SPONSORSHIP PACKAGES
Ninth Annual WealthBriefing European Awards
OVERVIEW

Introduction

WealthBriefing is excited to announce the launch of its 2021 European Awards programme.

Now in its ninth year, and building on the long-standing success of its independent judging process, nominations for the WealthBriefing European Awards 2021 are now open.

Categories

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

Judging

Within our global awards programmes, independence, integrity and genuine insight are the watchwords. The judging process is always conducted by expert panels drawn from the wealth management industry.

Each judge signs an NDA to ensure that all the information that they see in submissions remains strictly confidential. The list of the judges for the current iteration will be available in due course.

Having reported on the wealth management market, WealthBriefing is well placed to oversee a process that fairly rewards achievement, top class performance and innovation.

Winning a WealthBriefing Award sets organisations and individuals apart from their peers and is a tangible demonstration that they have something special to offer.

We very much look forward to you joining the process and to welcoming winners to celebrate their achievement at the awards presentation event that is planned to be held at The De Vere Grand Connaught Rooms in London’s West End on 20th May 2021.

Key dates for the diary

Nominations open
Submission deadline
Now
11 January 2021 (at midnight)
Public announcement
GALA AWARDS PRESENTATION DINNER
20 May 2021
20 May 2021 (From 6.30pm)

Venue

The De Vere Grand Connaught Rooms
London
# Categories & Criteria

## United Kingdom Private Banking Categories

### Overall UK Private Bank
Awarded to: A UK-based private bank that has demonstrated excellence across a range of disciplines within the HNW/UHNW sector.

### Domestic Clients Team
Awarded to: A team whose clients are domiciled in the jurisdiction in which the bank itself operates. Focus can be HNW or UHNW.

### International Clients Team
Awarded to: A team whose clients are NOT domiciled in the jurisdiction in which the bank itself operates. Focus can either be HNW or UHNW.

### HNW Team
Awarded to: A team that looks after clients with under £20 million with the bank.

### UHNW Team
Awarded to: A team that looks after clients with over £20 million with the bank.

### Wealth Planning Team
Awarded to: A team that is dedicated to clients’ tax, trust and wealth structuring issues.

### Charity Team
Awarded to: A team working within a wealth management organisation or stand-alone business offering advice and fulfillment to charities.

## Private Bank - Client Service
Awarded to: A private bank for excellence and innovative client service.

## Private Bank - Investment Management Platform
Awarded to: A platform providing securities, fund wraps, funds to enable investors to buy and hold securities and funds on the platform.

## Private Bank - Talent Management & Diversity
Awarded to: A private bank demonstrating superior talent acquisition, diversity of approach, training support and management.

## Private Bank - Best Credit Provider
Awarded to: A private bank that provides credit for family office, UHNW and HNW clients.

## Private Bank - Customer Facing Digital Capabilities (Banking)
Awarded to: A private bank that demonstrates superior client facing digital capabilities in banking through mobile apps or online banking delivered in conjunction with advisors.

## Private Bank - Customer Facing Digital Capabilities (Investments)
Awarded to: A private bank/wealth manager that demonstrates superior client facing capabilities in investment management through mobile apps or online investment management. This can cover investment ideas, objectives, portfolio construction, simulation, alerting and rebalancing services that are delivered in conjunction with advisors.

## European Wealth Management Categories

### Overall European Private Bank
Awarded to: A European-based private bank which has demonstrated excellence across a range of disciplines.

### Domestic Clients Team
Awarded to: A team whose clients are domiciled in the jurisdiction in which the bank itself operates. Focus can be HNW or UHNW.

### International Clients Team
Awarded to: A team whose clients are NOT domiciled in the jurisdiction in which the bank itself operates. Focus can either be HNW or UHNW.

### HNW Team
Awarded to: A team who look after clients with under EUR 20 million with the bank.

### UHNW Team
Awarded to: A team who look after clients with over EUR 20 million with the bank.

### Private Bank - Client Service
Awarded to: A private bank for excellence and innovative client service.

### Private Bank - Investment Management Platform
Awarded to: A platform providing securities, fund wraps, funds to enable investors to buy and hold securities and funds on the platform.
CATEGORIES & CRITERIA

PRIVATE BANK - TALENT MANAGEMENT
Awarded to: A private bank demonstrating superior talent acquisition, training support and management.

PRIVATE BANK - BEST CREDIT PROVIDER
Awarded to: An institution that provides credit for family office, UHNW and HNW clients.

