

SEVENTH ANNUAL



WealthBriefing **MENA** AWARDS **2020**

SHOWCASING THE BEST IN THE INDUSTRY



INFORMATION PACK

OVERVIEW

"Lombard Odier guests really enjoyed the organisation of the event and the quality of attendees. It was most interesting as well."



Introduction

A warm welcome to the *WealthBriefing* MENA Awards 2020. Nominations are now open and we look forward to seeing old and new faces taking part in this prestigious event.

For those new to the awards, the categories are focused around three main areas:

- **Experts** (individuals and teams)
- **Products**
- **Services** for wealth managers and clients/institutions of all sizes and types

As in previous years, **independence, integrity** and **genuine insight** will be the watchwords of the judging process and will be conducted by an expert panel drawn from both private banks and trusted advisors/consultants to the sector.

To avoid any conflict of interest we have two judging panels. One panel of bankers who judge the trusted advisor categories. Another panel of trusted advisors who are responsible for judging the banking categories.

Winning an *WealthBriefing* MENA Award sets organisations and individuals apart from their peers and is a tangible demonstration that they have something special to offer, rewarding achievement and showcasing top class performance and innovation.

We very much hope you take part and look forward to seeing you at the 2020 awards ceremony.

Venue

Dusit Thani Hotel - Dubai
133, Sheikh Zayed Road, 23335, Dubai

Key dates for the diary

Nominations close	3 September 2020 (at midnight)
Winners notified*	20 September 2020 *public announcement at the ceremony
Awards ceremony	9 November 2020 (from 7.00pm)

How to enter

- Click on <https://clearviewpublishing.com/events/the-seventh-wealthbriefing-mena-region-awards-2020/>
- Click on the categories tab – located on the LH side
- Fill in the online form with your details
- Select the categories you wish to enter
- Press submit

Once the form is submitted, you will automatically receive a confirmation email with a link to the awards questionnaire. Please follow the instructions on page 2 of the questionnaire, then complete your submissions by the closing date.

JUDGES PANEL

Judging Process

There are two judging panels for the awards. A panel of trusted advisors who will be responsible for judging the private banking categories. A second panel of private bankers will judge the trusted advisor categories. This is to ensure that commercially sensitive information is kept confidential and to avoid conflicts of interest.



LAURENCE BLACK
Regional Director, Client
Solutions, MENA
Asiaciti Trust Group



DEEPAK MALHOTRA
Chief Executive Officer
Mayfair Private

*"It was a truly
magnificent evening,
and a triumph for all
concerned."*



SABILA DIN
Chief Executive
& Founder
Din Consultants



YANN MRAZEK
Managing Partner
M/HQ



ISMAEL HAJJAR
Director, MENA Private
Client Services
EY Middle East, Dubai



MARCO ROBBERTSEN
CEO & Market Head
Middle East
Banque Internationale
a Luxembourg (BIL)



**JACQUES-ANTOINE
LECOINTRE**
Managing Director, COO
Middle East & Africa
BNP Paribas Wealth
Management



DIPALI MALDONADO
Senior Counsel, Private
Client Services
Chairman's Office
DIFC, Dubai - UAE
Al Tamimi

JUDGES PANEL

Judging Process

There are two judging panels for the awards. A panel of trusted advisors who will be responsible for judging the private banking categories. A second panel of private bankers will judge the trusted advisor categories. This is to ensure that commercially sensitive information is kept confidential and to avoid conflicts of interest.



MANNAN ADENWALLA
Managing Director
LGT Bank (Middle East)



GEORGES KHOUEIRI
SEO
AGC Equity Partners

"Thanks for a great event... It was well attended and superbly run."



