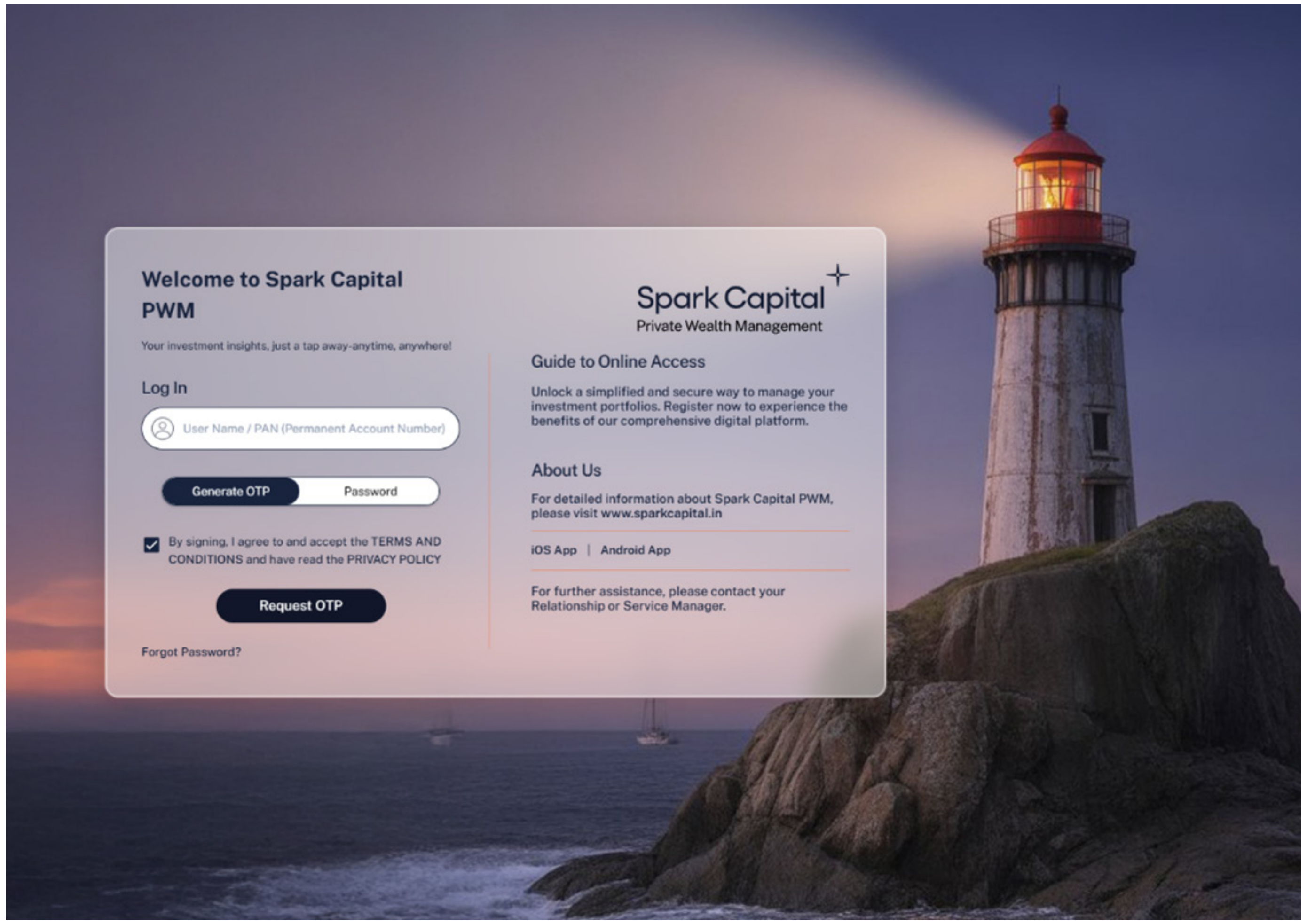


THE FUTURE OF WEALTH TECHNOLOGY

Where Technology Becomes Trust

Digital innovation is transforming how India's wealthiest families manage their fortunes. Spark Capital PWM has built an ecosystem that pairs institutional-grade intelligence with the intimacy of a family office and rewritten the economics of private banking in the process.

Why The Back Office Matters More Than Ever

For decades, private banking has been built around relationships, discretion and the confidence clients place in their advisors. Technology was largely seen as a support function, working quietly in the back office. That is changing. As India's wealth base grows and the next generation of clients becomes more digitally comfortable, expectations are changing too. Clients want quicker access to information, smoother transactions and a more responsive experience from their wealth managers.

This puts the back office at the centre of the client experience. It is the engine that keeps the entire wealth management system moving — from onboarding and reporting to data management, transactions and day-to-day execution. As portfolios and client needs become more complex, a strong back-office setup allows advisors to spend less time on processes and more time with clients. Technology, therefore, is not replacing the relationship; it is making the relationship more effective.