PRIVATE BANK - CUSTOMER FACING DIGITAL CAPABILITIES (BANKING)
Awarded to: A private bank that demonstrates superior client facing digital capabilities in banking through mobile apps or online banking delivered in conjunction with advisors.

PRIVATE BANK - CUSTOMER FACING DIGITAL CAPABILITIES (INVESTMENTS)
Awarded to: A private bank/wealth manager that demonstrates superior client facing capabilities in investment management through mobile apps or online investment management. This can cover investment ideas, objectives, portfolio construction, simulation, alerting and rebalancing that are delivered in conjunction with advisors.

WEALTH MANAGEMENT BUSINESS - IBERIAN REGION
Awarded to: A wealth management business located in Spain, Portugal, Andorra or wealth manager/team servicing any or all of these countries.

WEALTH MANAGEMENT BUSINESS - CENTRAL OR EASTERN EUROPE REGION
Awarded to: A wealth management business located in Austria, Germany, Hungary, Poland, Slovakia, Czech Republic, Russian Federation, Ukraine, or wealth manager/team servicing any or all of these countries.

WEALTH MANAGEMENT BUSINESS - SOUTHERN EUROPE REGION
Awarded to: A wealth management business located in Greece, Croatia, Romania, Serbia, Slovenia or wealth manager/team servicing any or all of these countries.

WEALTH MANAGEMENT BUSINESS - BALTIC REGION
Awarded to: A wealth management business located in Estonia, Latvia, Lithuania or wealth manager/team servicing any or all of these countries.

WEALTH MANAGEMENT BUSINESS - THE PRINCIPALITY OF MONACO
Awarded to: A wealth management business located in or wealth manager/ team servicing Monaco.

INVESTMENT MANAGEMENT CATEGORIES

SPECIALIST WEALTH MANAGER
Awarded to: An organisation that provides specialist non-investment services to help clients manage their wealth.

SPECIALIST INVESTMENT MANAGER
Awarded to: An organisation that provides specialist investment services to help clients manage their wealth.

PRIVATE INVESTMENT OFFICER
Awarded to: An independent organisation that focuses on broad multi-asset investment strategies and portfolios.

MULTI FAMILY OFFICE
Awarded to: An organisation that supports families to manage their wealth and that provides a range of services covering family advice, investments, tax, estate planning etc.

FUND MANAGER
Awarded to: A provider of collective investments for the HNW community.

INVESTMENT PRODUCT PROVIDER
Awarded to: A investment manager based in Europe whose products are available to private clients within Europe.

ALTERNATIVE INVESTMENT MANAGER
Awarded to: A manager based in Europe whose alternative investments are available to private clients within Europe.

EXTERNAL ASSET MANAGEMENT PLATFORM & OFFERING
Awarded to: An organisation providing a platform and exceptional support for external asset managers.

PLATFORM PROVIDER
Awarded to: A provider of tools, strategies, model portfolios and access to investment products for the wealth management community.
CATEGORIES & CRITERIA

ETF PROVIDER
Awarded to: A fund/asset manager that makes exchange-traded products available for wealth management clients.

FX SOLUTION PROVIDER
Awarded to: A local provider of foreign exchange services to wealth management organisations or clients.

PRIVATE CLIENT CATEGORIES

PRIVATE CLIENT LAW FIRM
Awarded to: A law firm team or barrister dedicated to private client issues.

OFFSHORE LAW FIRM
Awarded to: An offshore-based law firm.

PRIVATE CLIENT LAWYER
Awarded to: An individual lawyer dedicated to private client issues.

FAMILY LAW LEGAL TEAM
Awarded to: A law firm or practice dedicated to the practice of Family Law for clients.

PENSIONS ADVISOR OF THE YEAR
Awarded to: A firm or individual who offers financial advice in the field of pensions, structuring and investment advice.

TAX TEAM
Awarded to: A team in a professional services firm specialising in advising on the tax affairs of private clients.

ACCOUNTANCY TEAM
Awarded to: A team in an accountancy firm specialising in reporting, transacting or wealth structuring for private clients.

INDEPENDENT TRUST OR FIDUCIARY COMPANY
Awarded to: A trust company that is independent of a larger non-trust business.

INSTITUTIONAL TRUST OR FIDUCIARY COMPANY
Awarded to: A trust company that is part of a non-trust parent.

ESTATE PLANNING
Awarded to: An organisation that provides estate planning advice to private clients.

MANAGEMENT CONSULTANCY
Awarded to: An individual or firm that provides consultancy services to wealth management organisations and/or family offices.