ALAIN BARON
Limited Partner -
Head of MENA
Mirabaud & Cie SA



MARTIN LIEBI
Deputy CEO, Head of
Private Banking
Edmond de Rothschild
Group



PATRICK CROWLEY
Director
Deutsche Bank Wealth
Management



LUDOVIC PERNOT
Head of Private Banking
Middle East
Liechtensteinische
Landesbank



GARY DUGAN
CEO of The Global CIO
Office and of Asset
Manager
Purple Asset
Management



CRAIG ROBERTS
Regional Managing
Director
MENA with The Apex
Group



SEBASTIAN GRAEWERT
Chief Representative
Officer, MENA & Asia
The Mauritius
Commercial Bank



BRUCE WEATHERILL
Chief Executive
Weatherill Consulting



JOHN HANAFIN
CEO
Huriya Private



DANIEL WILLIAMS
Investment Director
Arbuthnot Latham



QUESTIONS & GUIDELINES

The *WealthBriefing* MENA Awards will be assessed on innovation and excellence achieved in 2019, as recognised by the wealth management industry.

Please read the important information below.

Key acronyms

HNW	High-net worth
UHNW	Ultra-high-net worth
AuM	Assets under management
AuA	Assets under advisement
CSR	Corporate, social responsibility
TER	Total expense ratio
IFC	International finance center

Questions Applicable to Companies

- In no more than 250 words, please explain what you do as a business.
- In no more than 500 words, please explain why your organisation should win the award entered.
- In no more than 250 words please provide key metrics of your organisation (AuM, staffing, revenues, type of coverage, product/service offerings and any other metrics dependent on the category you have entered).
- Confirm a regulatory clean bill of health. This should be a simple yes or no.

For the two thought leadership categories, please include the piece of thought leadership.

Questions Applicable to Individual or Leadership Categories

- In no more than 1000 words, please explain what you do within your business and explain why you should win the award entered.
- Where applicable for thought leadership categories, please include a piece of original thought leadership.

General Guidance

- Please use the form provided to complete your submission.
- Please do not include a front cover.
- Graphics can be included but should be done so judiciously and to illustrate a specific point.
- No links to marketing material are required.
- All entries must be submitted in PDF format in portrait style using the form provided.
- Powerpoint and video attachments are allowed only if presented in separate category-specific files and up to 10mb in size.
- Only one attachment is allowed per category submission.
- When you save the document please ensure you display the award category name first followed by your organisation name e.g. **Legal Team – White & Co.** (Please do not use our name or the name of the awards in naming your submission document.)
- Please submit your nomination to our MENA Awards team: submissions@clearviewpublishing.com and rachel.fokes@clearviewpublishing.com
- Deadline - Midnight UK time, 3 September 2020

CATEGORIES & CRITERIA

Banking Categories - MENA

BEST OVERALL MENA PRIVATE BANK

Awarded to: Best private bank servicing the MENA region

BEST OVERALL INTERNATIONAL PRIVATE BANK (HQ OUTSIDE MENA REGION)

Awarded to: Best private bank servicing the MENA region with an HQ outside of the region.

BEST ASIA-BASED PRIVATE BANK ACTIVE IN MENA

Awarded to: Best private bank servicing the MENA region with an HQ in Asia.

BEST PRIVATE BANK SERVICING THE EXPAT UHNW COMMUNITY

Awarded to: Best private bank servicing the expat community within the MENA region.

BEST PRIVATE BANK SERVICING NRI/NRP CLIENTS

Awarded to: Best private bank servicing the NRI/NRP community within the MENA region.

MOST PROMISING NEW PRIVATE BANK PROPOSITION

Awarded to: Best new proposition offered by a private bank servicing the MENA region.

BEST PRIVATE BANK – CLIENT DIGITAL OFFERING

Awarded to: Best client digital offering by a private bank servicing the community within the MENA region.

BEST PRIVATE BANK – OVERALL CLIENT SERVICE

Awarded to: Best overall client service provided by a private bank within the MENA region.

BEST PRIVATE BANK – PHILANTHROPY OFFERING

Awarded to: Best philanthropy offering provided by a private bank within the MENA region.

