

SOLUTIONS FOR EUROPEAN DISTRIBUTORS



The wealth management magazine of the Financial Times Group

2004

EDITORIAL FOCUS

Professional Wealth Management reports on the trends and issues shaping the European fund distribution market on a monthly basis.

The magazine is read by the individuals who form the 'fund selection' panel at private, regional, and retail banks, as well as brokers, family offices, and individuals who advise high and ultra-high net worth investors.

Every issue of PWM aims to provide the readers with information on:

Market Trends

Products and services

Asset Class information

Distribution methods

Investment Strategies

Asset Allocation Strategies

Markets and Regions



The 'core focus' of the title is the trend of banks and financial intermediaries increasingly distributing non-proprietary funds.

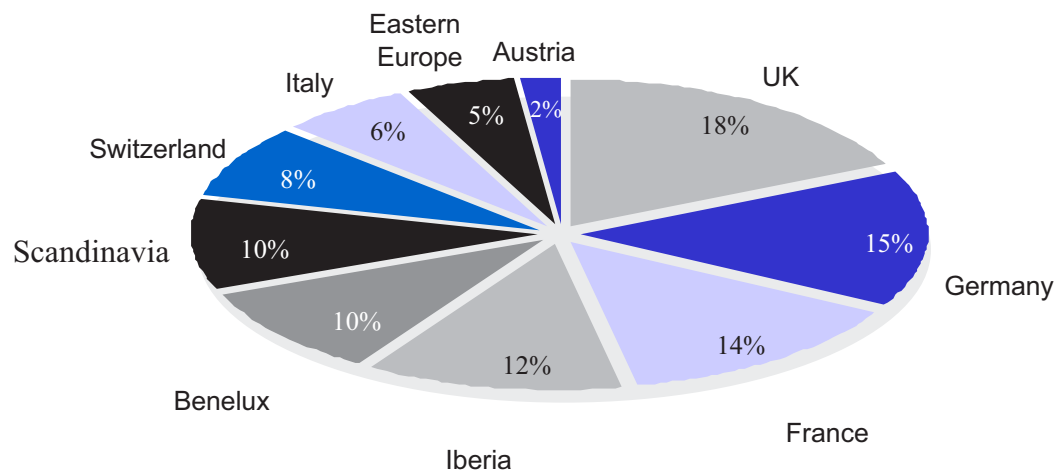
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The readers of PWM, by job function, are as follows (all at private, retail and regional banks, family offices, brokers, insurers, fund supermarkets, and in the UK, fee based IFAs).

- The individuals who form the ‘fund selection panel’
- The ‘product and fund structurers’.
- Advisers of high and ultra high net worth individuals.

The graph below demonstrates the distribution by country throughout Europe.

The total circulation is 15,000. (ABC registration approved 14/10/03).



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