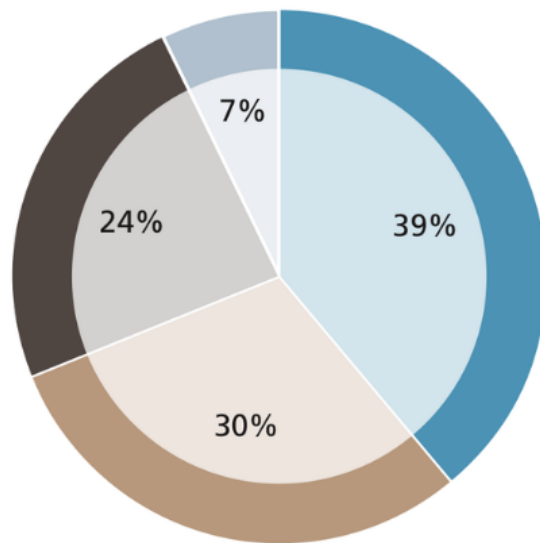


Millennials – the global guardians of capital



Millennials' definition of success

Question: "How do you define success? How do you know that you have arrived—what are the hallmarks of success? Please select your top three."



■ Emotional

- Having a happy family (45%)
- Having a deeply meaningful relationship with my spouse/partner (37%)
- Staying true to the values I believe in (18%)
- Leading a calm, simple life with people who care about me (17%)

■ Financial

- Having financial freedom (48%)
- Being able to provide for future generations of my family (15%)
- Being well-compensated for what I do (14%)
- Owning things I aspired to have, e.g., art, second home, boat, etc. (12%)

■ Experiential

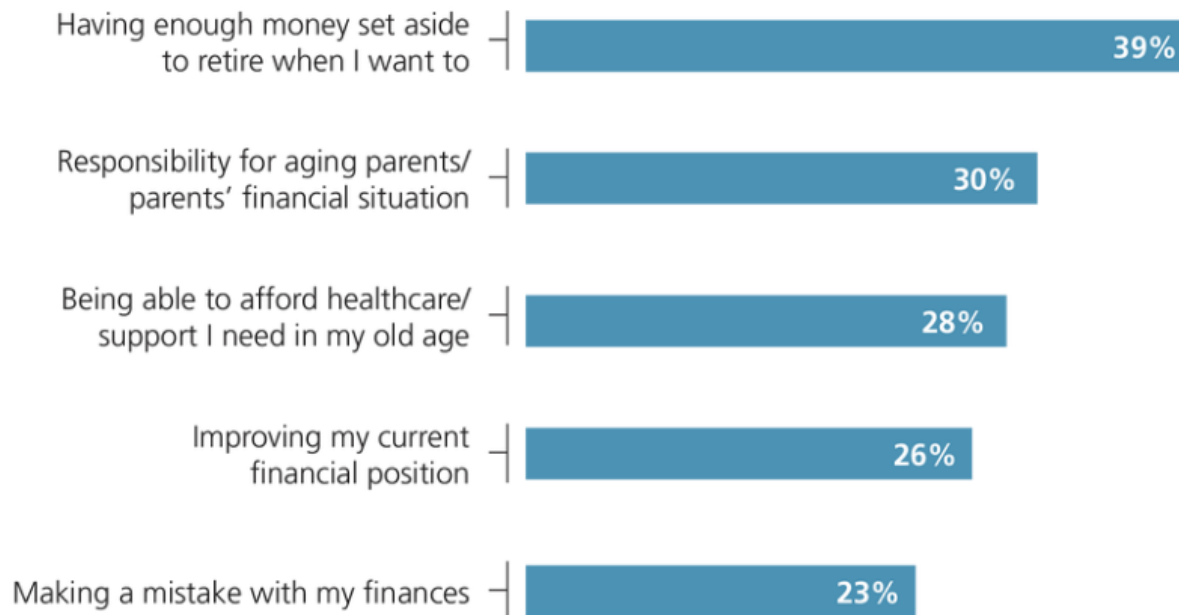
- Living a full life with a wide variety of experiences (37%)
- Enjoying the work I do (29%)
- Being someone people seek out for my advice/opinions (4%)
- Knowing interesting, creative people (2%)

■ Achievement

- Achieving more than my parents or my peers (7%)
- Reaching a very senior job position, e.g., C-Suite (7%)
- Owning my own business (5%)
- Being able to give significantly to charity (3%)

Millennials' financial worries

Question: "How worried are you about each of the following regarding your personal finances?" (Percentages represent those "highly worried.")



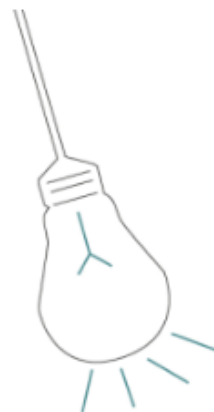
Technology is impacting expectations and behaviors



9 out of 10
millennials check
their phone within
15 minutes
of waking up.

Source: Deloitte, 2015 edition of Insights

Using private wealth for public good is a rising demand



87%
of millennials believe
corporate success is
not only financial.

Source: Deloitte's 2016 survey of "millennials"