BEST PRIVATE BANK – ESG OFFERING

Awarded to: Private bank offering the best demonstrable environmental, social and governance (ESG) policy within the MENA region.

BEST PRIVATE BANK – DISCRETIONARY FUND MANAGEMENT (DFM) OFFERING

Awarded to: Best discretionary fund management offering provided by a private bank within the MENA region.

BEST PRIVATE BANK – CREDIT PROVIDER

Awarded to: Best private bank credit provider within the MENA region.

BEST PRIVATE BANK – INVESTMENT MANAGEMENT PLATFORM

Awarded to: Best investment management platform provided by a private bank within the MENA region.

BEST BOUTIQUE PRIVATE BANK

Awarded to: Best boutique private bank within the MENA region.

BEST PURE PLAY PRIVATE BANK

Awarded to: Best pure play private bank within the MENA region.

BEST SHARIAH-COMPLIANT WEALTH MANAGEMENT OFFERING

Awarded to: Best Shariah-Compliant offering by a private bank within the MENA region.

BEST PRIVATE BANK CUSTOMER-FACING DIGITAL CAPABILITIES

Awarded to: Best customer-facing digital offering or mobile application by a private bank within the MENA region.

BEST PRIVATE BANK EXTERNAL ASSET MANAGER (EAM) PROPOSITION

Awarded to: Best external asset management proposition by a private bank within the MENA region.

BEST PRIVATE BANKING SERVICE FOCUSSED ON THE REQUIREMENTS OF UHNW WOMEN

Awarded to: Best overall private banking service or proposition for female UHNW clients or family matriarchs within the MENA region.

BEST IN-HOUSE LEGAL TEAM

Awarded to: Best private banking in-house legal team advising UHNW clients or families within the MENA region.

BEST PRIVATE BANK WEALTH PLANNING TEAM

Awarded to: Best wealth planning team advising UHNW clients or families within a private bank servicing the MENA region.

BEST PRIVATE BANK AFRICA TEAM

Awarded to: Best Africa team within a private bank servicing HNW African clients.

Individual Country Categories

BEST PRIVATE BANK SERVICING UNITED ARAB EMIRATES

Awarded to: Best private bank servicing HNW clients or families within the UAE.

BEST PRIVATE BANK SERVICING THE SULTANATE OF OMAN

Awarded to: Best private bank servicing HNW clients or families within Oman.

BEST PRIVATE BANK SERVICING THE KINGDOM OF SAUDI ARABIA

Awarded to: Best private bank servicing HNW clients or families within Saudi Arabia.

BEST PRIVATE BANK SERVICING THE KINGDOM OF BAHRAIN

Awarded to: Best private bank servicing HNW clients or families within Bahrain.

BEST PRIVATE BANK SERVICING THE STATE OF KUWAIT

Awarded to: Best private bank servicing UHNW clients or families within Kuwait.

Investment Categories – MENA

BEST OVERALL PRIVATE BANK INVESTMENT TEAM

Awarded to: Best private banking investment team servicing UHNW clients or families within the MENA region.

MOST INNOVATIVE INVESTMENT PROPOSITION BY A PRIVATE BANK

Awarded to: Private bank with the most innovative investment proposition within the MENA region.

CATEGORIES & CRITERIA

BEST INDEPENDENT WEALTH MANAGER OR EXTERNAL ASSET MANAGER (EAM)

Awarded to: Best independent wealth manager or external asset manager within the MENA region.

BEST MULTI-FAMILY OFFICE (MFO)

Awarded to: Best multi-family office within the MENA region.

Investment Management Categories - MENA

BEST OVERALL FUND MANAGER

Awarded to: Best overall fund manager based within the MENA region.

BEST FUND MANAGER - GLOBAL REACH

Awarded to: Best fund manager with a global client reach based within the MENA region.

BEST FUND MANAGER - REGIONAL REACH

Awarded to: Best MENA-based fund manager with a regional client reach.

