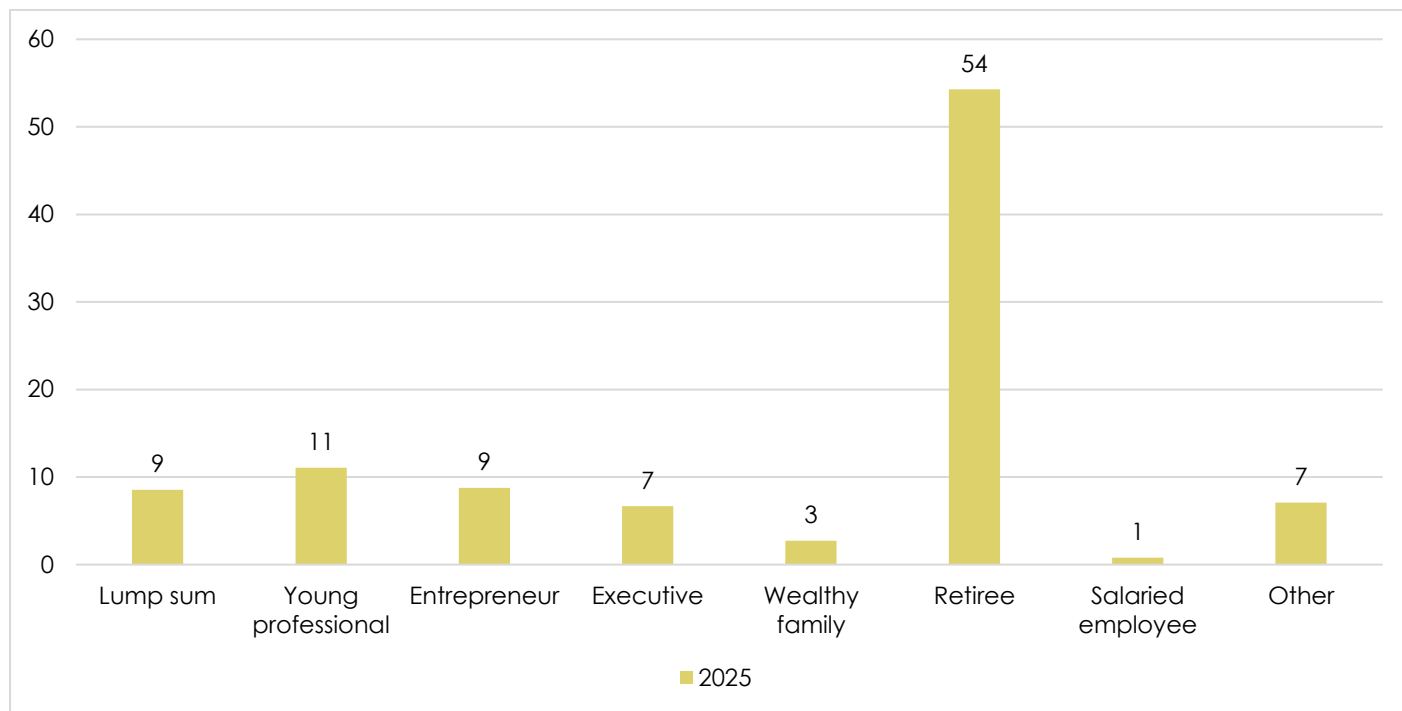


Figure 6: Gender: How do you identify? (%)



**Figure 7: Which of the following best describes your current financial situation? (%)**



**Figure 8: Have you moved your assets from another provider to your current wealth manager in the past year? (%)**

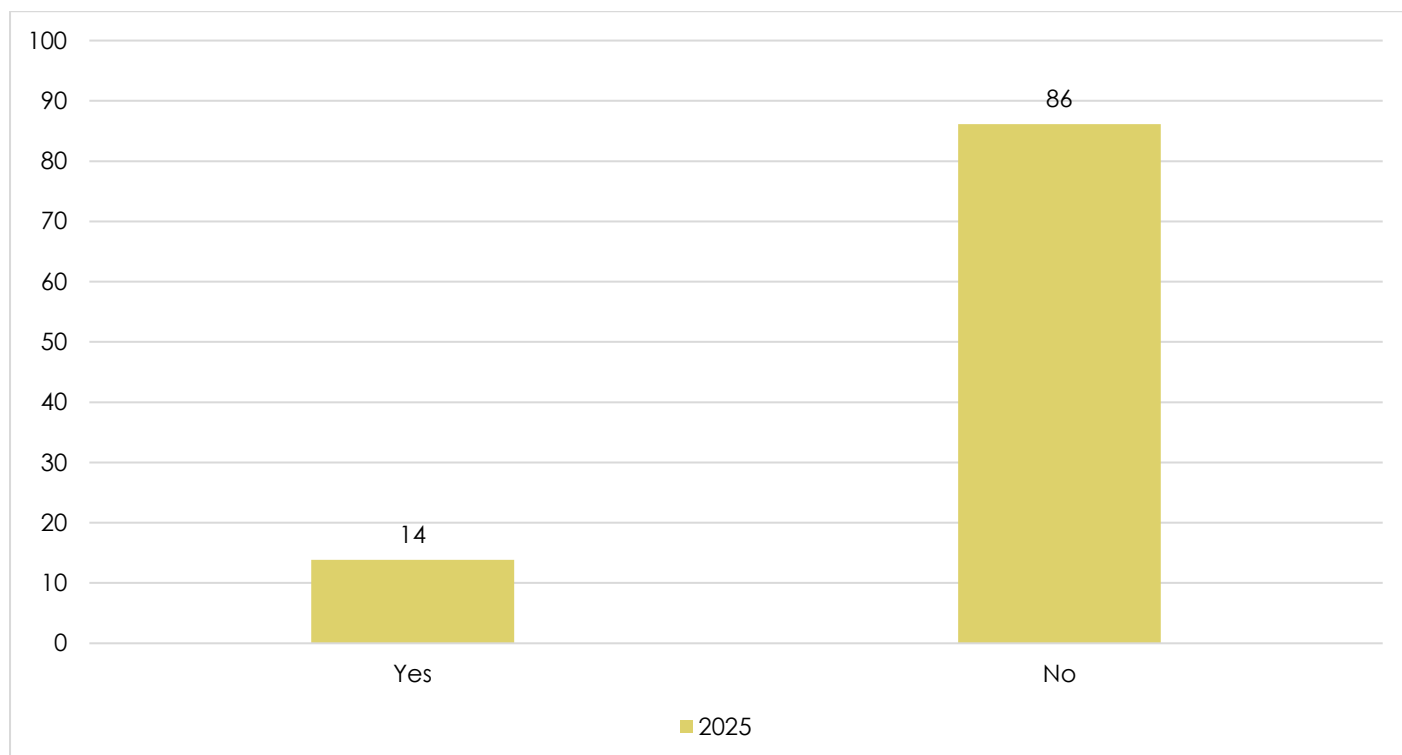


Figure 9: How many wealth providers do you use? (%)

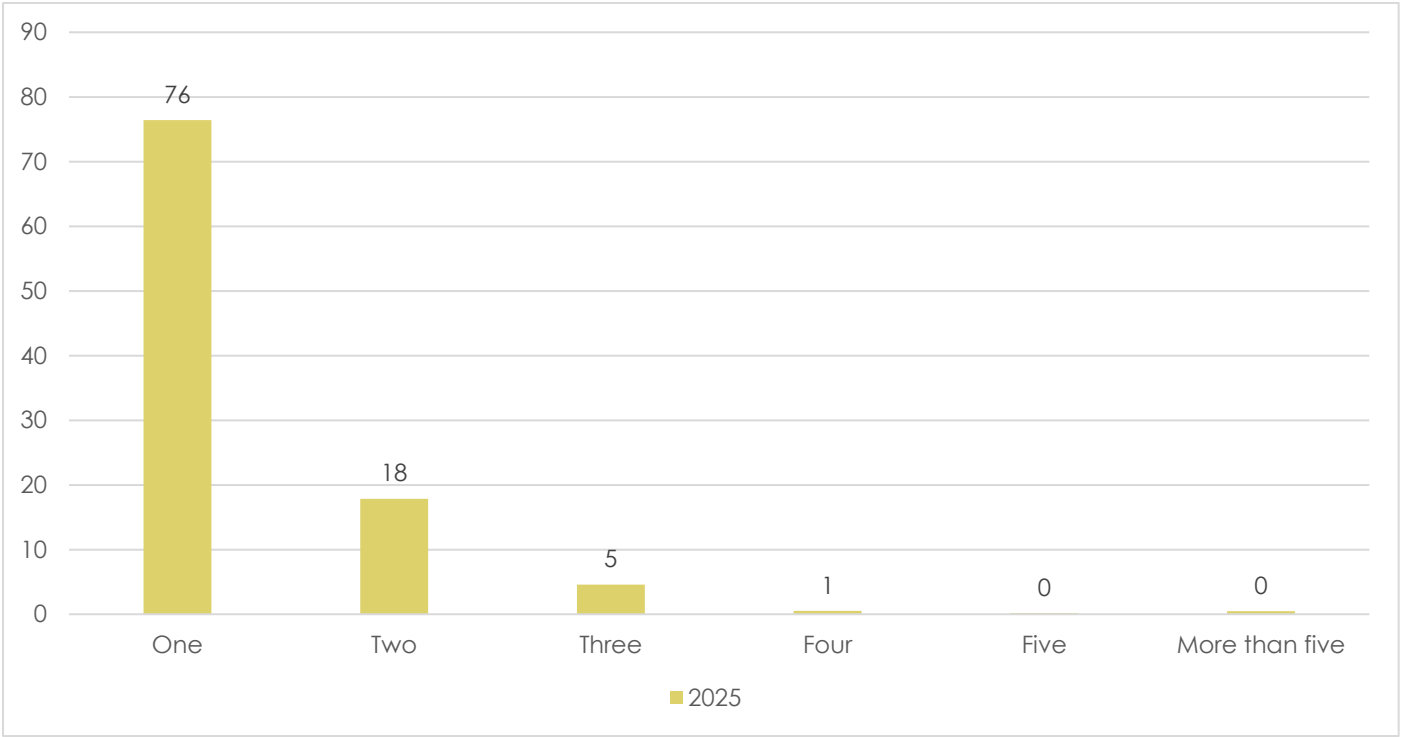
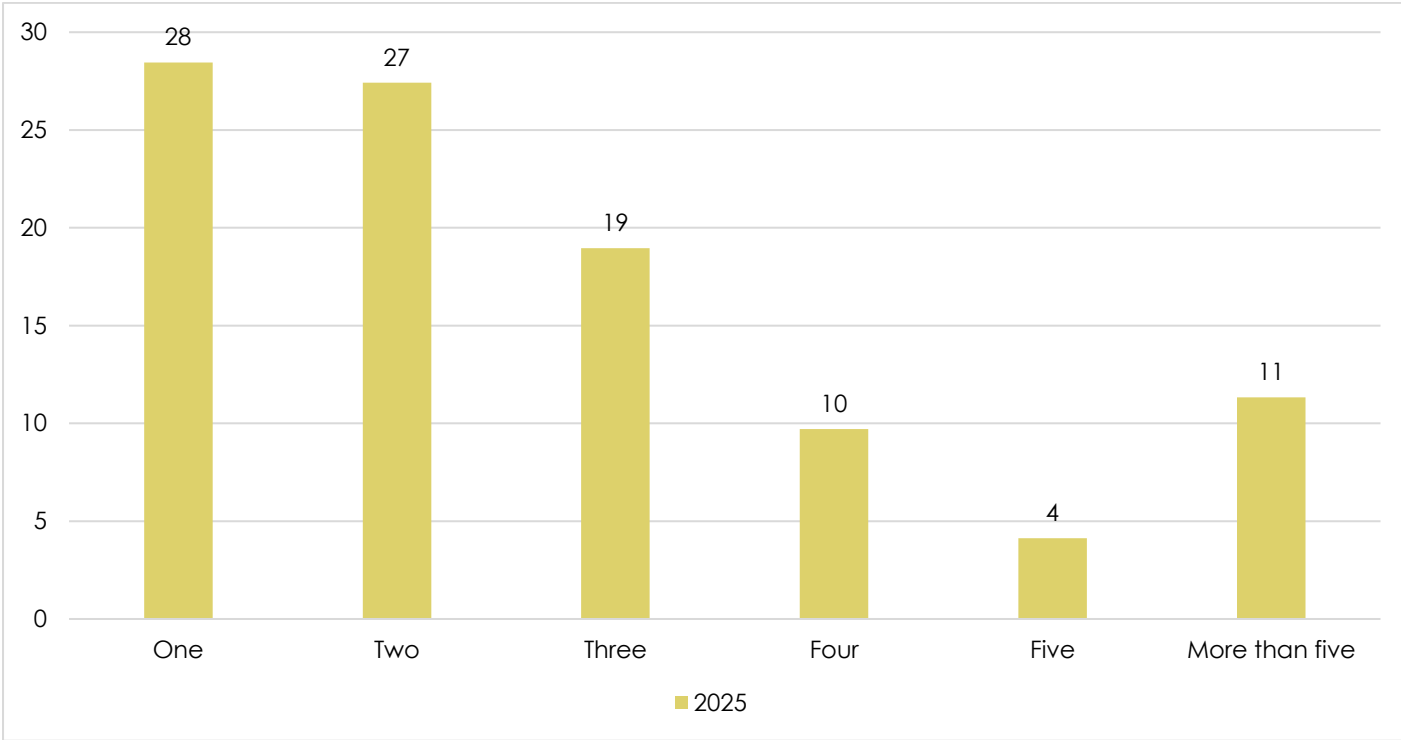
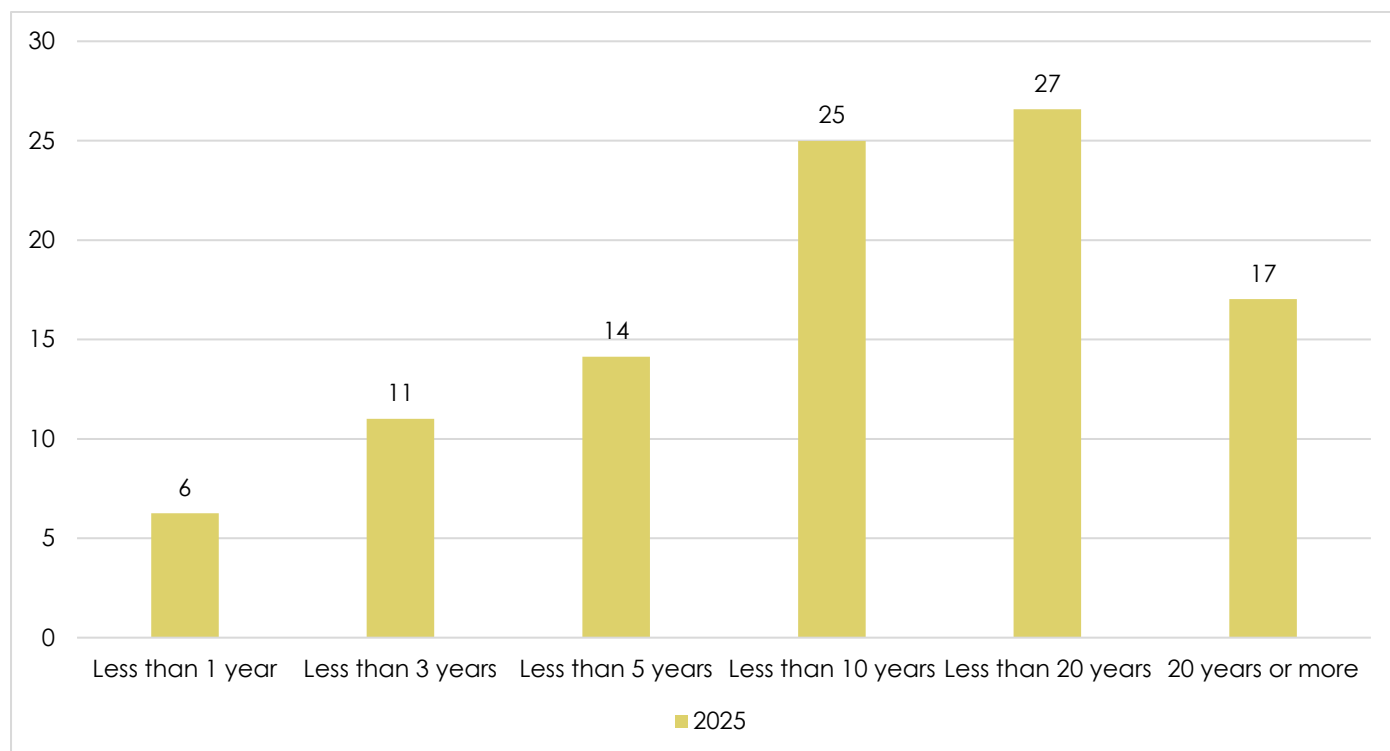