ENGINEERING GROWTH

Few firms illustrate this better than Spark Capital PWM. Since launching its integrated digital ecosystem in 2022, the firm has grown assets under management more than twelvefold, from around INR 3,000 crore in early 2023 to INR 51,000 crore by the end of August 2026 while extending to 13 Indian cities and an international office at Dubai's DIFC. Today it serves more than 6,140 families through a team of over 450 professionals, on a platform built around a demanding conviction: that ultra-high-net-worth families deserve institutional-grade advisory delivered with consumer-grade simplicity, without ever surrendering the human relationship at the heart of private banking.

The experience begins with onboarding that once took a week and now takes minutes. Aadhaar-based eKYC, AI-driven document verification, biometric authentication, and digital signatures activate a new client in under ten minutes, a 95% reduction that removes one of the industry's most stubborn frictions. From there, the platform delivers something even single-family offices rarely achieve: a daily, consolidated view across every custodian and external portfolio manager, so families see their entire financial picture in one place, in real time rather than weeks in arrears.

Sophisticated analytics benchmark every portfolio while a mobile-first platform brings sub-second trade executions. A personalisation engine tailors insights to each family's goals, helping drive digital adoption rates and client satisfaction scores.

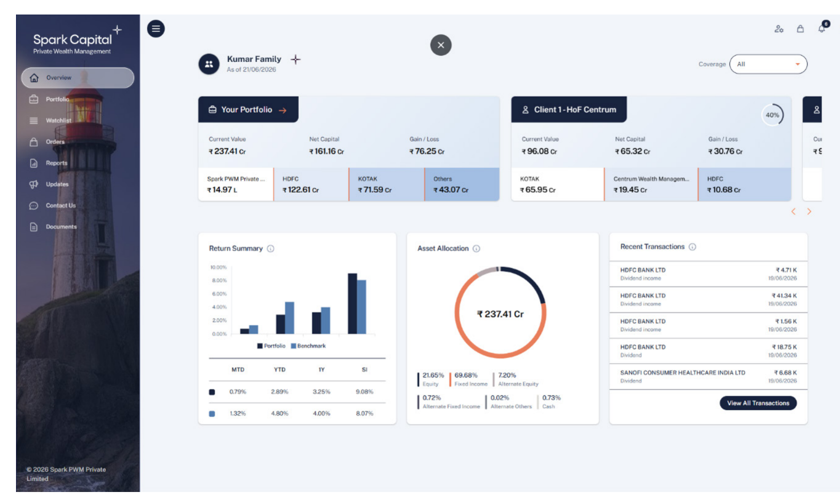
"Technology in wealth management is no longer a back-office function — it is the foundation of trust. Our clients expect total transparency and instant access, but they equally value the judgment of an experienced advisor. We built our ecosystem to deliver both: the rigour of an institution with the intimacy of a family office. The point was never to replace the relationship manager, but to make every relationship more informed and more valuable."
ARPITA VINAY · Senior Managing Director & CEO, Spark Capital PWM

THE HYBRID ADVANTAGE

Crucially, Spark Capital PWM has resisted the temptation to force a choice between the digital and the personal. Where some competitors chase pure robo-advisory and others cling to relationship-only models, the firm has built a hybrid that captures the strengths of both. Automation now handles execution, monitoring, and routine servicing; relationship managers, freed from administration, have become 25% more productive and spend their time on advice, strategy, and stewardship.

The commercial impact has been just as striking. Consolidated visibility has encouraged families to centralise their assets, lifting wallet consolidation by 40%, while the platform processes tens of thousands of transactions each month at 99.99% uptime, with zero platform-related client complaints. Digital excellence, here, is not a marketing veneer but a genuine engine of growth.

"When we reimagined the client journey, we started with the friction — onboarding that took a week, reporting that arrived late, and fragmented portfolio information that made it difficult to get a single view. Today, a family is onboarded in under ten minutes, can access portfolio information on demand based on its requirements, and can transact from a phone in seconds. What matters most is that this scale hasn't diluted service — our advisors are more effective precisely because technology now handles everything that isn't the relationship."
ANIMESH RAIZADA · Managing Director & Chief Operating Officer, Spark Capital PWM



THE ROAD AHEAD

The firm shows little sign of slowing. Its 2026–27 roadmap includes a unified Digital Super App spanning wealth advisory, portfolio management, and broking; AI-assisted monitoring that detects portfolio drift and recommends rebalancing in real time; a family governance dashboard for succession planning; and an ESG intelligence layer offering real-time sustainability scoring. Yet for all its ambition, the firm's guiding principle remains strikingly human: that the most powerful role of technology is not to automate the relationship away, but to make it richer, faster, and more transparent. As wealth passes to a new generation, that may prove the most durable advantage of all.