BEST ETF PROVIDER

Awarded to: MENA-based wealth manager providing an exceptional ETF product or range of funds.

BEST REAL ESTATE INVESTMENT PROPOSITION OR SERVICE

Awarded to: MENA-based wealth manager providing an exceptional proposition or range of advisory services relating specifically to real estate investment.

BEST PRIVATE EQUITY OFFERING

Awarded to: MENA-based wealth manager providing an exceptional offering relating specifically to private equity investment.

BEST ALTERNATIVES OFFERING

Awarded to: MENA-based wealth manager providing an exceptional offering relating specifically to "alternative" investments.

Family Office Categories - MENA

BEST WEALTH MANAGEMENT TEAM OFFERING FAMILY GOVERNANCE ADVICE

Awarded to: Wealth management team providing a broad and exceptional range of best-in-class advisory services relating specifically to family governance within the MENA region.

BEST WEALTH MANAGER SERVICING FAMILY OFFICES

Awarded to: Organisation providing an outstanding range of services to family offices within the MENA region.

BEST NEXT GENERATION (NEXT-GEN) PROGRAMME OR SERVICE

Awarded to: MENA-based organisation that delivers a range of exceptional advisory services or range of programmes relating specifically to the management of next generation (next-gen) family wealth.

BEST FIRM OFFERING INSURANCE SERVICES TO UHNW FAMILIES

Awarded to: MENA-based organisation that delivers the best range of exceptional insurance-based products to UHNW individuals or families.

WEALTH MANAGEMENT – ESTATE PLANNING TEAM

Awarded to: Organisation that provides outstanding estate planning advice to private clients or families within the MENA region.

Technology Categories – MENA (Open to Non-Banking Companies)

BEST CRM SOLUTION

Awarded to: Technology provider that markets the best wealth management CRM product or solution within the MENA region.

BEST FRONT-OFFICE SOLUTION

Awarded to: Technology provider that provides the best wealth management front-office product or solution within the MENA region.

BEST TRANSACTION PROCESSING SOLUTION

Awarded to: Technology provider that offers the best wealth management transaction processing product or solution within the MENA region.

BEST ONBOARDING SOLUTION

Awarded to: Technology provider that markets the best wealth management on-boarding product or solution within the MENA region.

BEST COMPLIANCE/REG-TECH SOLUTION

Awarded to: Technology provider that markets an outstanding wealth management compliance or reg-tech product or solution within the MENA region.

BEST DATA PROVIDER

Awarded to: Technology provider that markets an outstanding wealth management data provision product or solution within the MENA region.

MOST INNOVATIVE WEALTH MANAGEMENT CLIENT SOLUTION

Awarded to: Technology provider that markets the most innovative wealth management client solution within the MENA region.

BEST CLIENT REPORTING SOLUTION

Awarded to: Technology provider that markets the best wealth management client reporting solution within the MENA region.

BEST CLIENT ACCOUNTING SOLUTION

Awarded to: Technology provider that markets an exceptional wealth management client accounting solution within the MENA region.

BEST CLIENT COMMUNICATION SOLUTION

Awarded to: Technology provider that markets the best wealth management client communication solution within the MENA region.

BEST RISK PROFILING SOLUTION

Awarded to: Technology provider that markets the best wealth management risk profiling solution within the MENA region.

CATEGORIES & CRITERIA

MOST INNOVATIVE OVERALL FINTECH SOLUTION

Awarded to: Technology provider that markets the most innovative overall fintech product or solution to wealth managers within the MENA region.

Private Client/Consultancy Categories – MENA

BEST TRUST COMPANY

Awarded to: Best trust company based within the MENA region.

BEST LEGAL ADVICE PROVISION FOR UHNW INDIVIDUALS, FAMILIES OR WEALTH MANAGERS

Awarded to: Best or outstanding MENA-based law firm or team advising the wealth management industry.