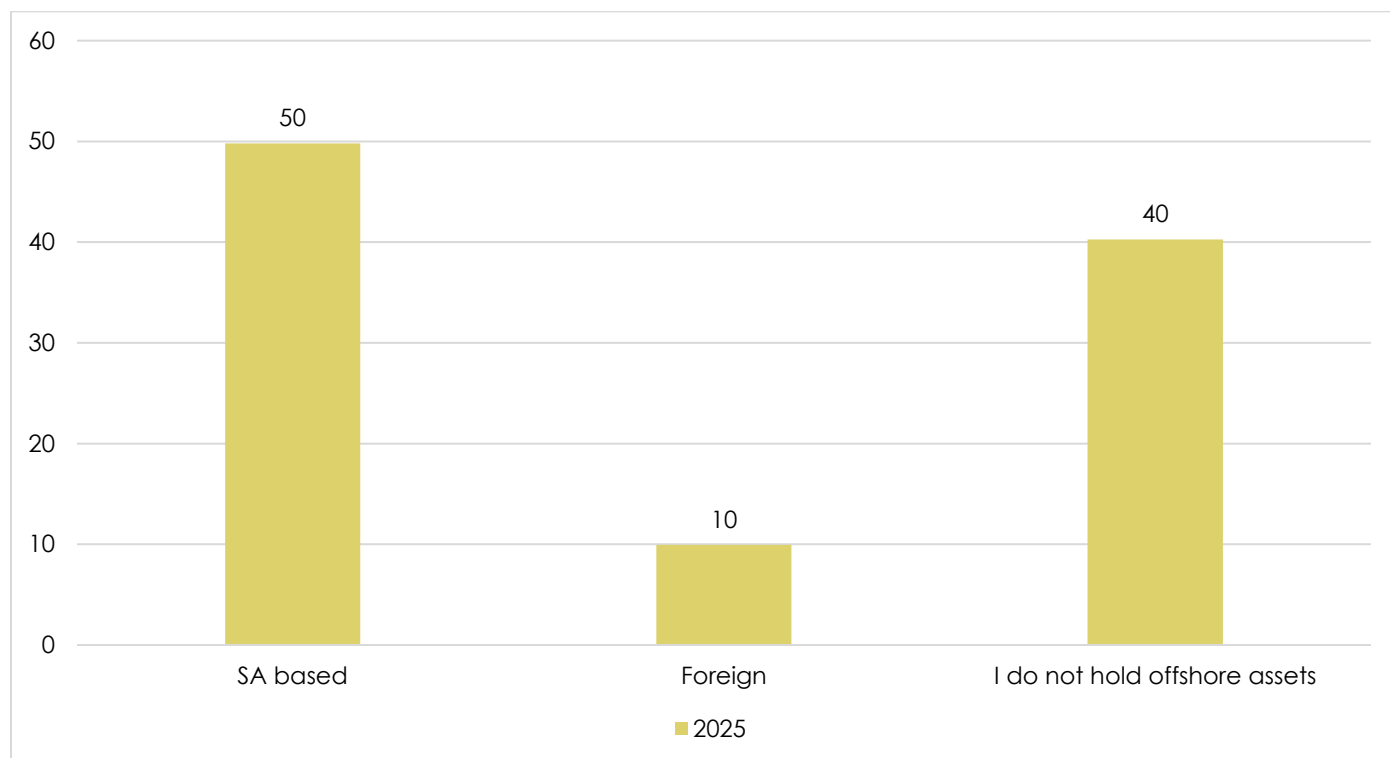
Figure 10: How many products do you have with your wealth manager? (%)



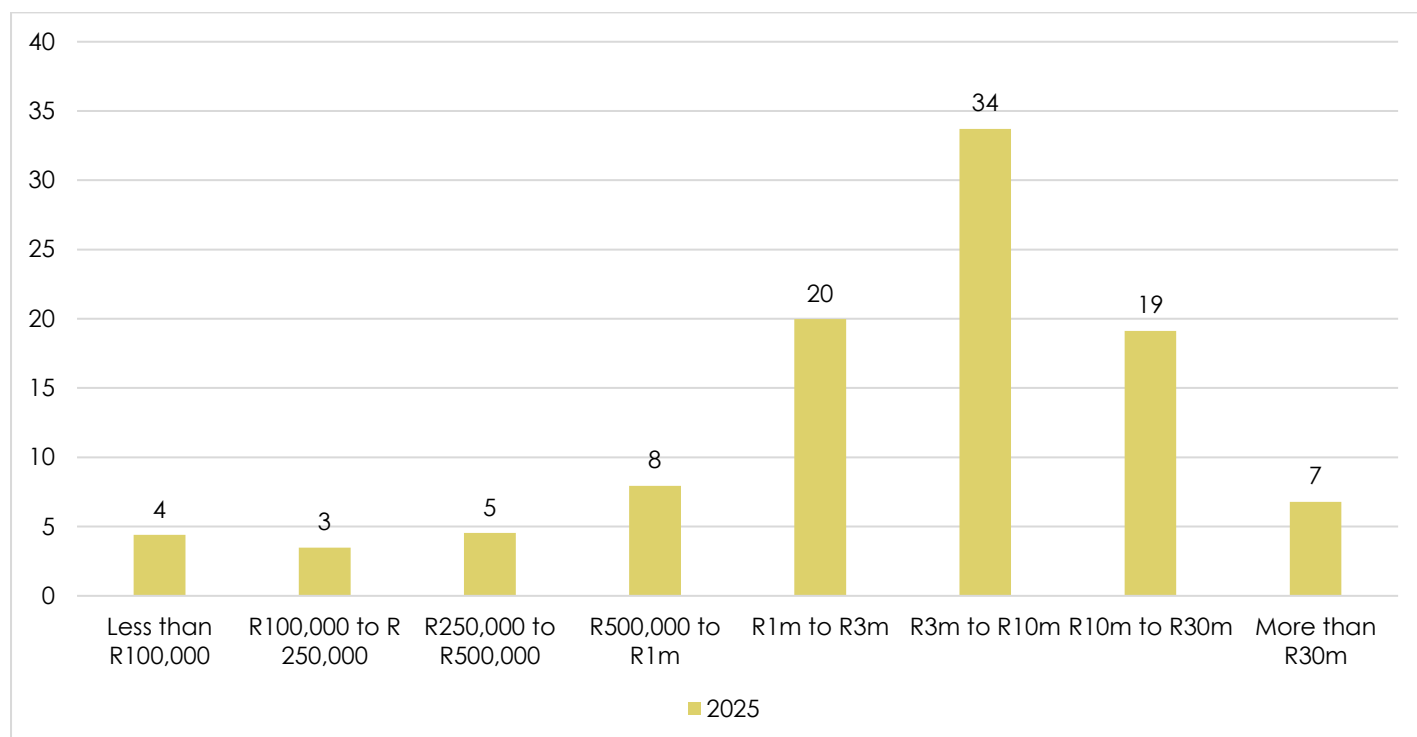
**Figure 11: How long have you been a client of your wealth manager? (%)**



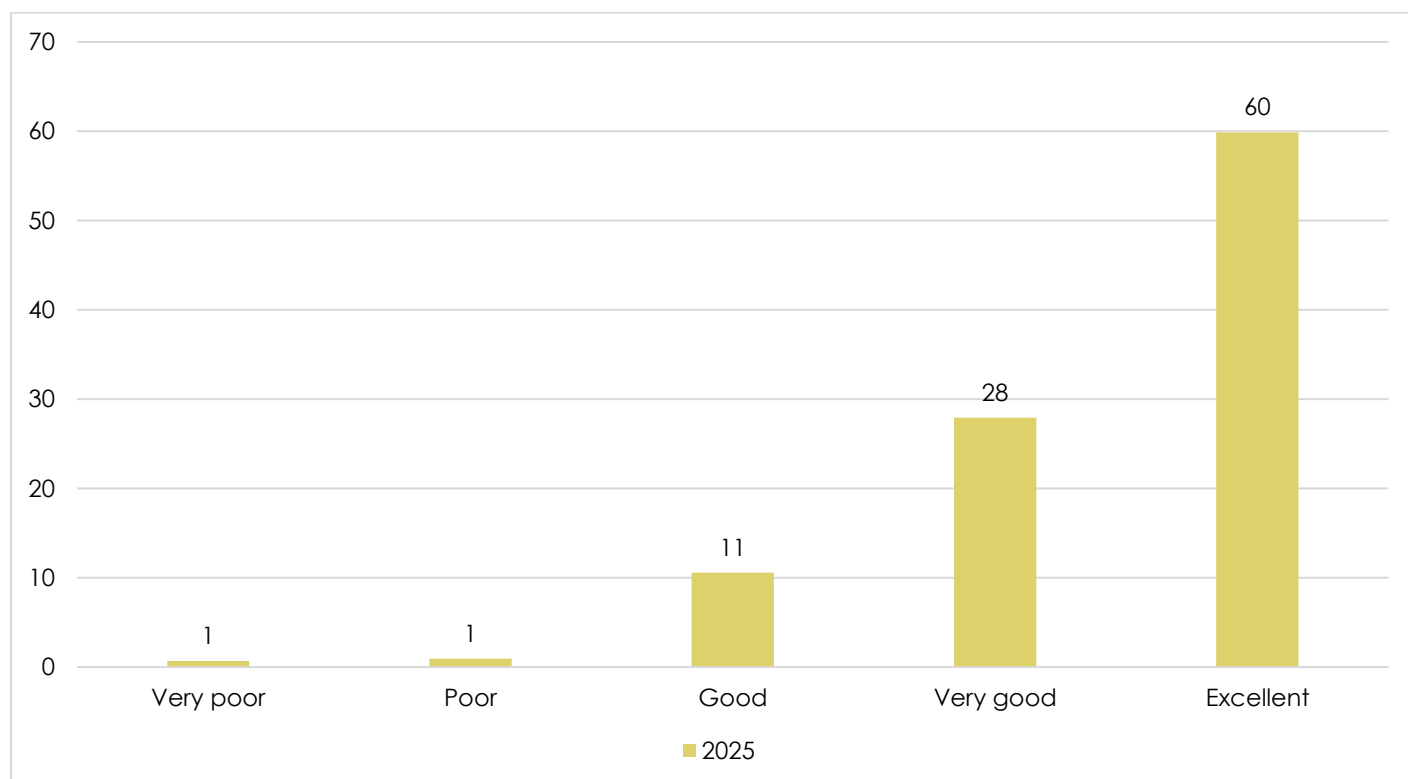
**Figure 12: If you hold offshore assets, is your provider: (%)**



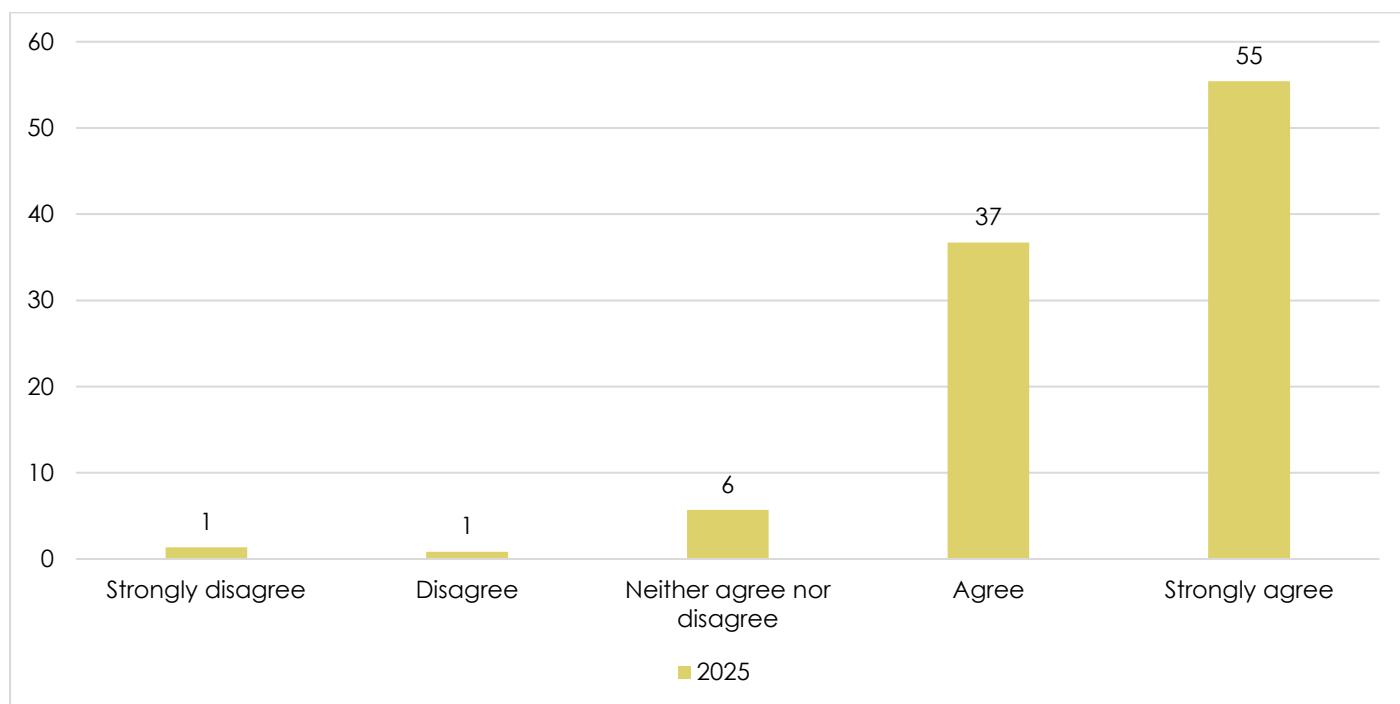
**Figure 13: What is the approximate total value of the assets that your wealth manager advises you on or manages on your behalf? (%)**



**Figure 14: Please rate the clarity and coherence of the investment plan that your wealth manager gave you. (%)**



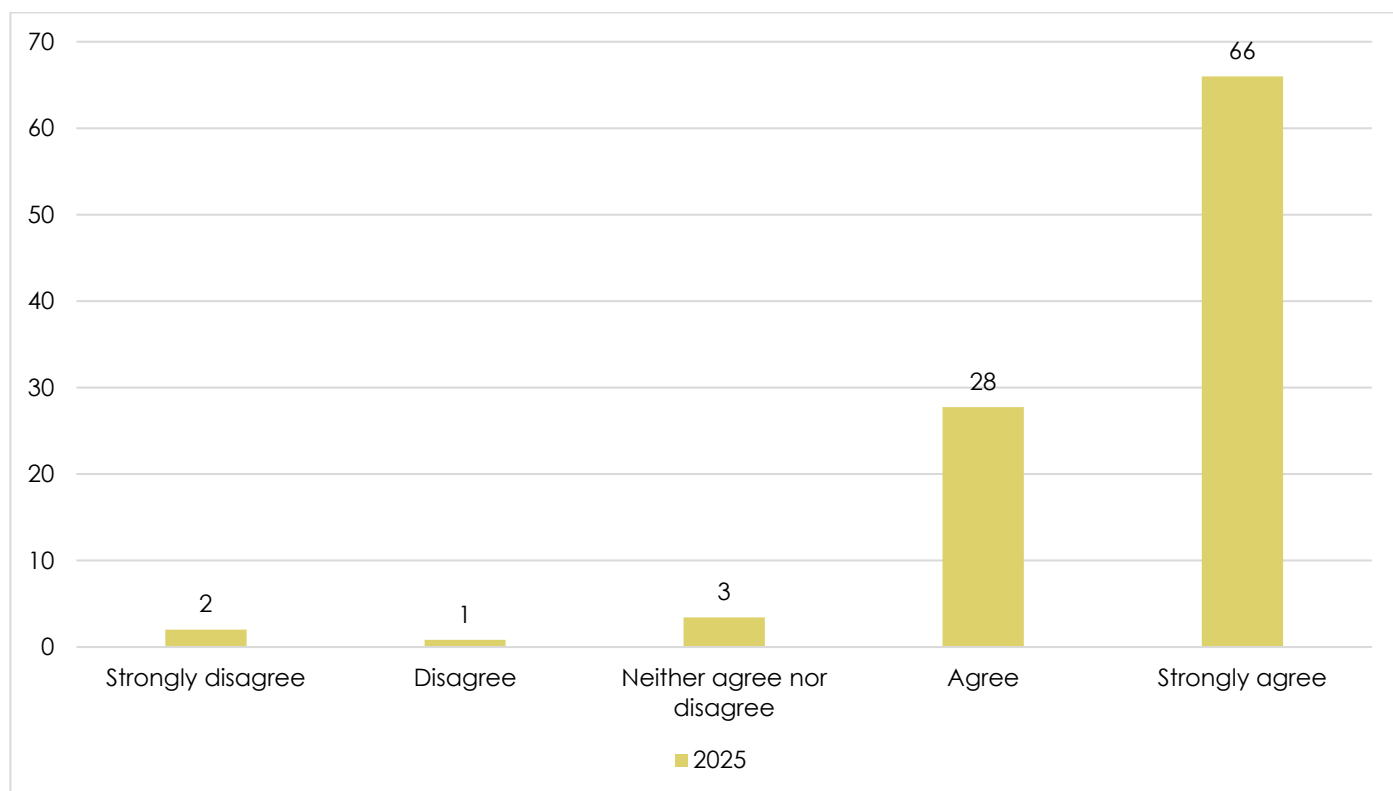
**Figure 15: To which extent do you agree with the statement: “My wealth manager’s fees and compensations on advice, investment management, and custody or administration services are transparent.” (%)**



