HSBC Modern Wealth Global Datasheet

This document provides an overview of new research, commissioned by HSBC and conducted by Ipsos, which surveyed 9,993 affluent and high-net-worth (HNW) investors across 10 global markets, including mainland China, Hong Kong, India, Malaysia, Mexico, Singapore, Taiwan, the UAE, the UK and the US.

- Affluent investors are defined as those with a minimum of USD 100,000 in investable assets, and High-Net-Worth (HNW) investors as those with a minimum of USD 2,000,000.
- Survey Period: 6 January – 6 February 2026.

All figures in this document represent global averages unless stated otherwise.

Current approach to long-term financial planning

Planning for a hybrid future, including non-linear, multi-stage lives approaching milestones with flexibility to adapt to unexpected change.	**62%**
Planning around a sequence of traditional milestones (e.g., buying a home, education, retirement)	**29%**
React to financial needs as they occur rather than following a formal long-term plan	**9%**

Average number of major life stages currently being financed

Average number of life stages currently being financed	**2.5**

Average number of major life stages currently being financed by generation

Gen Z	**2.2**
Millennials	**2.8**
Gen X	**2.6**
Baby Boomers	**2.3**

Average number of major life stages currently being financed by market

Market									
CN	*HK*	*India*	*MY*	*MX*	*SG*	*TW*	*UAE*	*UK*	*US*
2.7	**2.5**	**3.5**	**2.7**	**2.7**	**2.2**	**2.8**	**2.7**	**2.0**	**2.1**

Most common major life stages currently being financed

Personal and professional reinvention	**52%**
Supporting the next generation(s)	**38%**

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Retirement planning	**38%**

Most common major life stages currently being financially supported by generation

	Gen Z	Millennials	Gen X	Baby Boomers
1	Personal & Professional Reinvention (66%)	Personal & Professional Reinvention (59%)	Supporting the Next Generation(s) (51%)	Supporting the Next Generation(s) (51%)
2	Major Life Purchases & Transitions (44%)	Major Life Purchases & Transitions (40%)	Personal & Professional Reinvention (46%)	Retirement planning (42%)
3	Supporting the Previous Generation (22%)	Supporting the Next Generation(s) (38%)	Retirement planning (43%)	Personal & Professional Reinvention (40%)

Most common tools, guidance or support needed for navigating a multi-stage life

Wealth products and services that are flexible and adaptable to multiple needs	**82%**
Access to expert guidance and specialist support to help navigate a non-linear life.	**75%**

To plan with confidence, respondents cite the need for

Flexible financial plans that can adapt quickly to unexpected changes or new opportunities.	**35%**
Investment products that provide liquidity and flexibility without sacrificing long-term growth potential.	**33%**
A financial advisor / relationship manager who understands non-linear, multi-stage life planning.	**30%**

Most common current or planned retirement models

Phased or "Winding-Down": Plan to gradually reduce work hours or responsibilities over several years, easing into full retirement	**35%**
"Portfolio" or "Encore Career": Don't plan to stop working in a formal sense, but rather transition from a primary career into a portfolio of advisory roles, board seats, or passion projects	**26%**
Traditional "Full-Stop": Plan to stop working completely at a specific age to focus on leisure and personal interests	**21%**
Cyclical or "Mini-Retirement": A clean career break from a job, for a few months / years, to travel, spend quality time with family, pursue hobbies or develop new skills. An intentional pause that is different from a sabbatical and can lead to life changes like a new career path or approach to life.	**11%**
Already Retired: Already fully retired and no longer working for an income	**8%**

Savings needed to feel comfortable and secured in retirement (in USD millions)

Average	**$1.95M**
Mass affluent average (minimum of USD 100,000 in investable assets)	**$1.26M (+20% YoY)**
USD 100,000 – 250,000	**$0.98M (+21% YoY)**

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USD 250,000 – 500,000	**$1.16M (+16% YoY)**
USD 500,000 – 1,000.000	**$1.30M (+3% YoY)**
USD 1,000,000 – 2,000,000	**$1.86M (+44% YoY)**
USD 2,000,000 +	**$7.32M (N/A)**

Savings needed to feel comfortable and secured in retirement (in USD millions) for mass affluent, by market

	Market									
	CN	*HK*	*India*	*MY*	*MX*	*SG*	*TW*	*UAE*	*UK*	*US*
Retirement savings in USD millions	**1.31**	**1.19**	**0.42**	**1.07**	**0.55**	**1.70**	**1.06**	**1.62**	**1.52**	**1.97**
% increase YoY	**20%**	**7%**	**6%**	**9%**	**13%**	**22%**	**4%**	**39%**	**35%**	**26%**

Percentage of retirement savings goal that has been saved so far

Average	**49%**
Less than 25%	**22%**
25% - 49%	**29%**
50% - 74%	**25%**
75% or more	**17%**
I am not sure / Prefer not to say	**7%**

Savings needed to feel comfortable and secure in retirement (in USD millions), by gender

Men in USD millions	**$2.19M**
Women in USD millions	**$1.66M**

Impact of longevity on legacy

Caused changes in spending and gifting	**80%**
Caused changes in legacy strategy	**65%**
Has not significantly changed my plans	**9%**

Impact of longevity on changing approach to legacy strategy, by generation

Gen Z	**73%**
Millennials	**71%**
Gen X	**61%**
Baby Boomers	**59%**

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Impact of longevity on changes in spending and gifting

Saved more to cover potential future needs, such as long-term healthcare, which may impact the final legacy amount	**37%**
Decided to spend more on lifestyle (health, fitness, values)	**30%**
Passed on wealth during lifetime (e.g., through gifts) when heirs may need it most	**30%**
Spent more on experiences (travel, passion projects, adventure)	**29%**
Became more cautious about how far wealth needs to stretch	**28%**

Benefactors most common hopes for what financial legacy will enable for heirs / beneficiaries

Provides foundational Security	**69%**
Provides opportunity & growth	**62%**
Lifestyle and freedom	**38%**
Wellbeing and purpose	**32%**

Most common primary uses for a significant inheritance

Supporting others & legacy	**57%**
Lifestyle & personal goals	**56%**
Investing for the future	**54%**
Strengthening financial foundations	**43%**

Most common hopes for what financial legacy will enable for heirs (by generation)

	Gen Z	Millennials	Gen X	Baby Boomers
1	Opportunity & Growth (69%)	Opportunity & Growth (68%)	Foundational Security (70%)	Foundational Security (71%)
2	Foundational Security (65%)	Foundational Security (66%)	Opportunity & Growth (59%)	Opportunity & Growth (57%)
3	Lifestyle & Freedom (41%)	Lifestyle & Freedom (41%)	Lifestyle & Freedom (36%)	Lifestyle & Freedom (38%)

Most common primary uses for a significant inheritance (by generation)

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	Gen Z	Millennials	Gen X	Baby Boomers
1	Supporting others & legacy (59%)	Supporting others & legacy (58%)	Lifestyle & Personal Goals (59%)	Lifestyle & Personal Goals (59%)
2	Lifestyle & Personal Goals (56%)	Lifestyle & Personal Goals (54%)	Supporting others & legacy (52%)	Investing for the Future (56%)
3	Investing for the Future (53%)	Investing for the Future (54%)	Investing for the Future (51%)	Supporting others & legacy (50%)

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