WEALTH MANAGEMENT TECHNOLOGY CATEGORIES (VENDORS)

FRONT OFFICE SOLUTION
Awarded to: A technology company that provides an integrated solution that includes a combination of onboarding, CRM, client reporting, client risk profiling, portfolio management, client facing digital solutions including mobile apps and robo-advisory solutions.

TRANSACTION PROCESSING SOLUTION
Awarded to: A technology provider that offers straight through processing and core banking.

PORTFOLIO MANAGEMENT
Awarded to: A technology solution provider specialising in tools for managing clients’ investment portfolios and monitoring against mandate.

CLIENT COMMUNICATIONS
Awarded to: A technology solution provider specialising in tools for wealth managers to communicate with clients including companies monitoring and record-keeping (that may or may not relate to social media).

CLIENT REPORTING
Awarded to: A technology solution provider specialising in tools for wealth managers to report performance and other data to clients.

COMPLIANCE
Awarded to: A technology provider specialising in solutions and tools to help compliance, AML and KYC.

CRM SYSTEM
Awarded to: A provider of client relationship management systems for wealth managers.

OUTSOURCING SOLUTION
Awarded to: A third-party organisation providing business processes or systems to wealth management businesses.

DATA PROVIDER
Awarded to: A technology vendor providing financial data to private banks and other wealth managers.
WealthBriefing European Awards 2021 - Showcasing The Best In The Industry

## CATEGORIES & CRITERIA

### CLIENT ACCOUNTING
Awarded to: A technology vendor that excels in providing an accounting solution for private client wealth.

### RISK PROFILING SOLUTION
Awarded to: A provider of a technology solution to help wealth managers assess and document the investment risk appetite of clients.

### RISK MANAGEMENT
Awarded to: A technology solution provider specialising in tools for wealth managers to manage non portfolio risk.

### ON-BOARDING
Awarded to: A technology solution to help wealth managers bring new clients into their organisation.

### INNOVATIVE CLIENT SOLUTION
Awarded to: An institution that has developed innovative products and services for their clients as part of a solutions-focused service model.

### WEALTH MANAGEMENT TECHNOLOGY CATEGORIES (IN-HOUSE)

#### INNOVATIVE CLIENT SOLUTION
Awarded to: An institution that has developed innovative products and services for their clients as part of a solutions-focused service model.

#### CHANGE MANAGEMENT PROCESS/BEST IMPLEMENTATION OF A TECHNOLOGY SOLUTION
Awarded to: A bank, wealth manager or their client who have successfully implemented multi-functional change programmes to significantly improve client experience and performance.

#### MOST EFFECTIVE ON-BOARDING PROCEDURE BY A WEALTH MANAGEMENT FIRM
Awarded to: A business that has excelled in their on-boarding procedure.

#### SPECIAL WEALTH MANAGEMENT CATEGORIES

#### MARKETING OR PR CAMPAIGN (ONLINE, PRINT, BRAND LAUNCH/RELAUNCH)
Awarded to: A wealth manager or other private client practitioner that has used online or print channels to promote their services to private clients or to raise their profile either within the industry or to clients. Open also to PR companies.

#### ESG
Awarded to: Organisations with an outstanding ESG proposition and offering.

#### CYBER SECURITY
Awarded to: A firm providing services or products aimed at preventing a cyber security breach or handling the aftermath of such an event targeting a wealth management firm, family office, family business or a HNW individual. Firms in this category include specialist consultants, technology providers, forensic specialists, insurance providers and law firms.

#### CORPORATE SOCIAL RESPONSIBILITY/DIVERSITY
Awarded to: An organisation with a good record in being modern, responsible and inclusive.

#### WEALTH MANAGEMENT EXECUTIVE SEARCH FIRM (EUROPE)
Awarded to: An executive search firm based in Europe (branch or HQ) with a focus or specialist team covering wealth management in Europe.

#### INTERNATIONAL FINANCE CENTRE
Awarded to: An IFC, which actively promoting its jurisdiction within Europe, can be based in any country.

#### GLOBAL CUSTODIAN TO PRIVATE CLIENT BUSINESSES
Awarded to: A custodian offering services to private client business.

#### WEALTH PLANNING TEAM
Awarded to: A bank, trust company, law firm and any organisation performing wealth planning services.