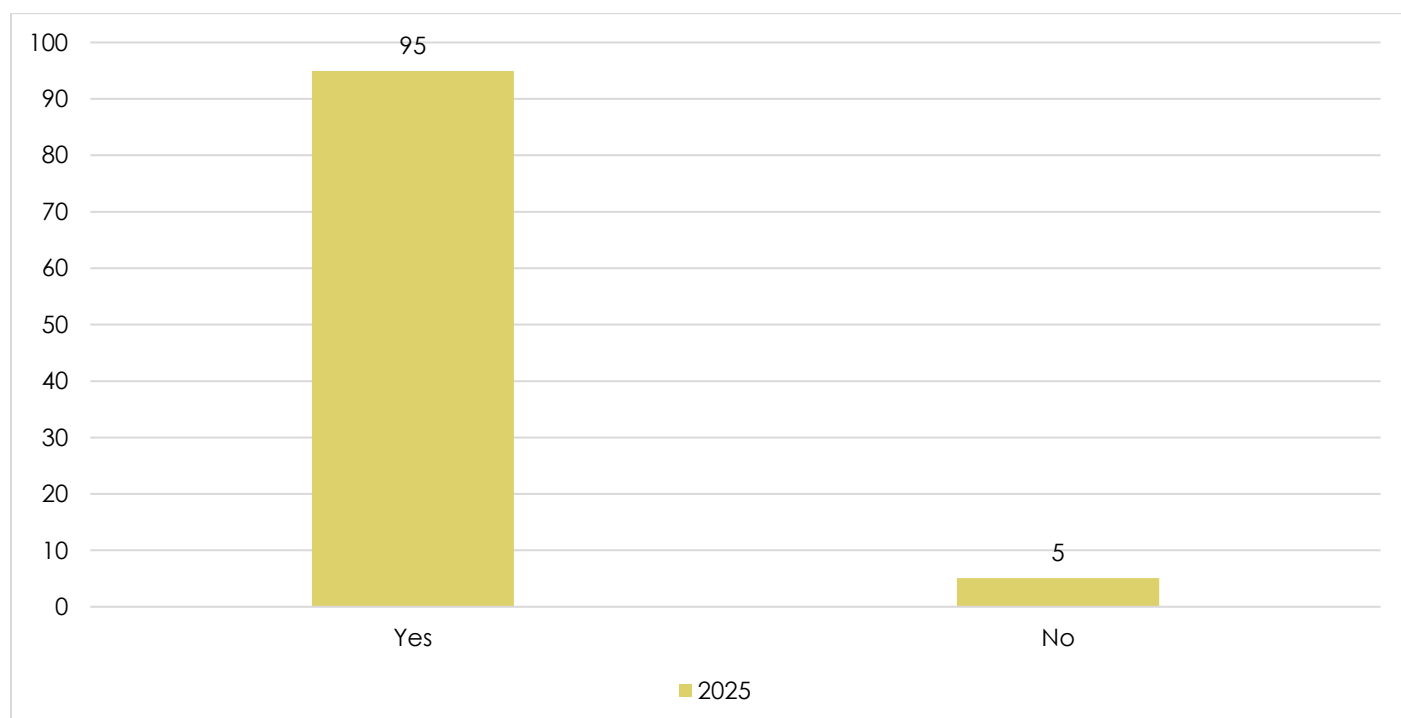
**Table 1: Did your wealth manager’s advice take the following issues into account?**

Issue		Yes	No	Not applicable
Financial Planning	2025	94%	3%	4%
Investment planning	2025	96%	2%	2%
Your risk profile	2025	95%	2%	3%
Monthly income and household budget	2025	73%	8%	18%
Children’s education	2025	20%	9%	70%
Medical expenses	2025	44%	13%	43%
Big expenditures, such as new car	2025	34%	14%	51%
Comprehensive retirement planning	2025	80%	6%	13%
Estate planning	2025	57%	14%	29%
Implications of marriage contract	2025	47%	11%	42%
Life cover	2025	39%	16%	45%
Short-term insurance	2025	26%	23%	51%
Different investment options	2025	82%	6%	12%
Fiduciary services	2025	51%	12%	38%
Tax planning	2025	58%	16%	26%
Risk cover	2025	55%	14%	30%

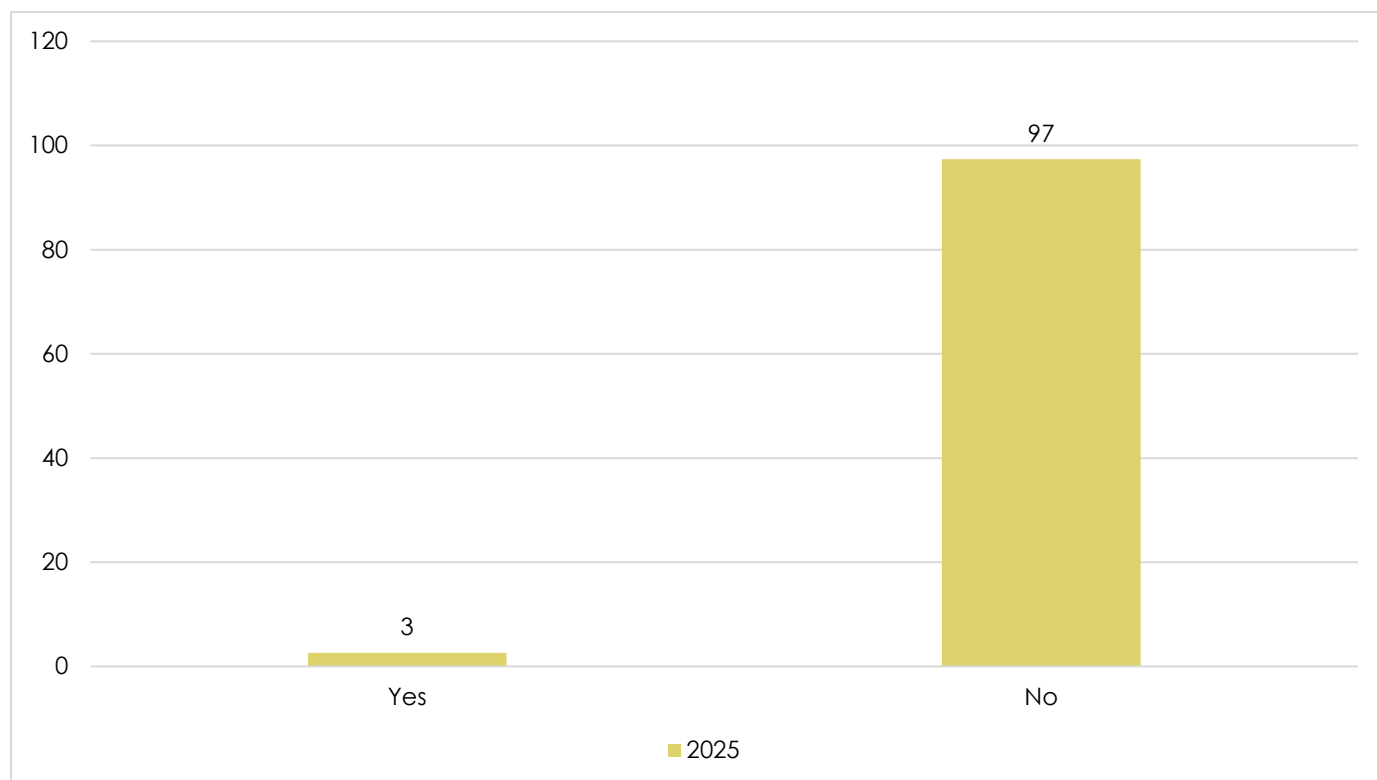
**Figure 16: Please indicate to what extent you agree with the statement: “The advice I received from my wealth manager met my needs and goals”. (%)**



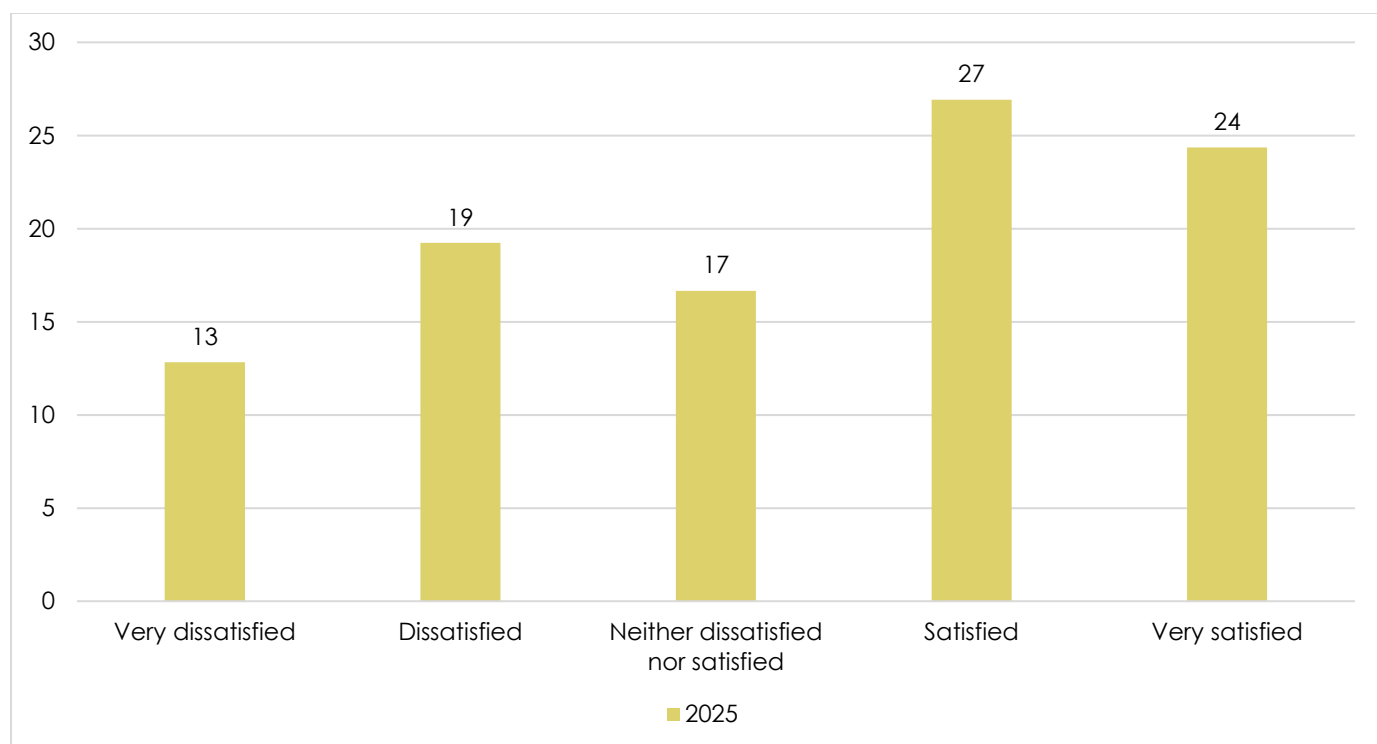
**Figure 17: Do you believe the frequency of engagements (personal, virtual/online interactions and communications) you have with your wealth manager is appropriate for your needs? (%)**



**Figure 18: Have you recently reported a complaint to your wealth manager? (%)**



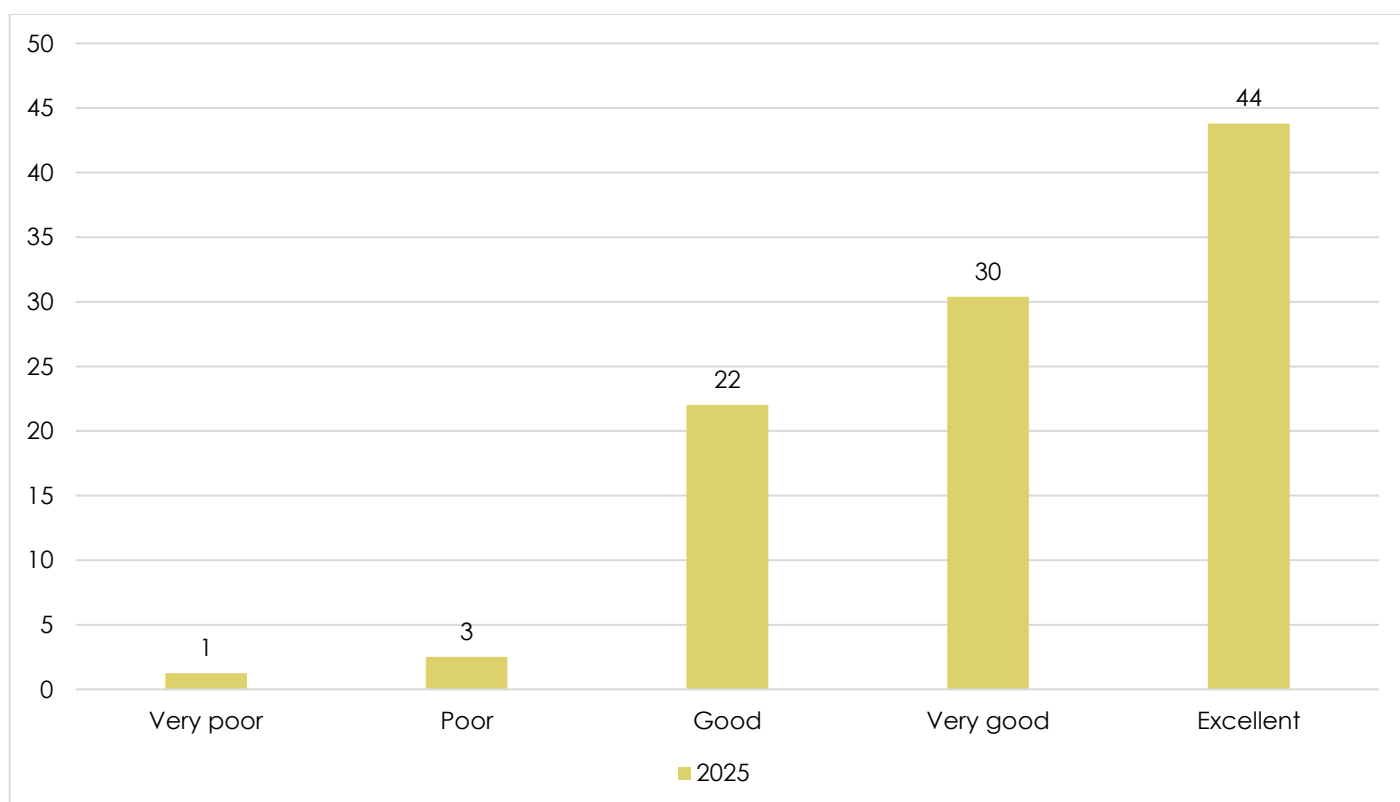
**Figure 19: How satisfied were you with the resolution of your complaint? (%)**



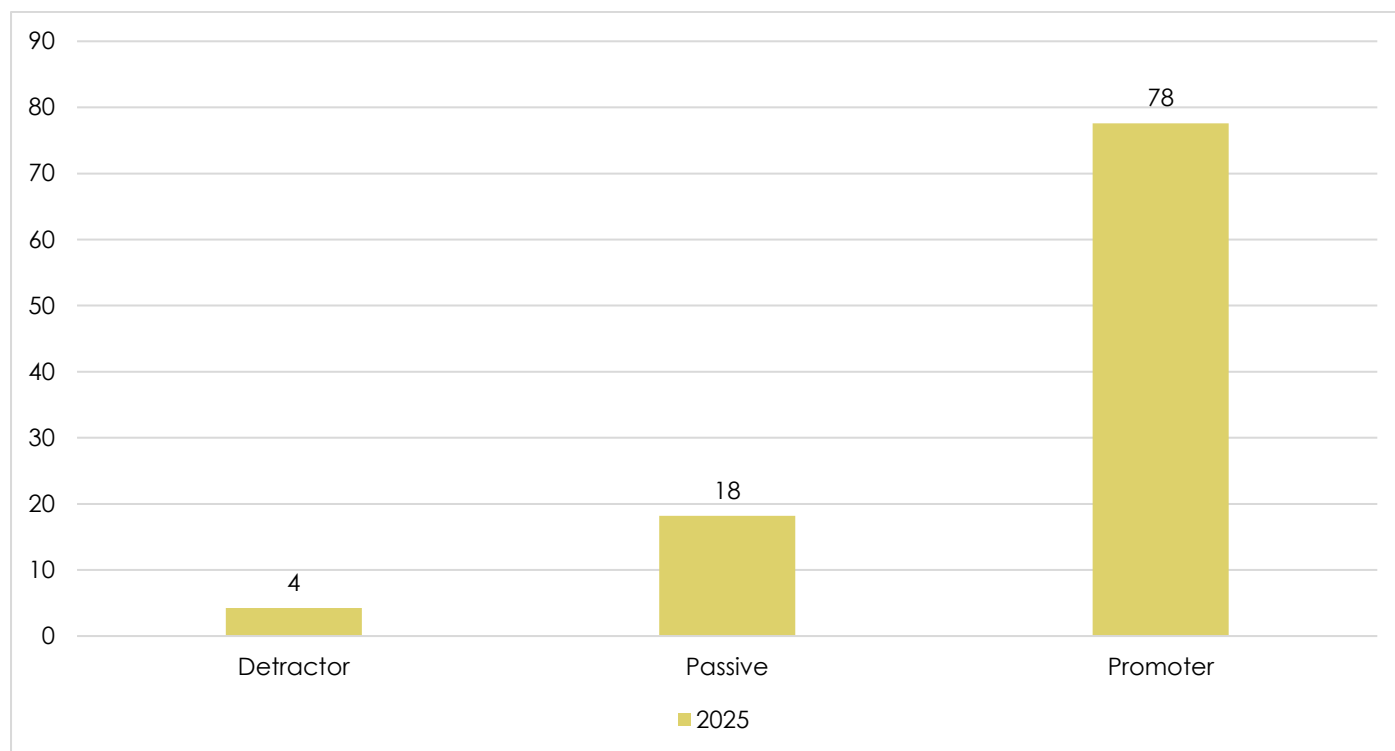
**Table 2: Please rate the following aspects regarding your wealth manager.**