BEST ACCOUNTING PROVISION FOR SERVICING PRIVATE CLIENTS

Awarded to: Best or outstanding MENA-based accountancy firm or team advising the wealth management industry.

BEST MANAGEMENT CONSULTANCY

Awarded to: Best MENA-based management consultancy advising the wealth management industry.

BEST INDEPENDENT TRUST OR FIDUCIARY COMPANY

Awarded to: Best MENA-based independent trust or fiduciary service provider advising the wealth management industry.

BEST ESTATE PLANNING SERVICE

Awarded to: Best MENA-based provider of advice to the wealth management industry.

BEST FAMILY OFFICE ADVISORY OFFERING

Awarded to: Best MENA-based provider of advice to family offices specifically.

BEST FAMILY OFFICE GOVERNANCE SERVICE PROVISION

Awarded to: Best MENA-based non-banking provider of an outstanding family governance service to UHNW families and single family offices (SFOs).

Special Wealth Management Categories

BEST PRIVATE BANK MARKETING CAMPAIGN (OPEN TO EXTERNAL PUBLIC RELATIONS (PR) COMPANIES AND TEAMS AS WELL AS BANKS)

Awarded to: Organisation which has used online or print channels to promote their services or to raise their profile either within the industry or to clients. This might include effective and innovative brand launch or relaunch in the private client world, either a whole business unit or a product/service within an existing business operating within the MENA region. (Please include visuals for this category as part of your submission)

BEST INTERNATIONAL FINANCIAL CENTRE (IFC)

Awarded to: Best International Financial Centre servicing the MENA region wherever they are based in the world.

BEST PRIVATE BANK – TALENT MANAGEMENT

Awarded to: MENA-based Private bank offering the best talent management for its staff.

BEST PRIVATE BANK – DIVERSITY PROGRAMME

Awarded to: MENA-based private bank offering a compelling diversity programme.

MOST INNOVATIVE WEALTH MANAGEMENT MODEL

Awarded to: MENA-based wealth manager offering an outstanding and innovative wealth management model.

LEADING INDIVIDUAL

Awarded to: MENA-based individual who can demonstrate an exceptional contribution to the wealth management industry and the region.

LEADING WOMAN IN WEALTH MANAGEMENT

Awarded to: MENA-based women who can demonstrate an exceptional contribution to the wealth management industry and the region.

LIFETIME ACHIEVEMENT

Awarded to: MENA-based individual who can demonstrate a life-long dedication and an exceptional contribution to the wealth management industry and the region.

New Categories for 2020

BEST WEALTH MANAGER SERVICING LEVANT COUNTRIES

Awarded to: Best wealth manager or private banking team servicing the HNW/UHNW or family wealth community in the Levant.

BEST WEALTH MANAGER SERVICING SOUTHERN AFRICA

Awarded to: Best MENA-based wealth manager or private banking team servicing the Southern African HNW/UHNW or family wealth community.

BEST GLOBAL CITIZENSHIP/IMMIGRATION PROGRAM OFFERING

Awarded to: Best company offering the most comprehensive and wide range of Global Citizenship offerings in the MENA region.

WEALTH MANAGEMENT RISING STAR UNDER 30

Awarded to: Standout wealth manager who nominated by their MENA-based employer, has despite their age demonstrated an ability to perform at an exceptional level whilst maintaining the values and high standards demanded.

WEALTH MANAGEMENT RISING STAR UNDER 40

Awarded to: Standout wealth manager who nominated by their MENA-based employer, has demonstrated an ability to perform at an exceptional level whilst maintaining the values and high standards demanded.

WHY SPONSOR

Benefits

These prestigious awards recognise excellence within the wealth management and family office industry.

In addition they provide your business with a highly affluent, captive audience of private bankers, lawyers, accountants, financial advisors and technology providers across the wealth management sector.