#### PHILANTHROPY OFFERING/INITIATIVE OF THE YEAR
Awarded to: A Private client business or practitioner that advises individuals or families on their philanthropic activities.
## Categories & Criteria

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Most Promising New Entrant</strong></td>
<td>Awarded to: An established or new entrant that has entered a new market, client segment or product and service area.</td>
</tr>
<tr>
<td><strong>Most Innovative Wealth Management Model</strong></td>
<td>Awarded to: An established or new entrant that has provided an innovative approach that is a first of a kind and new to the industry.</td>
</tr>
<tr>
<td><strong>Most Promising Merger</strong></td>
<td>Awarded to: An institution that seeks to obtain synergies from the combined organisation that delivers enhanced value to clients.</td>
</tr>
<tr>
<td><strong>M&amp;A Advisor</strong></td>
<td>Awarded to: A corporate finance and deals provider that has both expertise in the wealth sector and has demonstrated expertise in the mergers and acquisitions space.</td>
</tr>
<tr>
<td><strong>Excellence in Servicing North American Clients (Supported by FWR)</strong></td>
<td>Awarded to: Sponsored by <em>Family Wealth Report</em> the sister publication of <em>WealthBriefing</em> covering wealth management news within the North American market, this award recognises an institution offering the best service to European-based North American Clients.</td>
</tr>
<tr>
<td><strong>Individual and Leadership Categories</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Leading Individual (Banker)</strong></td>
<td>Awarded to: An individual working within a bank. Age and experience is no bar but something special should mark out this individual working in the private client world.</td>
</tr>
<tr>
<td><strong>Leading Individual (Advisor)</strong></td>
<td>Awarded to: An Individual not working within a bank or wealth manager. Age and experience is no bar but something special should mark out this individual working in the private client world.</td>
</tr>
<tr>
<td><strong>Outstanding Contribution to Wealth Management Thought Leadership (Individual)</strong></td>
<td>Awarded to: An individual who has made an outstanding contribution to thought leadership in wealth management.</td>
</tr>
<tr>
<td><strong>Outstanding Contribution to Wealth Management Thought Leadership (Company)</strong></td>
<td>Awarded to: An organisation that has made an outstanding contribution to thought leadership in wealth management.</td>
</tr>
<tr>
<td><strong>Women in Wealth Management (Individual Contribution)</strong></td>
<td>Awarded To: A woman in private banking or wealth management who is an inspiration both to clients and colleagues.</td>
</tr>
<tr>
<td><strong>Women in Wealth Management (Company Contribution)</strong></td>
<td>Awarded To: Wealth management organisations that demonstrate support for women in their career development.</td>
</tr>
<tr>
<td><strong>Diversity in Wealth Management (Company)</strong></td>
<td>Awarded to: A wealth organisation committed to diversity in the workplace.</td>
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</tbody>
</table>
WHY SPONSOR?

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 Europe’s leading wealth management professionals.
- The opportunity to target an affluent market with high disposable income.
- Excellent networking opportunities with senior 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.

Media

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

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

FOR SPONSORSHIP OPPORTUNITIES CONTACT:

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<table>
<thead>
<tr>
<th>SPONSORSHIP BENEFITS</th>
<th>HEADLINE</th>
<th>DRINKS RECEPTION</th>
<th>AWARD CATEGORY</th>
<th>WINE</th>
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<tr>
<td>Verbal acknowledgement from awards host</td>
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<td>✔</td>
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<td>Tickets to awards dinner</td>
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<td>5</td>
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<tr>
<td>Branding on awards backdrop</td>
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<td>✔</td>
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<tr>
<td>Logo in awards programme</td>
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<tr>
<td>Full-page colour advertisement in awards programme</td>
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<td>300-word profile in awards programme</td>
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<td>Web banner on main awards event website with link</td>
<td>✔</td>
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<tr>
<td>Opportunity to make welcome speech from main awards podium</td>
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<tr>
<td>Name associated with an award category</td>
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<tr>
<td>Opportunity to present award to category winner</td>
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<tr>
<td>Opportunity to present 3 key awards</td>
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<tr>
<td>Logo on table plan</td>
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<tr>
<td>Interview with the Editor</td>
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<tr>
<td>Branding in the drinks reception area (to be approved by the organiser)</td>
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</tbody>
</table>

| **Ticket prices**                                           |          |                  |                |      |
| Single ticket                                               |          |                  |                |      |
| £595                                                        |          |                  |                |      |
| 12 tickets                                                  |          |                  |                |      |
| £5,950                                                      |          |                  |                |      |

“Thank you for organising such a great event. Our team said it was a fantastic evening.”
Acclaim: WealthBriefing’s Exclusive Awards Supplement

These awards supplements have been created to maximise the marketing potential for winners so they can tell their most critical markets of their success.