Aspect		Very poor	Poor	Good	Very good	Excellent	Not applicable
My portfolio's performance	2025	1%	2%	20%	34%	42%	2%
The personal relationship I have with my wealth manager	2025	1%	1%	8%	17%	72%	1%
The firm's reputation	2025	0%	2%	7%	21%	70%	2%
Trustworthiness	2025	0%	0%	7%	17%	74%	1%
The quality of interactions I have with my wealth manager	2025	1%	1%	7%	16%	74%	1%
Institutional support in the form of webinars, client communication and newsletters	2025	0%	2%	10%	25%	56%	7%
The ease of access through technology	2025	0%	1%	11%	26%	57%	4%
The comprehensiveness of the product range	2025	0%	1%	10%	26%	58%	4%
The transparency of reporting	2025	0%	1%	9%	21%	66%	2%
The quality of service I receive	2025	1%	1%	6%	15%	76%	1%
The quality of advice I receive	2025	1%	1%	7%	17%	73%	1%
The prestige and exclusivity my wealth manager offers	2025	0%	1%	8%	20%	60%	10%
Affordability	2025	0%	1%	16%	30%	48%	3%
The fringe benefits offered (e.g. airline lounge access/airmiles/loyalty points)	2025	3%	5%	5%	6%	11%	70%

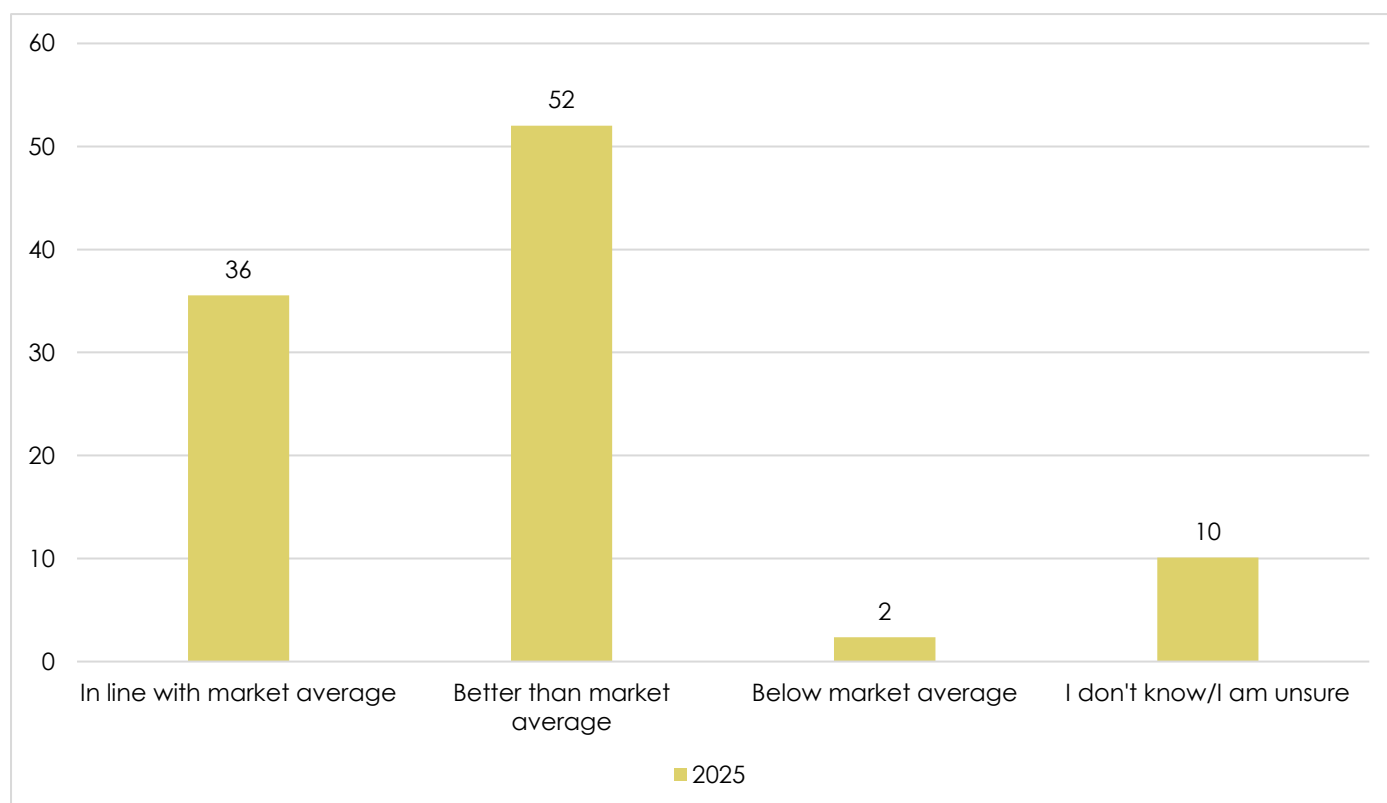
**Figure 20: If your wealth manager offers an app, how do you rate it? (%)**



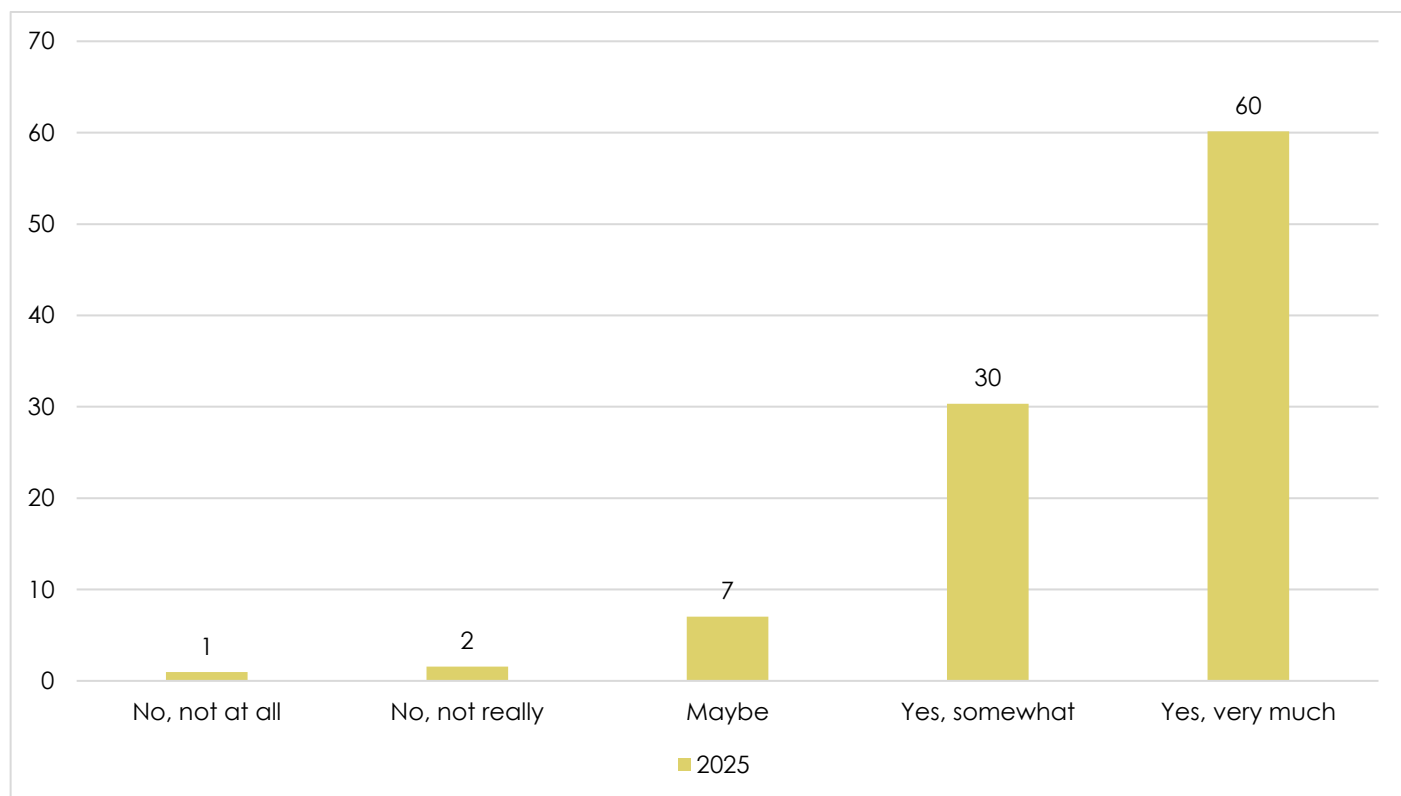
**Figure 21: How likely are you to recommend your wealth manager to others? (%)**



**Figure 22: Do you think the returns you are getting on your investments are? (%)**



**Figure 23: Do you feel you are getting good value for money for the fees you are charged? (%)**



**Figure 24: Does your wealth manager consider sustainable investing when creating your investment portfolio? (%)**

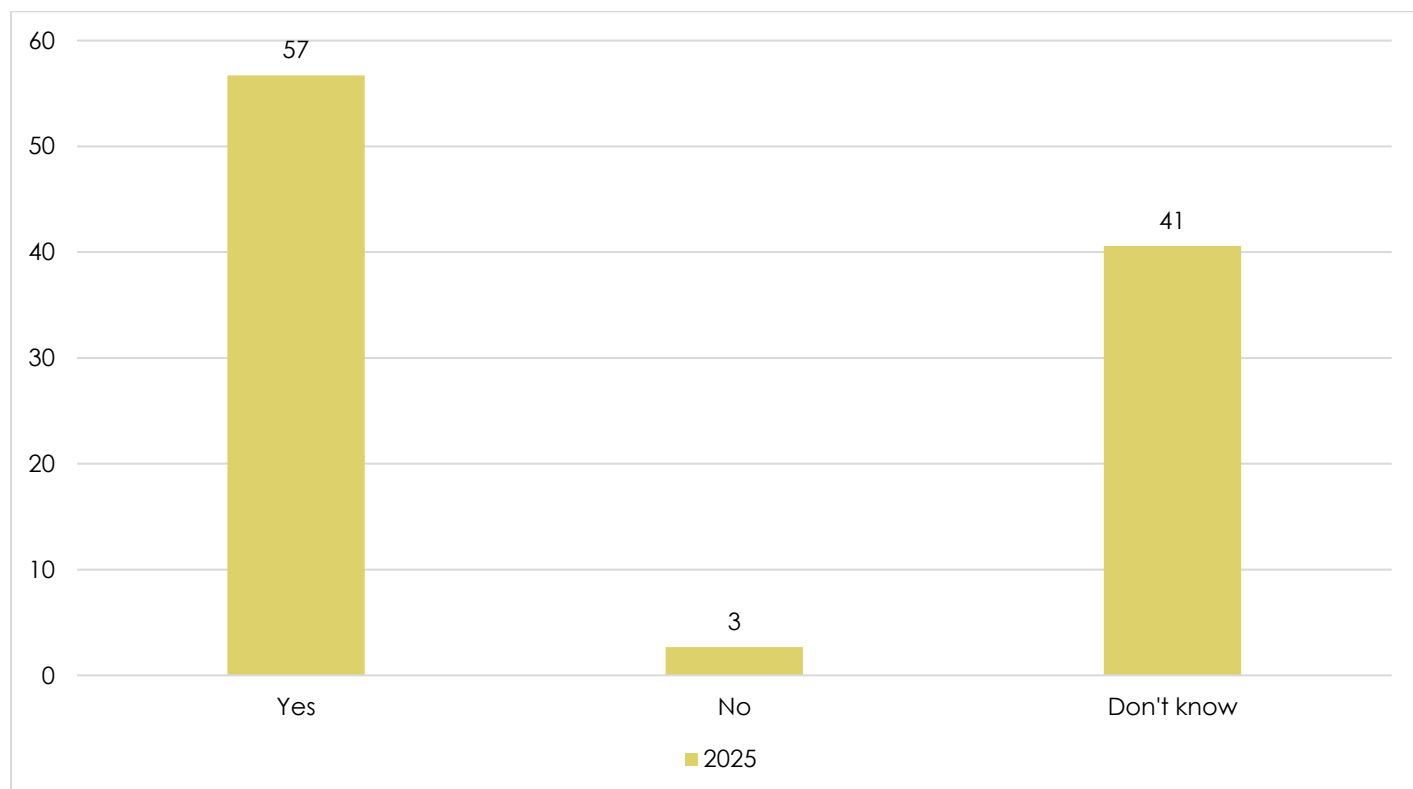


Figure 25: How important is sustainable investing to you? (%)

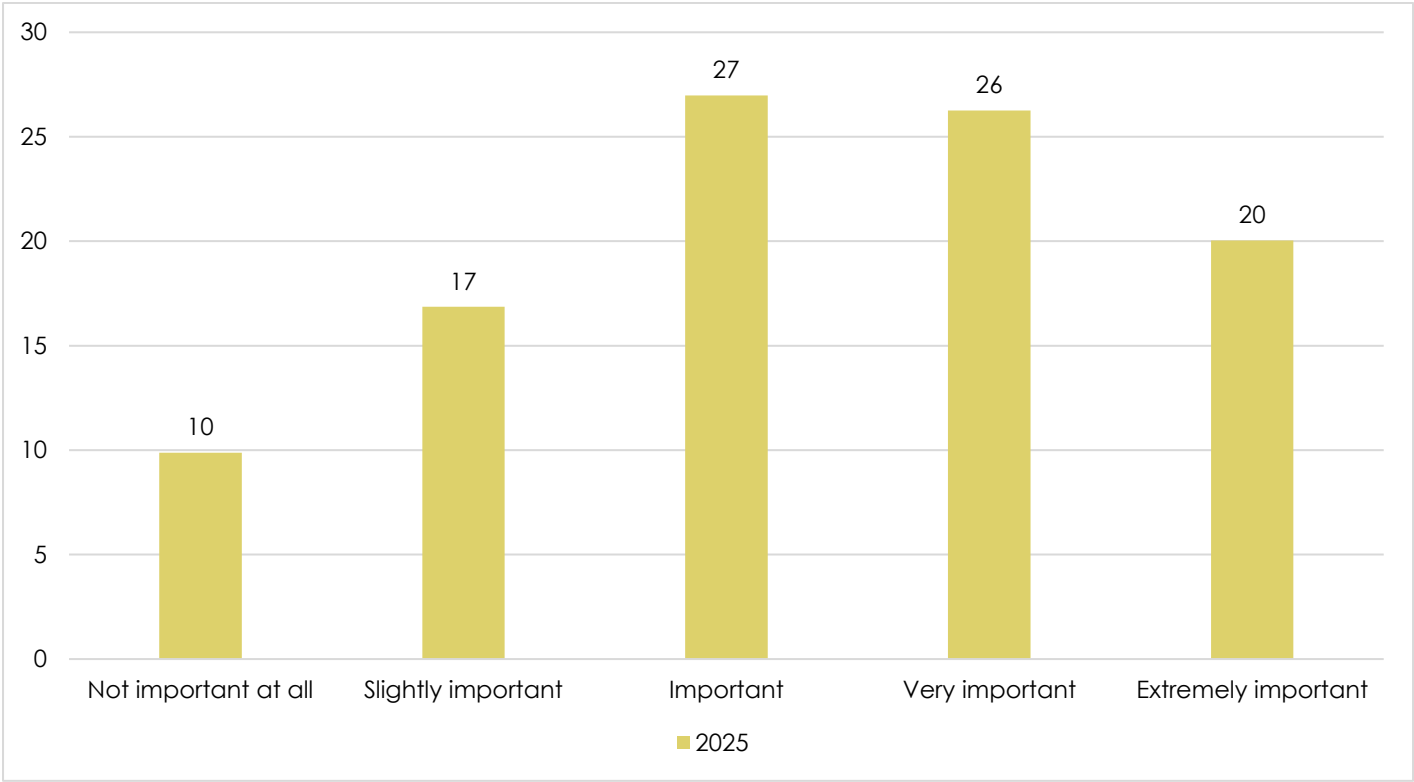
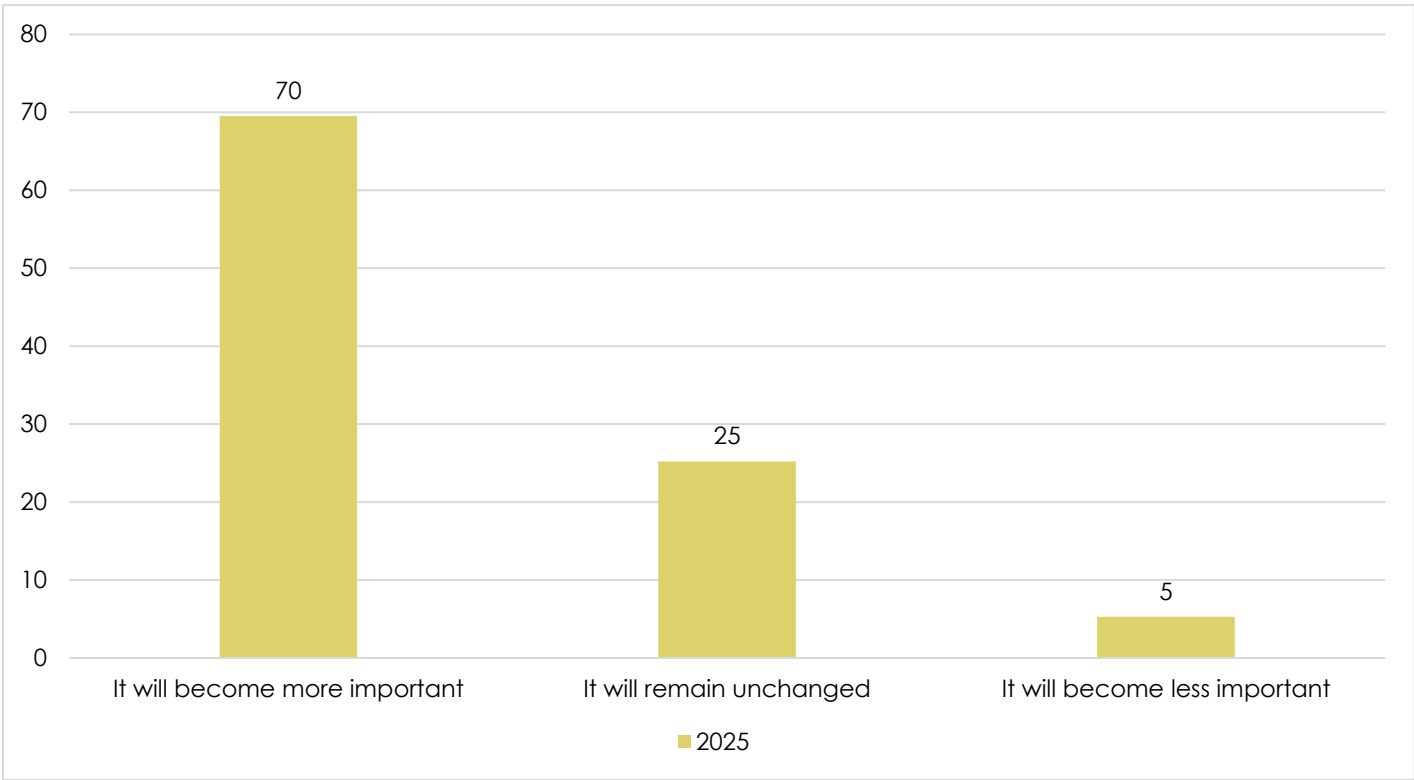
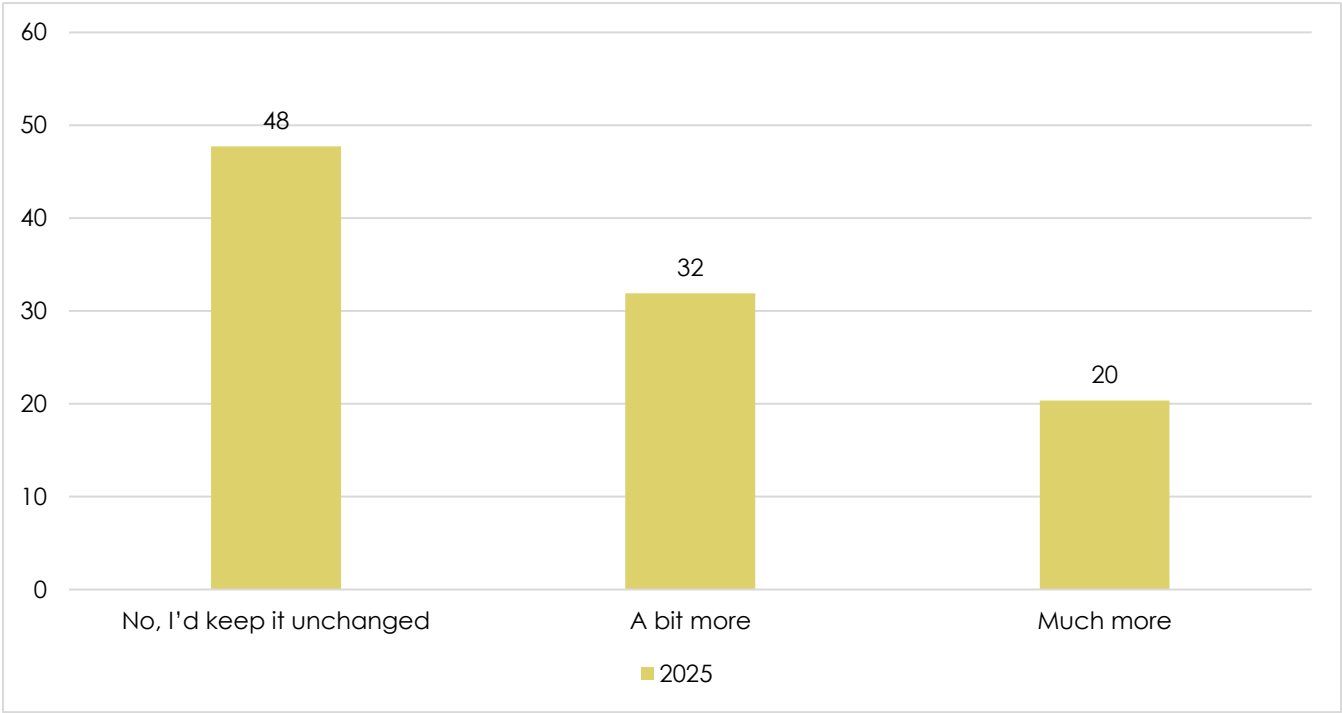