Consequently these awards present your business with a unique opportunity to be involved in industry sector sponsorship giving your company the following:

- Exposure across our subscription base and associated international media (60,000 subscribers worldwide).
- Extensive brand exposure on the night to over 300 of the world's leading wealth management professionals.
- The opportunity to target an affluent Middle East market with high disposable income.
- Excellent networking opportunities with senior C-level decision-makers.
- Association with leading industry awards.
- The chance to develop new contacts and expand your sales network.
- Increased brand exposure within the wealth management sector in the Middle East.
- Access to a unique wealth management community through editorial name-checks on the *WealthBriefing* news wire, and social media postings.

"Just wanted to thank you guys for the fantastic work and organisation last night. It was an exceptional event at an exceptional venue. We had many of our clients there yesterday who found the event very impressive."

Partners who support our global awards



Media

All sponsors will receive coverage in *WealthBriefing* and also feature in the awards program, together with other media listed as follows:

- *WealthBriefing*
- *WealthBriefingAsia*
- *Family Wealth Report*
- *Offshore Red*
- *Compliance Matters*

SPONSORSHIP OPPORTUNITIES

SPONSORSHIP BENEFITS	HEADLINE	DRINKS RECEPTION	AWARD CATEGORY	AFTER PARTY	WINE
Verbal acknowledgement from awards host	✓	✓	✓	✓	✓
Tickets to awards dinner	10	10	10	5	5
Branding on awards backdrop	✓	✓	✓	✓	✓
Logo in awards programme	✓	✓	✓	✓	✓
Full-page colour advertisement in awards programme	✓	✓	✓	✓	✓
300-word profile in awards programme	✓	✓	✓	✓	✓
Web banner on main awards event website with link	✓	✓	✓	✓	✓
Opportunity to deliver a welcome speech from main awards podium	✓	✓			
Name associated with an award category	✓		✓		
Opportunity to present award to category winner	✓		✓		
Opportunity to present 3 key awards	✓				
Logo on table plan	✓				
Interview with the Editor	✓				
Branding in the drinks reception area (to be approved by the organiser)		✓			
	\$37,000	\$15,000	\$14,000	\$12,000	\$7,500

Packages to optimise marketing opportunities are available for the companies which have been judged to have won in any category.

Ticket prices

Single ticket	\$840
Table of 12	\$8,000

+VAT (where applicable)

For more information contact:

ANDREW DEANE
WealthBriefing
 UK MB: +44 7957 782290
 andrew.deane@clearviewpublishing.com

*"Thank you for organising such a great event.
 Our team said it was a fantastic evening."*

WealthBriefing is part of ClearView Financial Media Ltd, registered at 52 Grosvenor Gardens, London, SW1W 0AU, United Kingdom / Tel: +44 (0)207 148 0188 / www.wealthbriefing.com

WealthBriefing MENA Awards 2020 - Showcasing the best in the industry

ACCLAIM

RECOGNISING LEADERS ACROSS THE GLOBAL WEALTH MANAGEMENT INDUSTRY

Acclaim: *WealthBriefing's* Exclusive Awards Supplement

Included as part of the winners package, inclusion in this Awards supplement allows winners to maximise their marketing potential and to inform and remind markets of their success long after the formal awarding ceremony has been completed.

Additional trophies

Additional winners trophies can be purchased at USD 250 per piece + delivery. Orders will need to be placed the week after the awards ceremony.

