

# Legacy Growth Insights



**From Dynasties to Digital: How Indian Promoters Are Setting Up Modern Family Offices**

## THE SHIFT

In the stately boardrooms of India Inc., a quiet revolution is taking shape—one that’s fundamentally reshaping how wealth is managed, preserved, and passed on across generations. Historically anchored in instinct, tradition, and a close circle of trusted accountants and advisors, Indian promoter families are now adopting a more structured and institutional approach: A modern “family office”.

The shift in focus is from money management to legacy creation, professionalisation, and aligning traditional values with new-gen aspirations and ambitions.

## THE INDIAN PROMOTER : FROM BUSINESS TO LEGACY

Founders and promoters who are first-generation wealth creators or custodians of traditional family wealth have hitherto not focused on the business enterprise and personal wealth as separate entities. Furthermore, decision-making was influenced by age and prone to nepotism, relying heavily on intuition and tightly controlled by a select few from the incumbent generation.

Formal succession planning was rare, and estate plans that were made were largely reactive to a sudden demise or panic-stricken disputes emerging within the family.

With the increased size and complexity of both the family and wealth, the old practice is giving way to a more deliberate and thoughtful structure for both ownership and governance.

## THE TRIGGER

The shift toward structured modern family offices is not incidental—it is triggered by a convergence of macroeconomic events, evolving family dynamics, and regulatory complexity.

The following are the key triggers:

- **Special Events & Windfalls**

IPOs, strategic business exits, and private equity buyouts have resulted in significant liquidity outside the core operating business, making families not just asset-rich but also cash-rich with surplus funds and liquidity. Business families are now sitting on substantial personal capital, requiring a more agile and robust structure for their effective management.

- **Globalisation of the Family Unit**

With children studying or settling abroad and businesses expanding beyond borders, family wealth now spans jurisdictions, bringing along cross-border estate complexities and risks. Only a family office can ensure regulatory coherence across borders while optimising for taxes and cash flows.

- **Generational Transition**

As the New Generation and Millennials begin to participate in business and wealth decisions, there is a growing demand for greater participation, transparency, and decentralised governance models. Many families struggle with dysfunctional communication, particularly around sensitive yet strategic matters such as

succession, ownership, and roles. A modern family office goes beyond merely managing wealth; it focuses on fostering alignment. It provides the structure, facilitation, and continuity that families need to remain united across generations.

- **Increasing Tax & Regulatory Complexity**

Rising tax and regulatory complexity is not just a compliance burden – it is a strategic risk. Families today need a modern family office not just to preserve wealth, but to navigate an increasingly intricate legal and global landscape with confidence and foresight

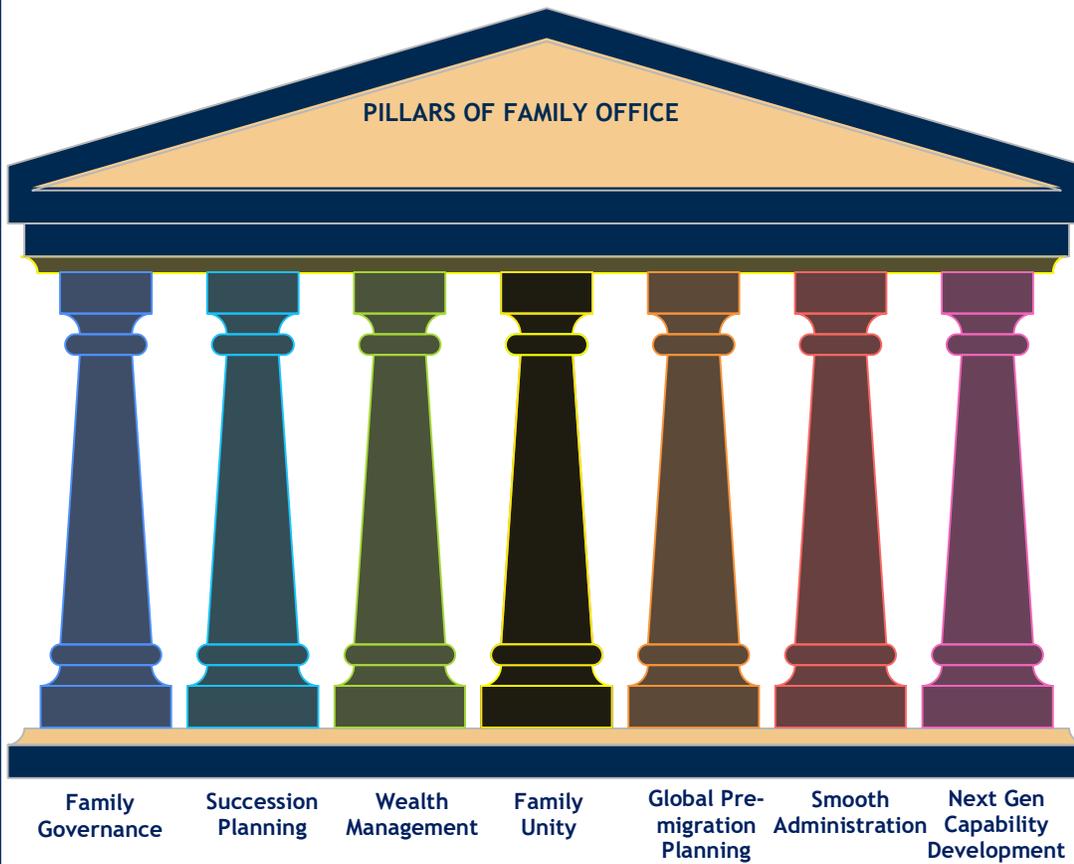
- **Philanthropy & Impact Strategy**

Philanthropy today is not just about giving – it is about creating lasting impact with intention and structure. Families seeking to go beyond wealth need a modern family office to align values, measure outcomes, and ensure legacy with purpose

## MODERN FAMILY OFFICE BLUEPRINT

Family offices typically follow either a **single-family** or **multi-family**, or a **hybrid model**, but the essence is that the structure is formalised based on the unique needs of each family and well-documented so that there is a common reference point for all members and their advisors

Key 7 pillars of modern family offices are:



A modern family office offers the architecture owners need to build enduring legacies.

As Indian business families evolve, the family office structure is no longer a choice - it's a strategic necessity.

India | North America | UAE | USA | Singapore | UK

## *Fostering Legacy & Ushering Growth*

### **About Us:**

Legacy Growth is a multi-family office advisory firm with offices in India, North America, the UAE and network partners in Singapore, the USA, and the UK.

**For more info, visit [www.legacygrowth.com](http://www.legacygrowth.com)**

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