Figure 26: How do you expect the role of sustainable investing to change in the next five years? (%)

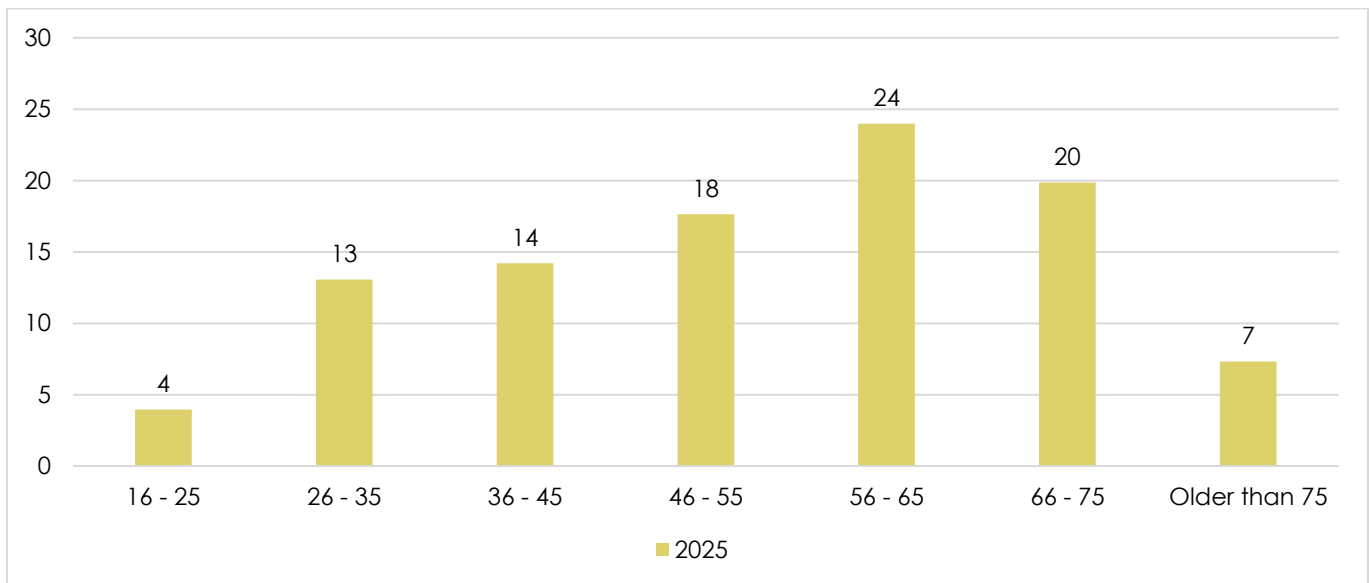


**Figure 27: Would you invest more if you knew that your funds were making a positive difference? (%)**



## Private Banking

**Figure 28: What age group are you in? (%)**



**Figure 29: In which province do you live? (%)**

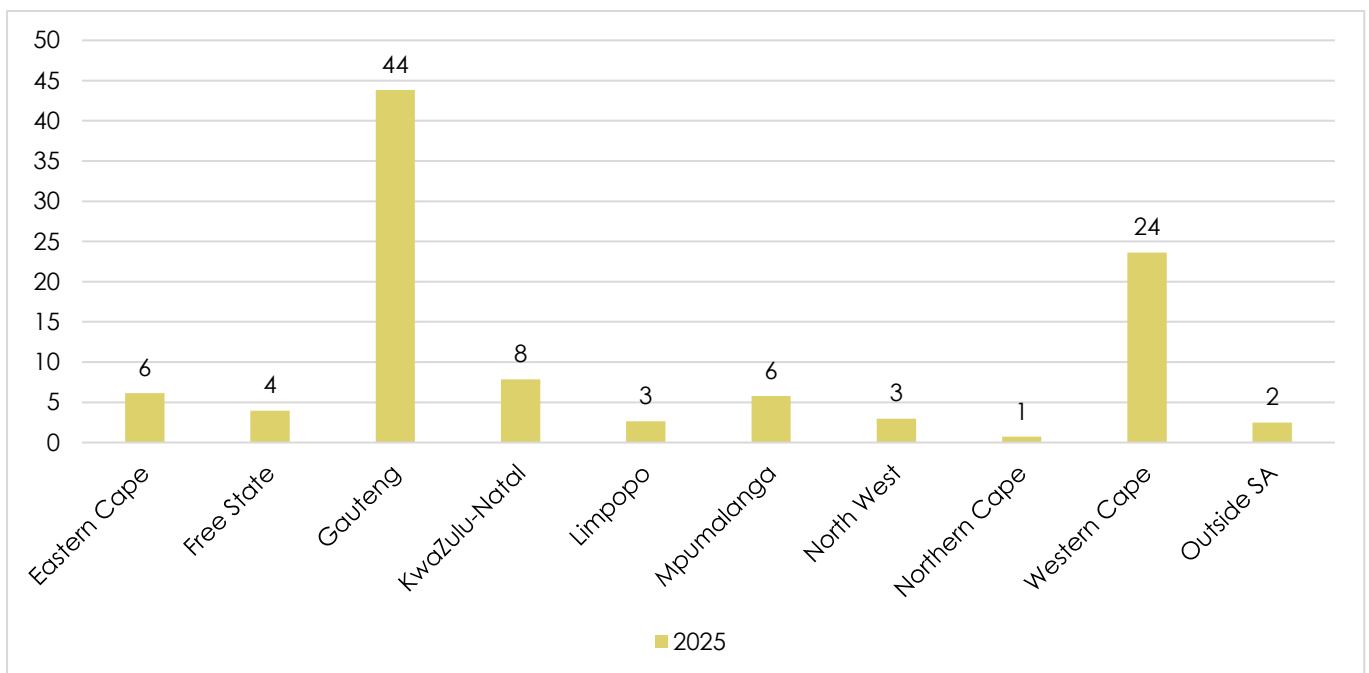


Figure 30: What is your highest educational qualification? (%)

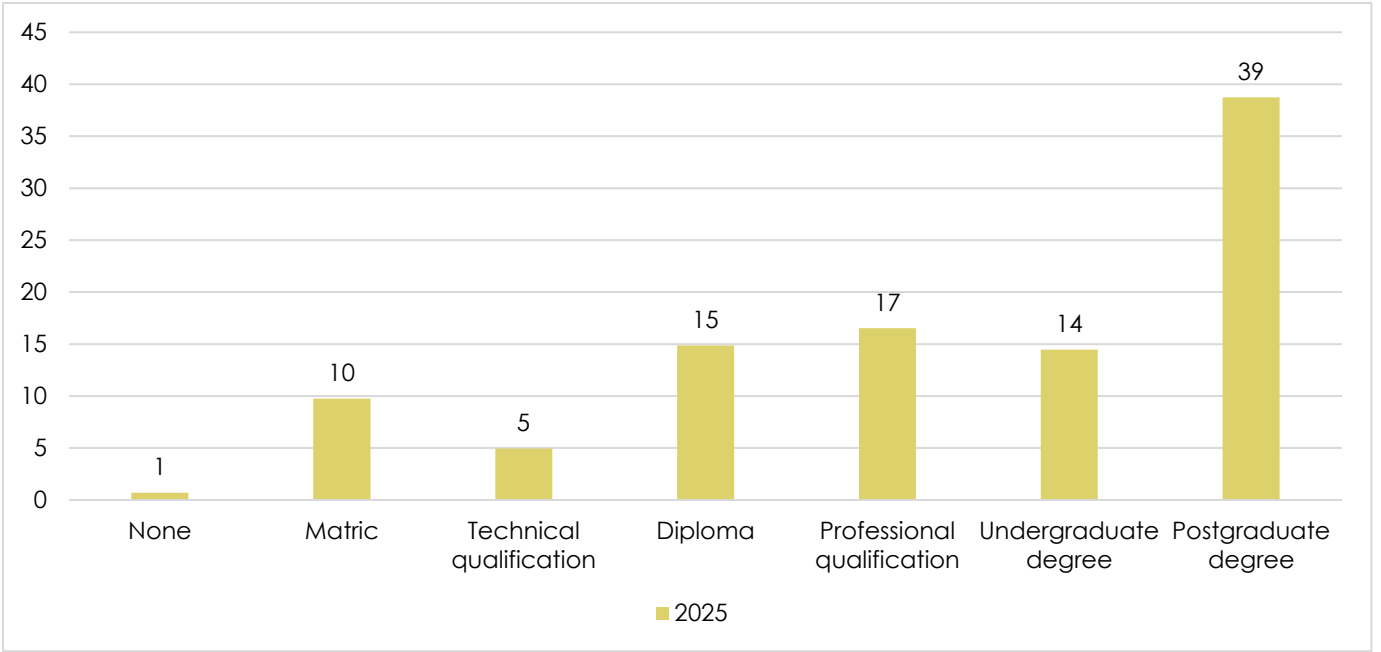
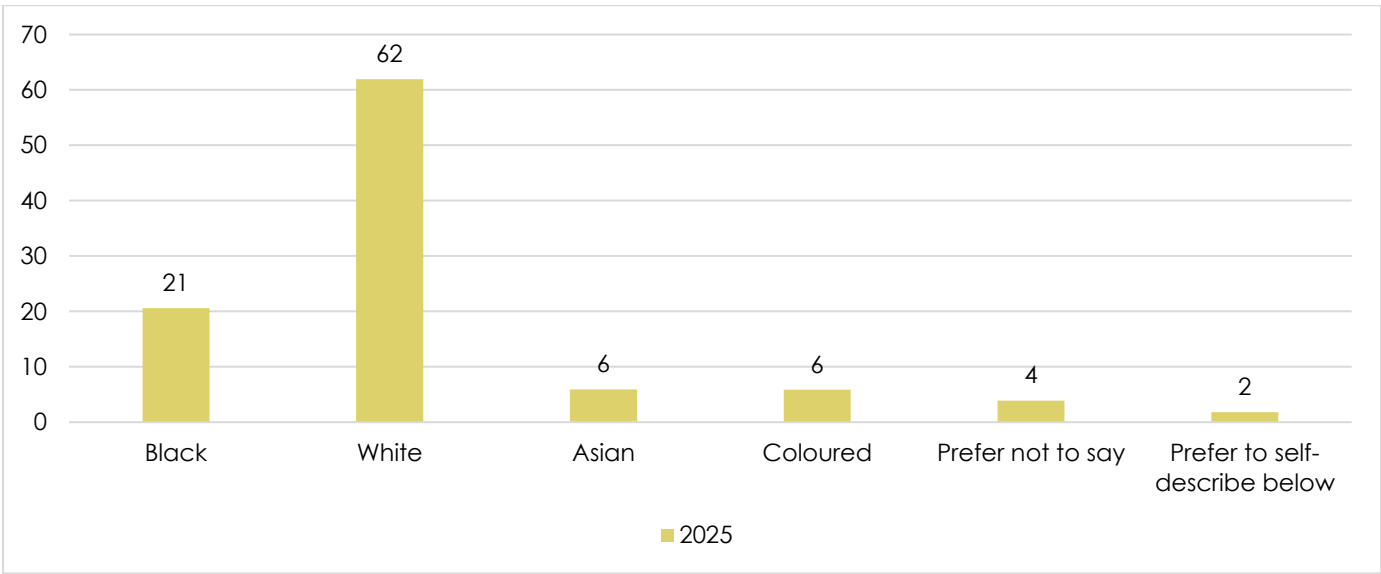
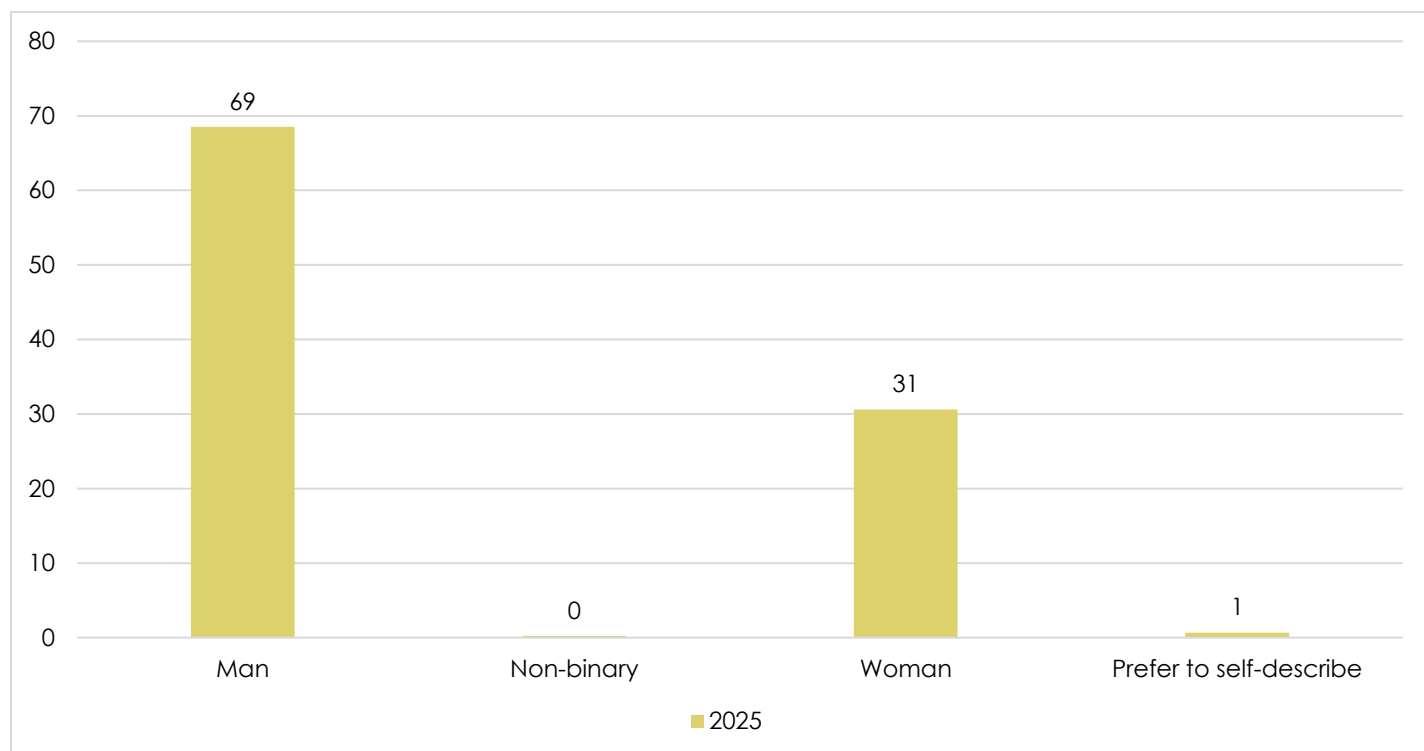