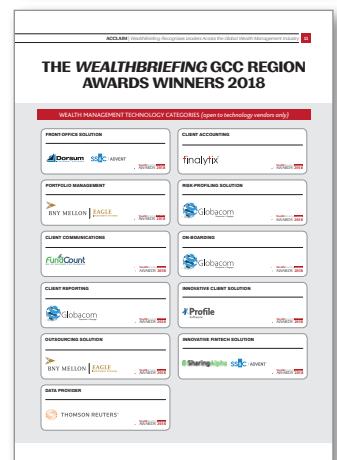
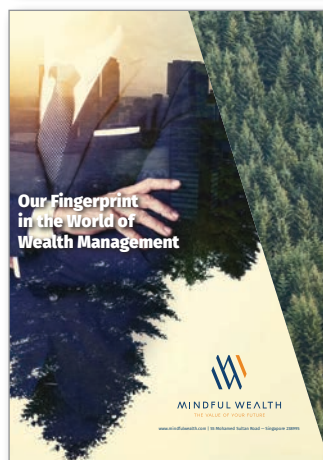
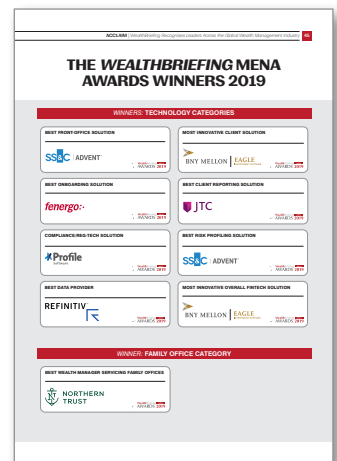
Benefits

This high quality publication offers the following benefits:

- Interview with our editorial team
- Evidence of expert third party endorsement
- Exclusive use of photographs of you at the event
- Digital and print formats
- Digital copies distributed to the publisher's 60,000 global network
- Printed copies will be circulated at all *WealthBriefing* and *Family Wealth Report* events

Added value

- A bespoke marketing brochure for distribution among your peers and potential clients
- A global 'Best of the Best' supplement celebrating all award winners in each category



Copy requirements

1000 word interview with Tom Burroughes, Group Editor, ClearView Financial Media publisher of *WealthBriefing*.

Artwork requirements

Full colour A4 portrait ad (297mm x 210mm) - high resolution 300dpi PDF with 3mm bleed.

AWARD ATTENDEES

Some of the previous attendees include:

A

Accuro
Al Dahbashi Gray
Al Tamimi & Co
Arbuthnot Latham
Asiaciti Trust Group
AtlasX Ventures

B

Bank J Safra Sarasin Asset Management
Banque Havilland
Barclays

C

Castellet Consulting DWC

D

DBS Bank
Deloitte
Deloitte Middle East
DIFC
Dorsum

E

Eagle Investment Systems
Emirates NBD
EY MENA Private Client Services

F

FinanceMalta
Finantix
FundCount

G

Globacom Technologies

H

Heirloom Investment Management
Highvern Trustees

I

ITL-Cosmos Group

J

Jersey Finance

L

LGT (Middle East)
Liechtensteinische Landesbank
LK Consulting
Lombard Odier

M

M/HQ
Mirabaud (Middle East)

N

National Philanthropic Trust UK
Nedbank Private Wealth
Nicholls Moisa
Northern Trust
Novastone

O

Outer Temple Chambers

P

Profile Software

Q

Que Capital - Investment Banking (DIFC)

R

re/think

S

SharingAlpha
SS&C Advent
Standard Chartered Bank

U

Union Bancaire Privee

Profile of attendees

- Chief Executive
- Managing Director
- Managing Partner
- Partner
- Head of Private Banking
- Head of Wealth Management

"We have already received some great industry and client feedback, and this is a really valuable achievement for our business. The ceremony and networking opportunities were excellent, so thank you for putting on such a great event."





GLOBAL AWARDS

Showcasing the best in the industry

*Independence,
integrity and
genuine insight
are the
watchwords
of the judging
process*



2020 SCHEDULE

FEBRUARY 2020
WealthBriefing Swiss Awards

MARCH 2020
Family Wealth Report Awards

JUNE 2020
WealthBriefingAsia Greater China Awards

OCTOBER 2020
WealthBriefing European Awards

NOVEMBER 2020
WealthBriefingAsia Award

NOVEMBER 2020
WealthBriefing MENA Awards



For more information: + 44 (0) 20 7148 0188 (UK office)
www.wealthbriefing.com / www.wealthbriefingasia.com / www.fwreport.com