Figure 31: With which race group do you identify? (%)



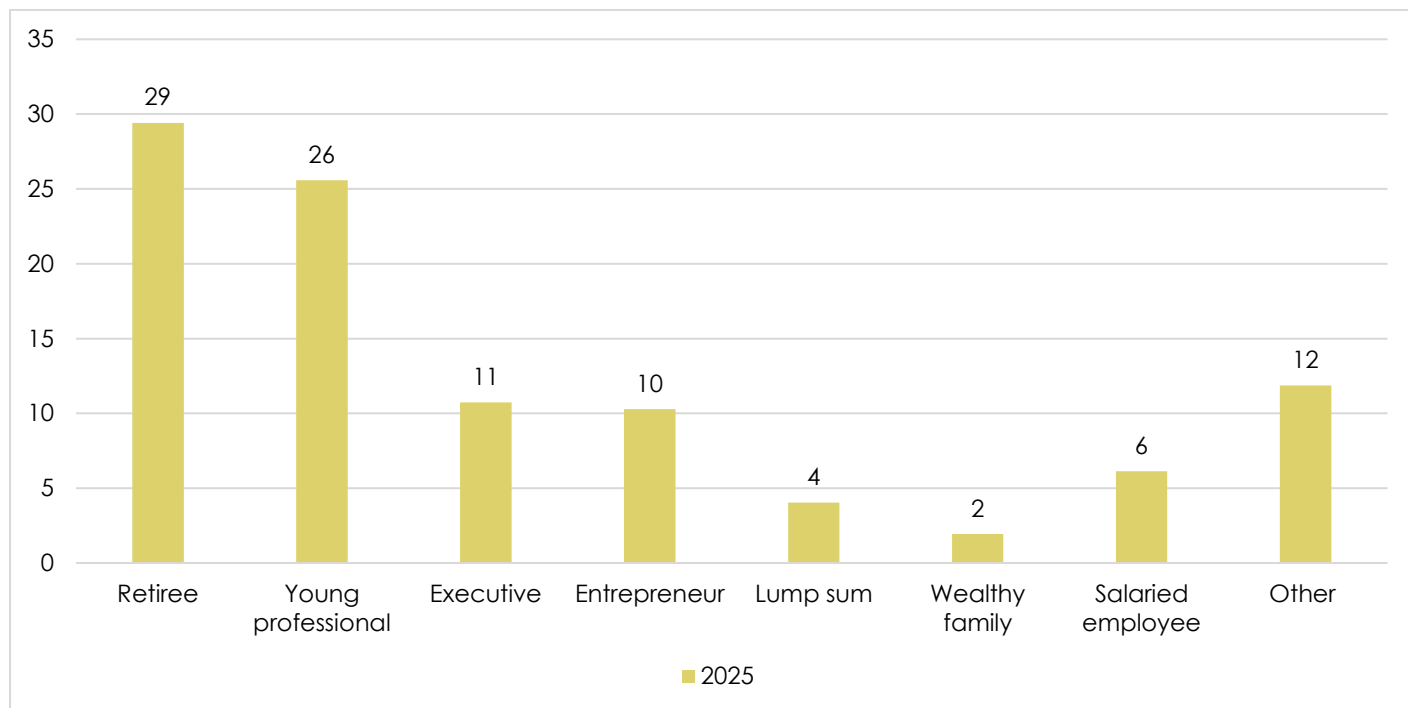
**Figure 32: Gender: How do you identify? (%)**



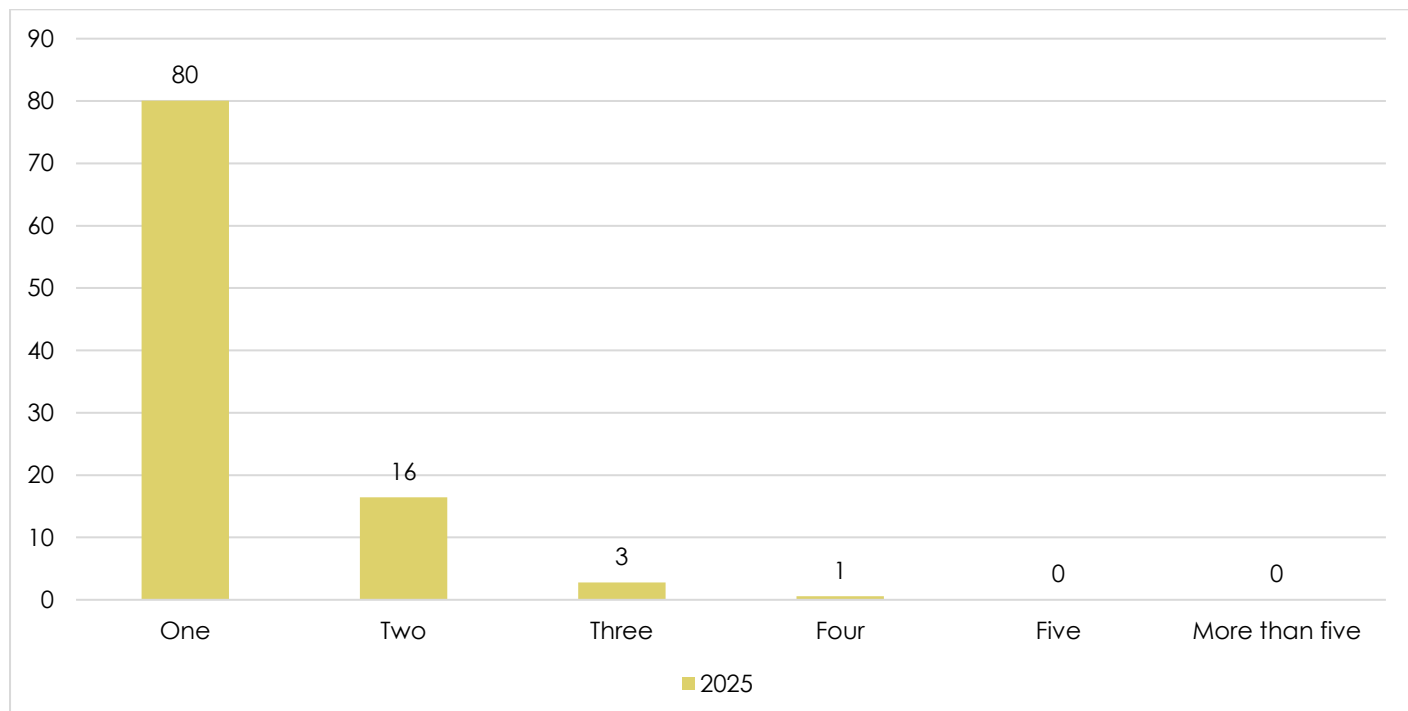
**Figure 33: What is your annual income? (%)**



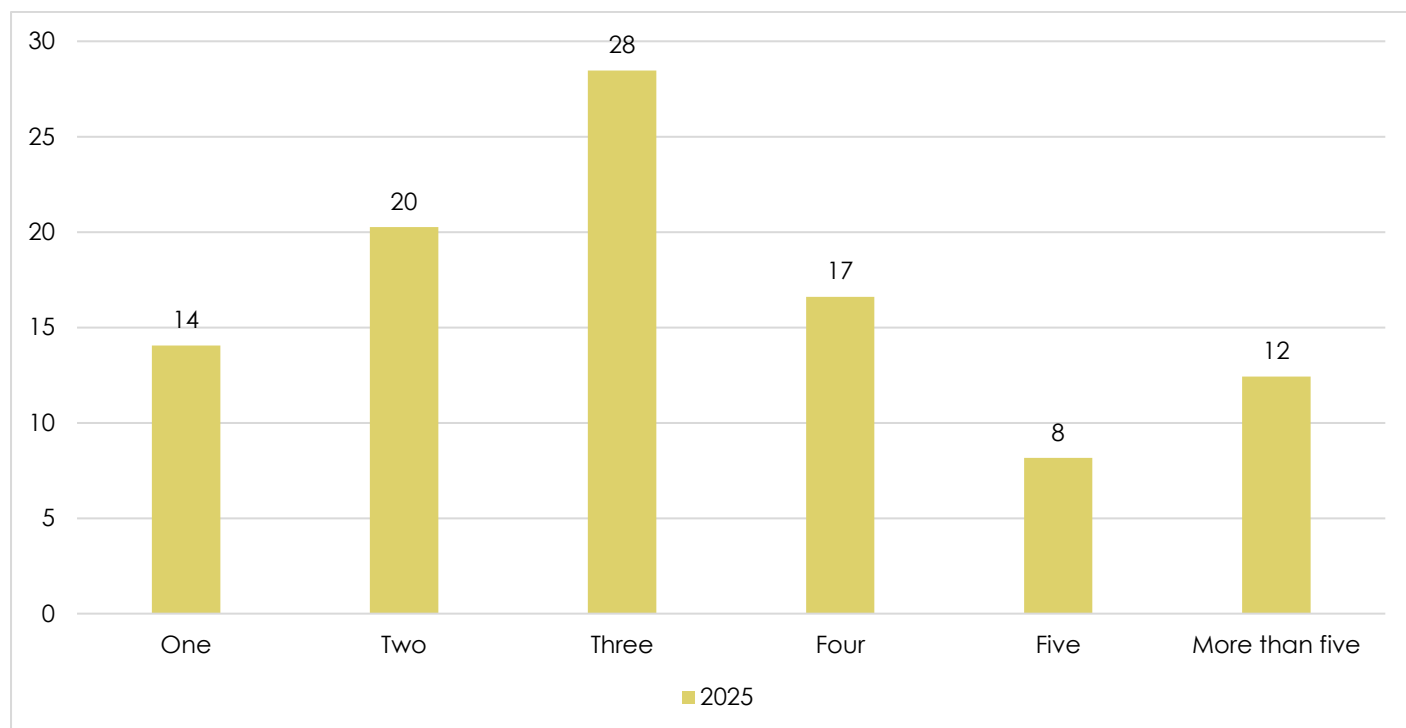
**Figure 34: Which of the following best describes your current financial situation? (%)**



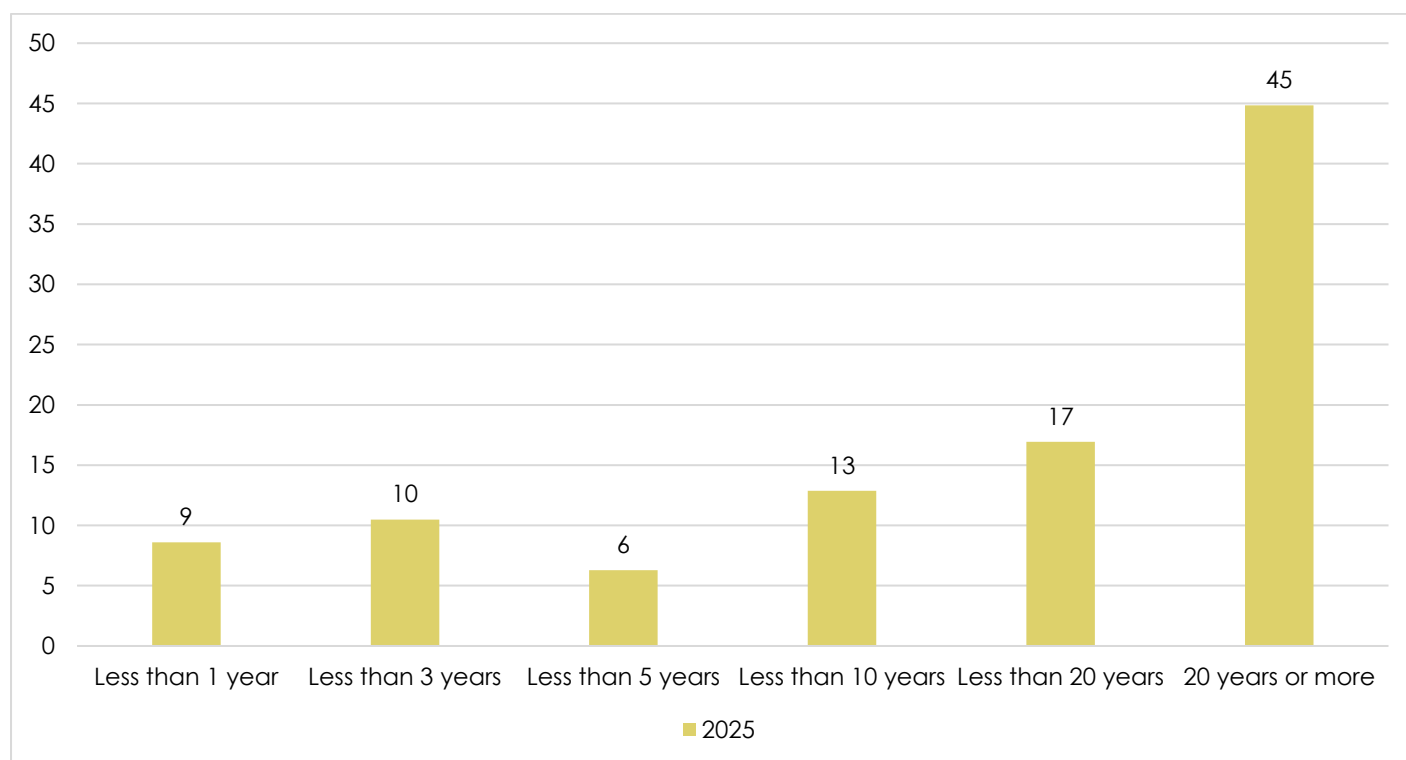
**Figure 35: How many private banks do you use? (%)**



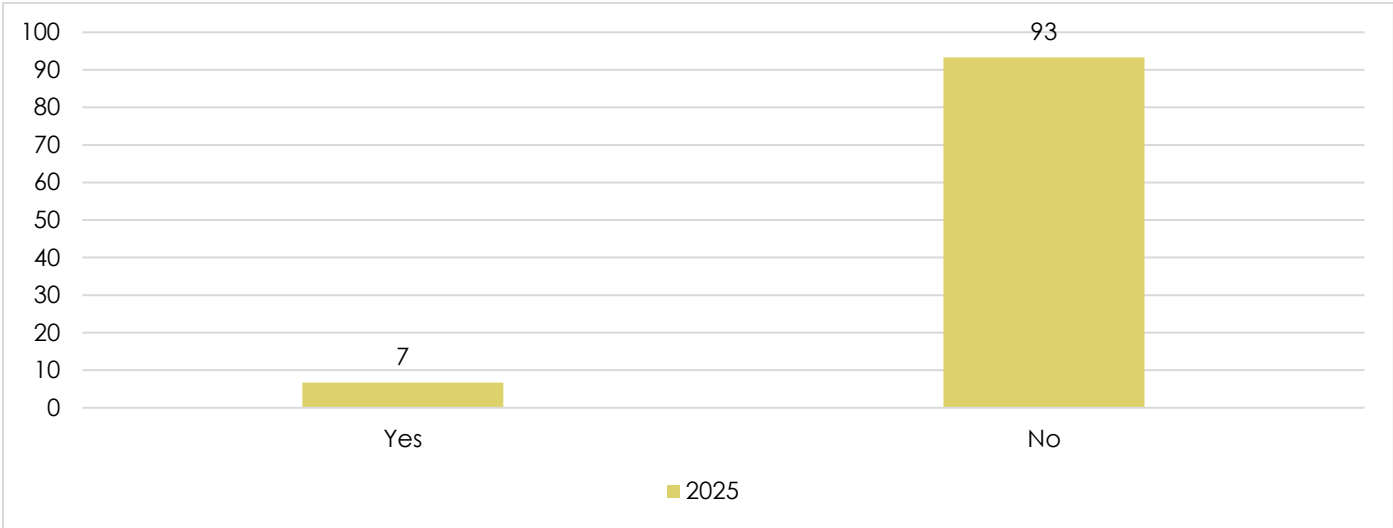
**Figure 36: How many products do you have with your private bank? (%)**



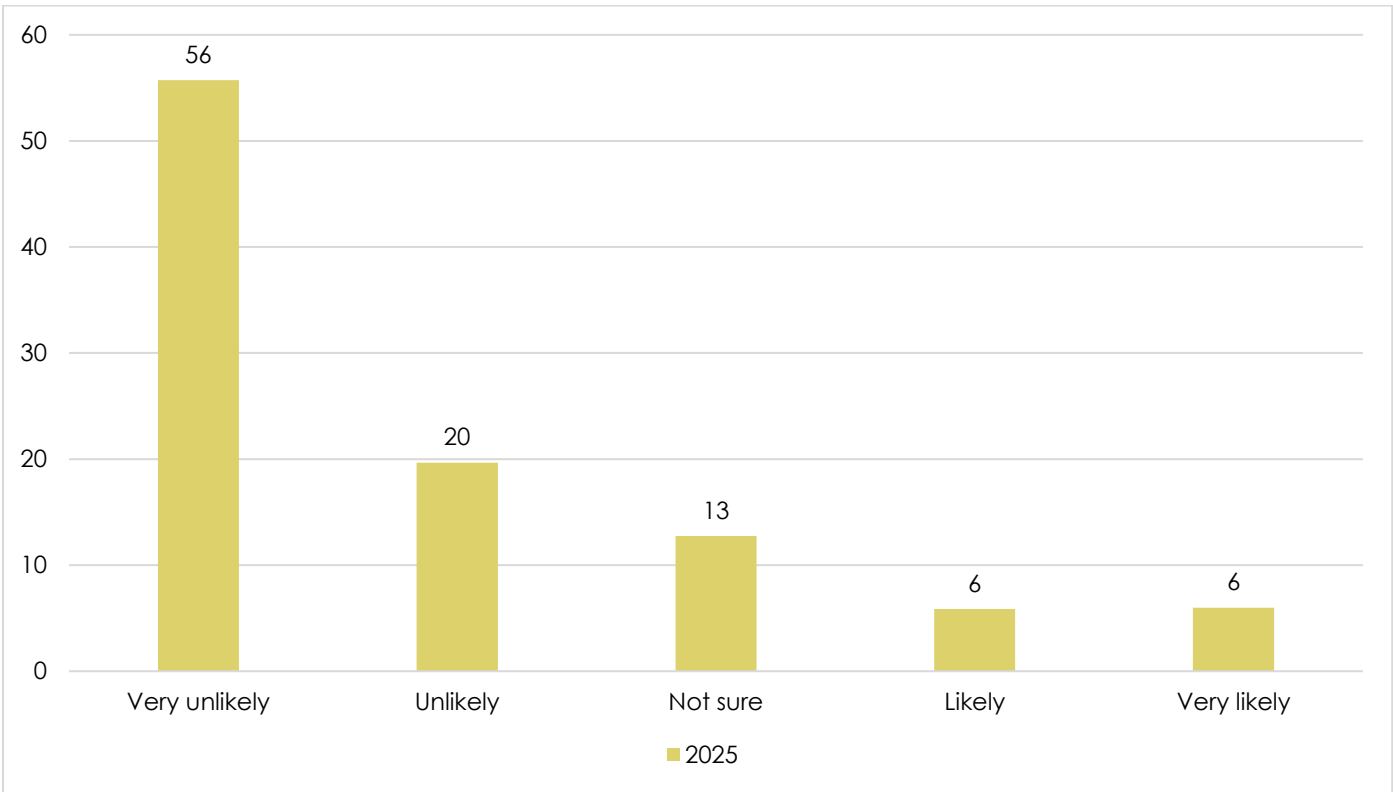
**Figure 37: How long have you been a client of your private bank? (%)**



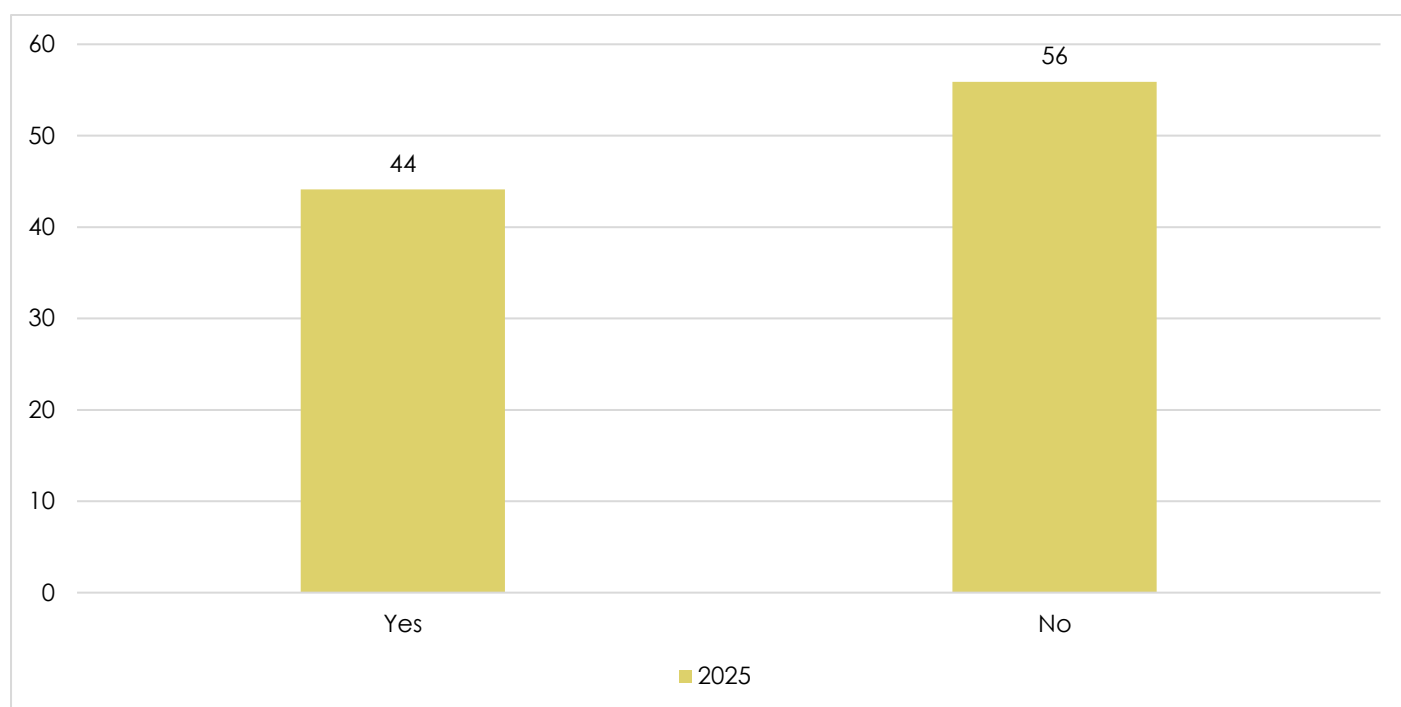
**Figure 38: Have you moved your account from another private bank to your current private bank in the past year? (%)**



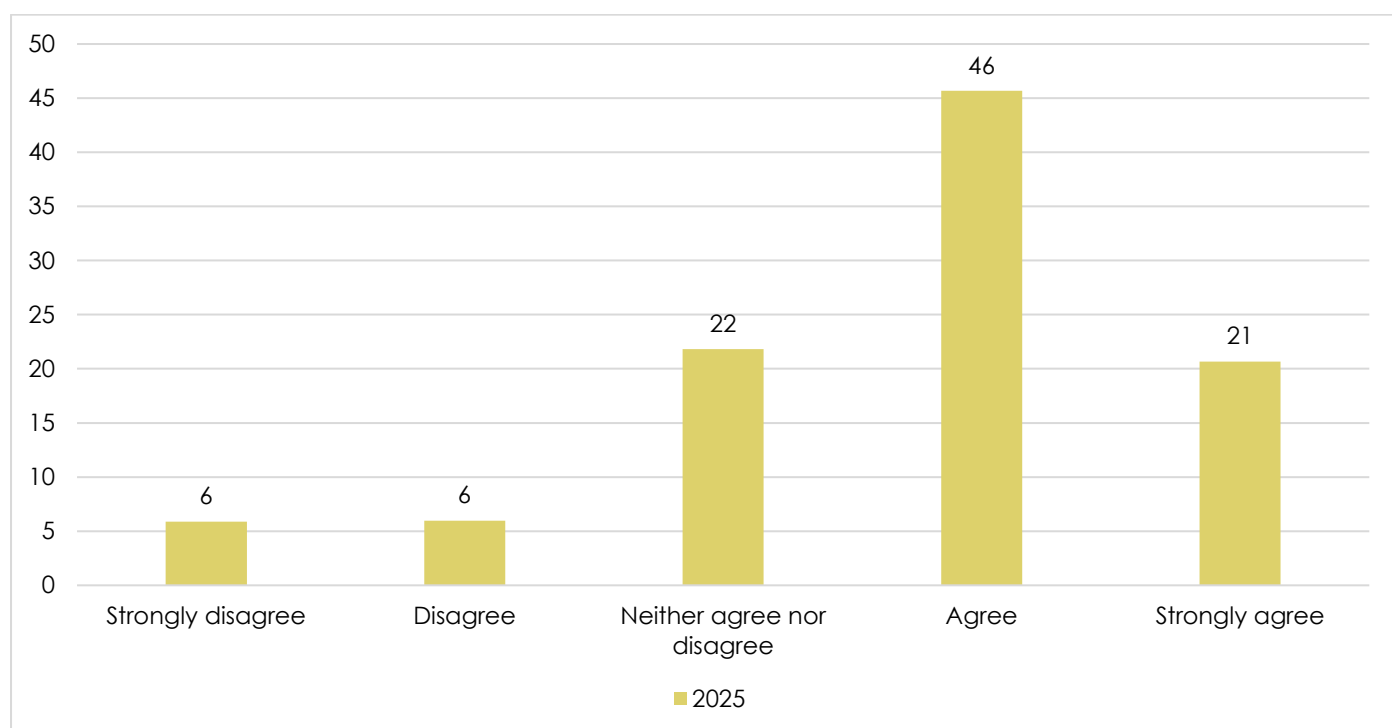
**Figure 39: How likely are you to switch from your current private bank to another private bank in the next few years? (%)**



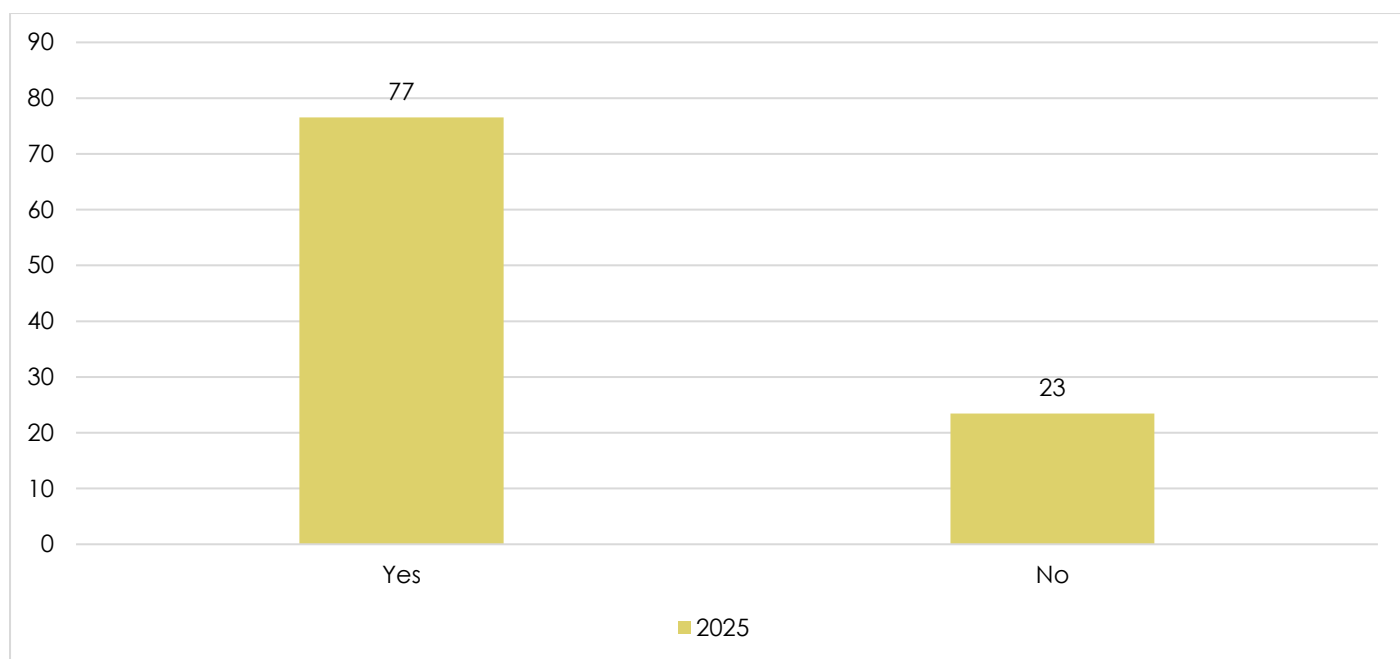
**Figure 40: Do you think your private bank could improve its offering to meet your specific needs? (%)**



**Figure 41: Please indicate to what extent you agree with the statement: "My private bank's fees and compensations are transparent." (%)**



**Figure 42: Do you believe the frequency of engagements (personal, virtual/online interactions and communications) you have with your private bank is appropriate for your needs? (%)**



**Table 3: Please rate the following aspects regarding your private bank. (%)**

Aspects		Very poor	Poor	Good	Very good	Excellent	Not applicable
The personal relationship I have with my private banker	2025	9%	11%	22%	17%	38%	4%
The bank's reputation	2025	2%	4%	23%	29%	41%	1%
Trustworthiness	2025	2%	3%	22%	28%	44%	1%
The quality of interactions I have with my private banker	2025	7%	10%	21%	17%	40%	4%
Institutional support in the form of webinars, client communication and newsletters	2025	6%	13%	30%	21%	21%	10%
The ease of access through technology	2025	2%	4%	25%	26%	42%	1%
The comprehensiveness of the product range	2025	1%	5%	29%	28%	33%	3%
The transparency of reporting	2025	2%	6%	30%	26%	32%	5%

**Table 4: Please rate the following aspects regarding your private bank. (%)**

Service		Very poor	Poor	Good	Very good	Excellent	Not applicable
Transactional banking (payments, debit cards, cheque books, current accounts)	2025	1%	2%	21%	27%	48%	1%
Savings products (cash-based savings like fixed or notice accounts)	2025	1%	3%	27%	29%	34%	7%
Loan products (credit cards, home loans and vehicle loans)	2025	2%	3%	24%	25%	33%	14%
International infrastructure to meet my investment and wealth planning needs	2025	2%	4%	19%	17%	21%	37%
Corporate banking and other services for my company	2025	1%	2%	13%	10%	15%	59%
Structured finance products like equity derivatives or foreign exchange structures	2025	1%	3%	13%	11%	15%	56%
Debt products including basic mortgages and asset finance	2025	1%	3%	18%	19%	27%	31%
Debt structuring capabilities and balance sheet ("specialised lending")	2025	1%	3%	13%	11%	14%	57%
Share/derivatives trading	2025	1%	3%	13%	10%	14%	58%
Insurance products such as life insurance and/or short-term insurance	2025	2%	6%	20%	15%	19%	38%
The quality of service I receive	2025	4%	8%	21%	21%	44%	1%
The quality of advice I receive	2025	5%	9%	21%	21%	37%	8%
The prestige and exclusivity my private bank offers	2025	5%	9%	23%	22%	36%	7%
Affordability	2025	3%	9%	35%	24%	27%	2%
The fringe benefits offered (eg, airline lounge access/airmiles/loyalty points)	2025	4%	9%	25%	22%	30%	11%

Figure 43: How do you rate the overall value for money you feel you receive from your private bank? (%)

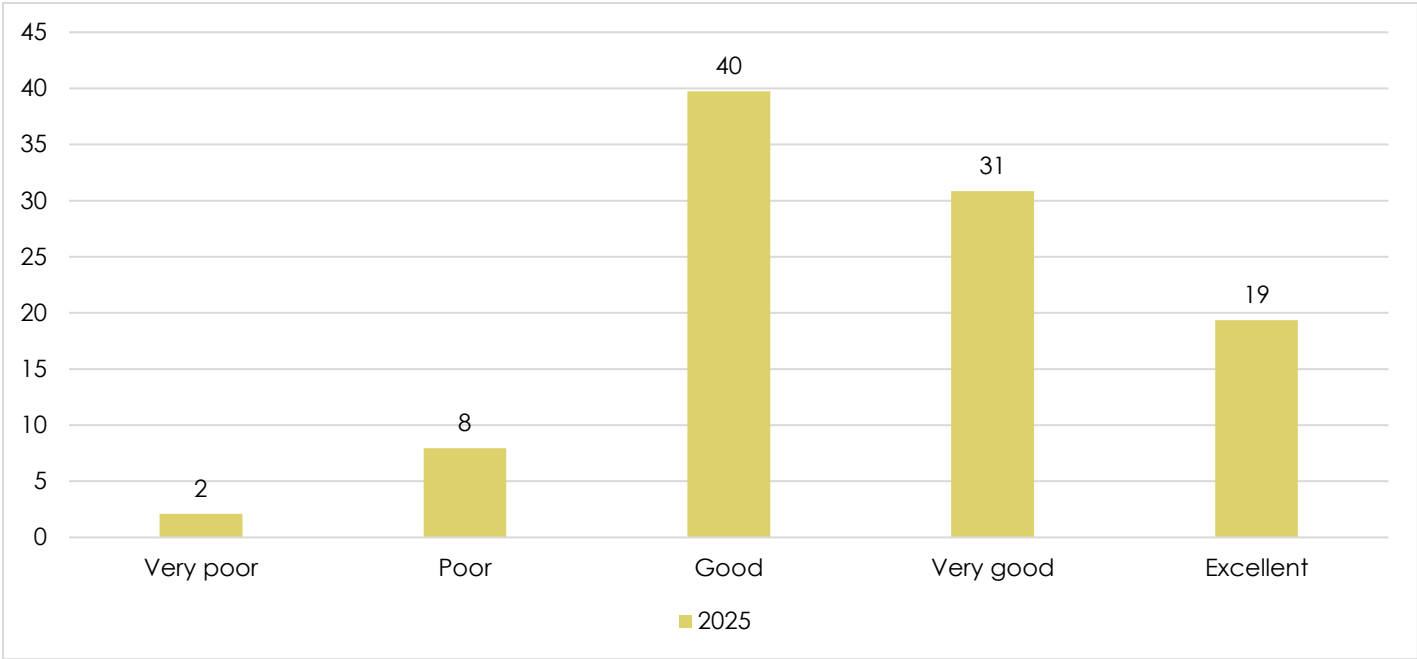


Figure 44: Have you recently reported a complaint to your private bank? (%)

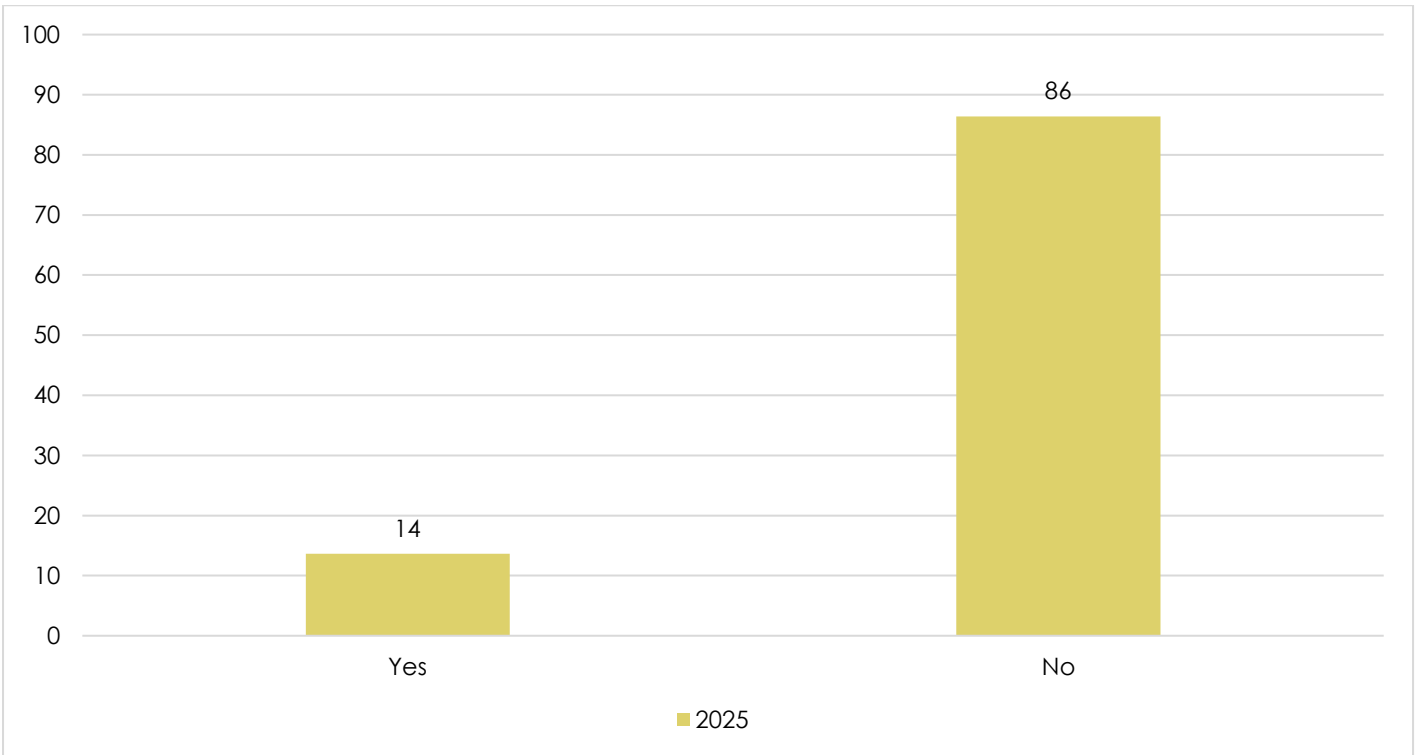


Figure 45: How satisfied were you with the resolution of your complaint? (%)

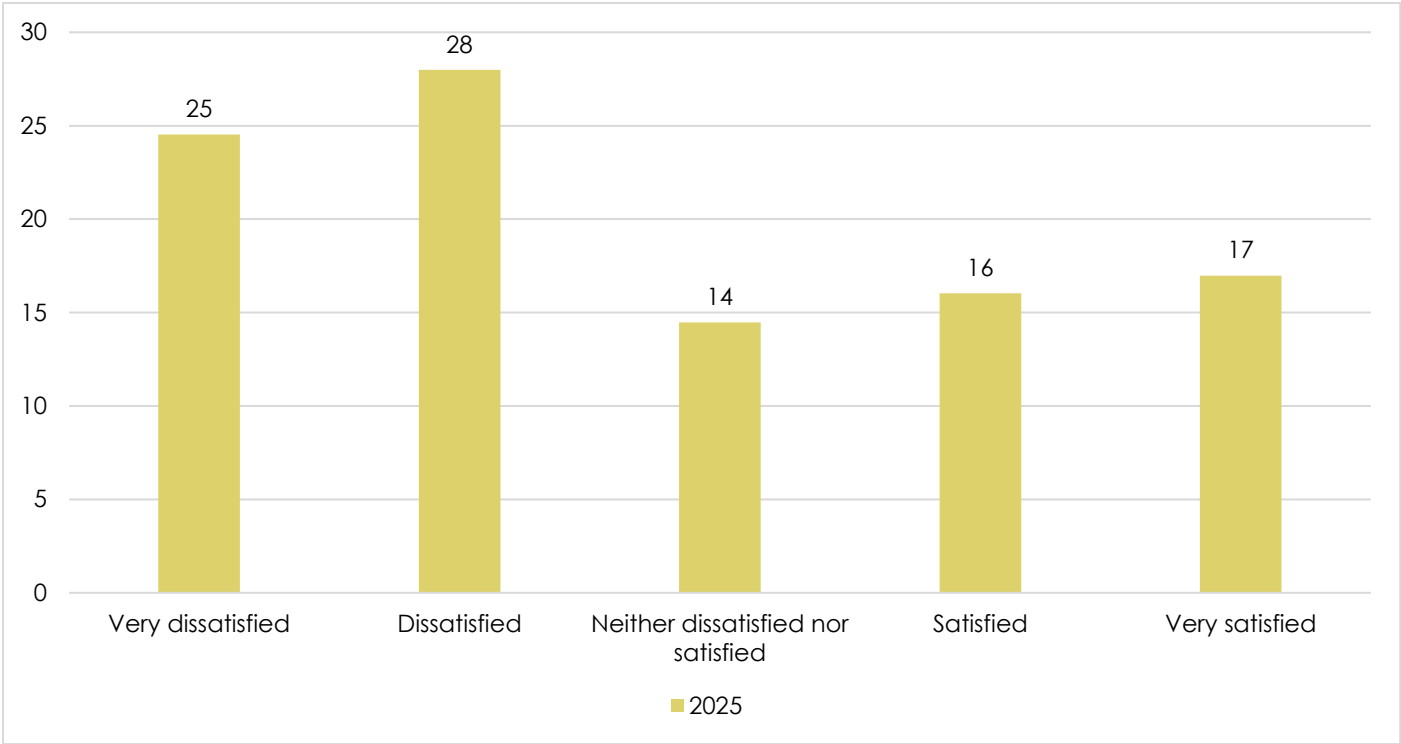


Figure 46: How likely would you be to recommend your private bank to others? (%)

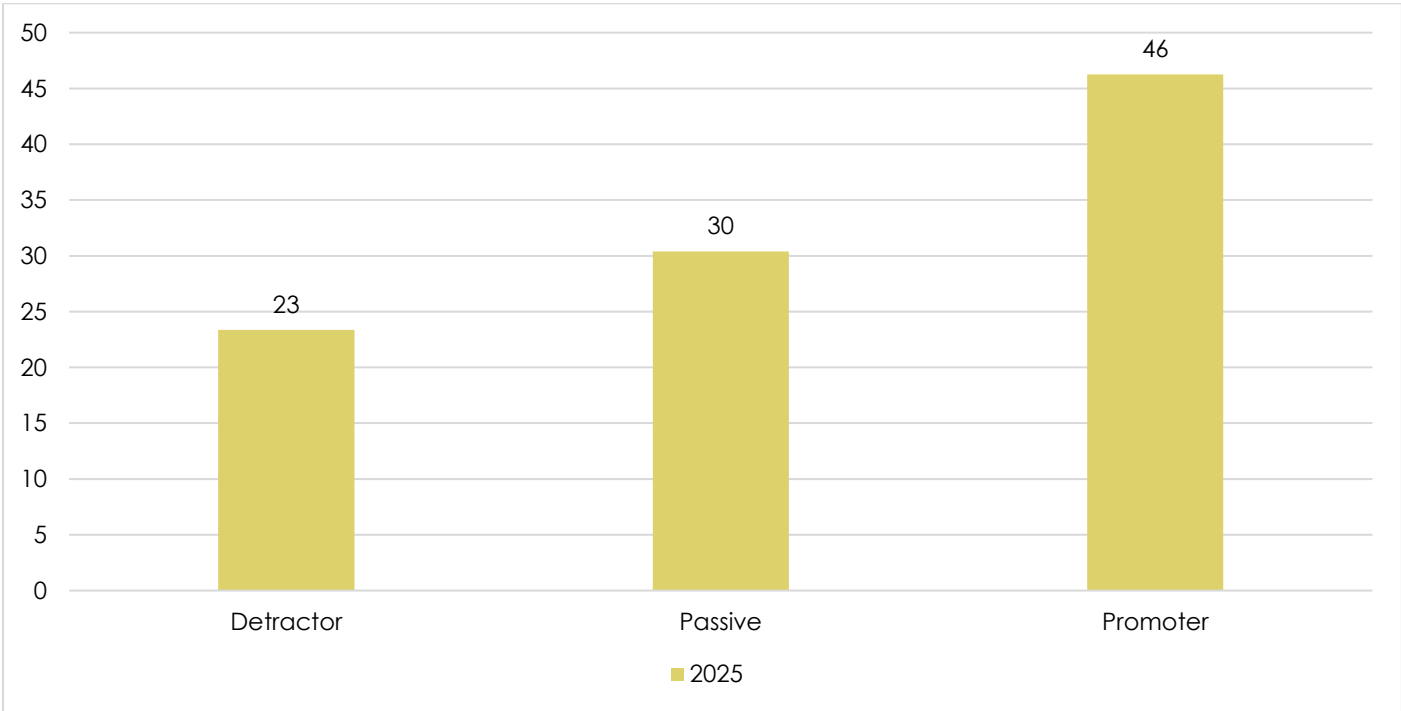
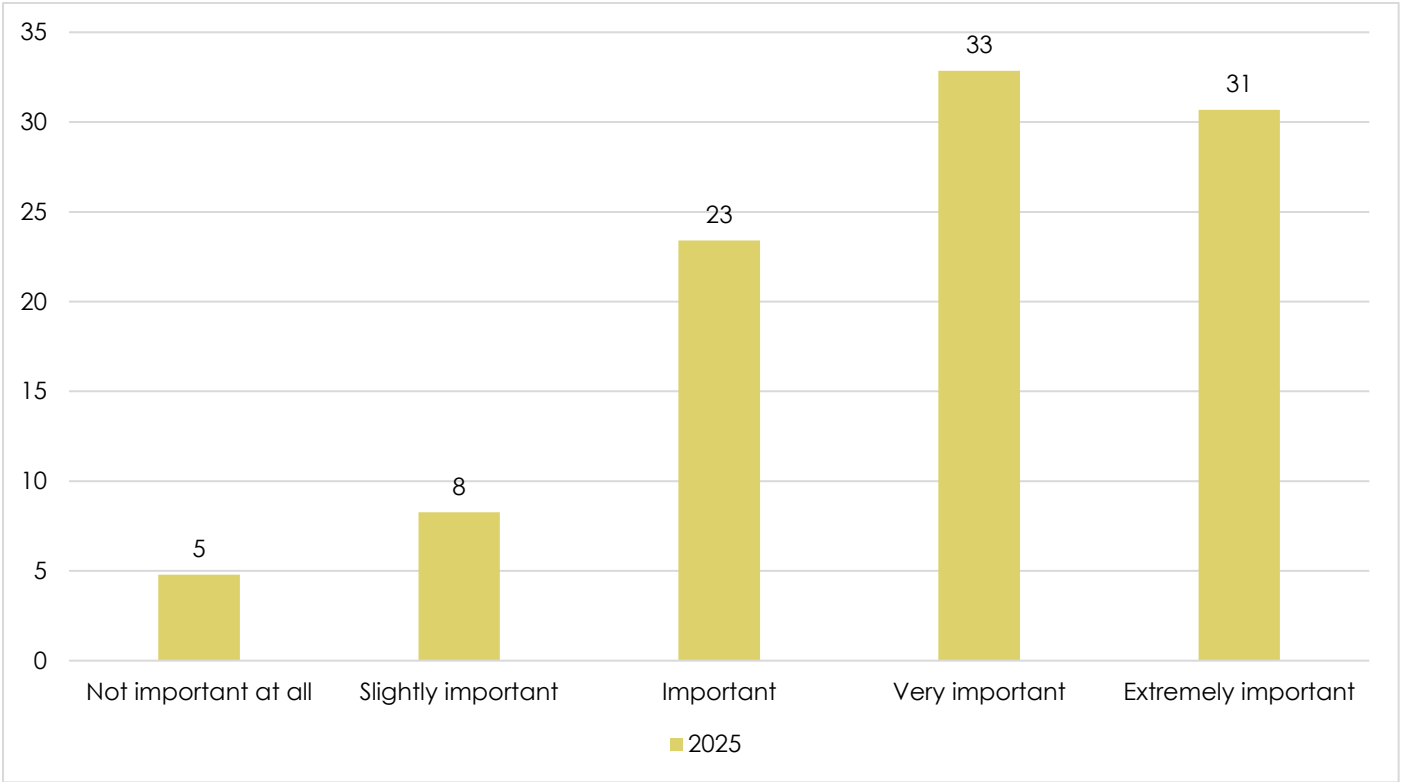


Figure 47: How important are your private bank's sustainable banking and finance practices to you? (%)



## METHODOLOGY

The Top Private Banks and Wealth Managers survey is researched and prepared by Krutham, a specialist financial services research house.

This is the 14<sup>th</sup> anniversary of the survey which we develop every year to ensure that it best reflects the dynamics of the wealth management and private banking sectors and that we are delivering a product that meets the needs of clients who make use of such firms.

### **Format**

The survey has two main prongs: a questionnaire completed by participating firms and a comprehensive online client survey. Krutham judges allocate points to the firms in certain categories, but client rankings generally contribute the most to the overall scores.

The questions we ask clients are wide-ranging and are designed to assess the different strengths and weaknesses of the private banks and wealth managers. The main areas of focus, though, are on satisfaction levels with products and services as well as with investment returns, whether clients believe they are getting value for money and whether clients would recommend their service providers to others. We also ask questions relating to why clients use private banks and wealth managers and whether their specific needs are being met. Clients add comments on aspects not covered by our multiple-choice format of questions. Here we receive some valuable insights that are used to inform the judging process.

All firms respond to one case study while those that participate at the top end of the spectrum, the wealthy family archetype, respond to another case study specific designed for that archetype.

This year 5,727 clients of private banks and wealth managers participated in the online survey.

### **Judging**

In terms of the overall judging, it is understood that firms have different areas of focus. Thus, in the minds of those running the survey, the individual archetype winners are at least as important as the overall awards. If a firm is the best in the industry in its specific area of focus and does not pretend to be all things to all people, it deserves recognition for that area of excellence. If a firm does not compete in a particular market segment, it is not penalised for not having an offering for that archetype.

There are two individual awards, the Top Relationship Manager of the Year for wealth management and Top Private Banker for private banking, chosen from nominations and ratings from clients.

### **Awards**

There are two overall awards, one for big firms that are part of a larger financial institution and a separate one for boutique operators. The top firm in each archetype is also honoured. The awards are:

**Top Wealth Manager:** Large Institutions

**Top Wealth Manager:** Boutiques

**Archetype awards for wealth management and private banking:** Lump-sum investor, young professional; entrepreneur; executive; retiree and wealthy family

**Top Private Bank**

**People's Choice:** Wealth Managers

**People's Choice:** Private Banks

**Top Relationship Manager**

**Top Private Banker**

The table below summarises the mix of methodologies used to score firms for the awards:

Award name		Methodology mix		
		Clients' votes	Judges' subjective assessments	Peer ratings
1	<b>Top Wealth Manager of the Year:</b> Large Financial Institutions	60%	40%	
2	<b>Top Wealth Manager of the Year:</b> Boutique Firms	60%	40%	
3	<b>Top Private Bank</b>	60%	40%	
4	<b>Lump-sum investor</b>	90%		10%
5	<b>Young professional</b>	90%		10%
6	<b>Entrepreneur</b>	90%		10%
7	<b>Executive</b>	90%		10%
8	<b>Retiree</b>	90%		10%
9	<b>Wealthy family</b>		100%	
10	<b>People's Choice Awards (one for private banks and one for wealth managers)</b>	100%		
11	<b>Top Individual Relationship Manager</b>	100%		
10	<b>Top Private Banker (individual)</b>	100%		

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### Find out more

Krutham produces detailed reports on the performance of individual private banks and wealth managers based on the client feedback we have collected. If you would like to commission such a report, please contact Thembi Baloyi at [tbaloyi@krutham.co.za](mailto:tbaloyi@krutham.co.za).

### Give us feedback

We would like to know what you think of the Private Banks & Wealth Managers survey process. If you have any thoughts or feedback, please email Thembi Baloyi at [tbaloyi@krutham.co.za](mailto:tbaloyi@krutham.co.za).

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