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
PREVIOUS AWARD ATTENDEES

A
AAAccell
ABN AMRO Private Banking
Absolute Return Strategies
ACPI Investments
AFH Group
AM-One Limited
Anaford Attorneys
Appway
Aspectus Group
Asset Risk Consultants
Avignon Capital

B
Bank of Singapore
Banque Paris Bertrand Sturdda
Banque SYZ
BDO
Bid-in
Bircham Dyson Bell
BITA Risk
BNP Paribas Wealth Management
BNY Mellon | Pershing
Brewin Dolphin
BRT
Buzzacott

C
Capital Generation Partners
Capitalium Advisors
Charles Russell
Chase de Vere
Church House
Citigold Wealth Management
Coombe Advisors
Couts
CUBE

D
Deutsche Bank
Deutsche Bank Dion
Dorsum
Dow Jones Risk & Compliance
Druces
Dubai International Financial Centre Authority
Dun & Bradstreet

E
EQ Investors
ERI Banking Software
Expersoft Systems
EY

F
FactSet
Falcon Private Wealth
Farrer & Co
FinaMetrica @ Plan Plus
Global
Finantix
findaWEALTHMANAGER.com
Forsters
FundCount

G
GAM
Geneva Management Group/ GMG Real Estate
Gresham House

H
Hawksford
Headland Consultancy
Headland Consultancy

I
IAWMC
InvestCloud
Investec Wealth & Investment
Investment & Wealth Management Consultants
Investment Software
IRESS
Irwin Mitchell Private Wealth

J
J Stern
Jersey Finance
JHC Financial
JTC

K
Killik & Co
Knadel

L
Lincoln Private Investment Office
Lombard Odier
London Wall Partners
Lyxor ETF

M
MASTTRO
McDermott, Will & Emery
Met Zurich
Mills & Reeve

N
NPT UK
Nykredit Markets
Nykredit Private Banking

O
Objectway
Oracle Cancer Trust
Orbium

P
Pictet & Cie (Europe)
PIMFA
Plurimi
Principles of Responsible Investment
Private Investment Management
ProFundCom
PwC

R
Ramsay Crookall
Rawlinson & Hunter
Raymond James
RBC Wealth Management
Rothschild Private Wealth

S
Saffery Champness
Sanlam
Saranac Partners
Schroder US Wealth Management
Scorpio Partnership
SEB
SEI Investments
SG Kleinwort Hambros
SIX
Sky News
smartKYC
Societe Generale Private Banking
SSEc Advent
SSEc Technologies
St James’s Place Wealth Management
Standard Chartered Private Bank
Stephenson Harwood
Stonehage Fleming
Summit Trust Group
SVS Securities
swissQuant Group
SynPulse

T
TAM Asset Management
Taylor Wessing
Ten Lifestyle Group
The Courageous Ideas Partnership
The Economist
The Wealth Mosaic, UK
Thomson Reuters
Tilney
Tindeco

W
Werl Management
Walder Wyss
Wallace Crips
Waverton Investment Management
Wealth Dynamix
WealthArc
WealthObjects
Wedlake Bell
Whiteofoord
Wise Investment
Withers

U
UBS Asset Management
UBS Wealth Management
Union Bancaire Privée

V
Vistra UK

WealthBriefing European Awards 2021 - Showcasing The Best In The Industry
GLOBAL AWARDS

2020/2021 SCHEDULE

NOVEMBER 2020
WealthBriefingAsia Awards
WealthBriefing MENA Awards

FEBRUARY 2021
WealthBriefing Swiss Awards

MARCH 2021
WealthBriefing Swiss EAM Awards
Family Wealth Report Awards

MAY 2021
WealthBriefing European Awards

JUNE 2021
WealthBriefingAsia Greater China Awards
WealthBriefingAsia Awards

ABOUT WEALTHBRIEFING
(the supporting publication for the Awards)

WealthBriefing is the leading subscription-based business intelligence service for the wealth management community, with the latest news, analysis and in-depth features from around the globe.

Subscribers are part of an international network for whom staying abreast of the latest industry developments is a crucial part of their professional lives. Members of the network find our content on topics such as wealth strategy and planning, industry M&A, evolving business models in the light of technological innovations, important people moves, investment management trends and asset allocation techniques to be an essential resource in a fast-moving world.

Our global editorial team is dedicated to providing subscribers with exclusive news and insight, meaning that WealthBriefing readers are often the first to see the headline news affecting their industry.

Nowhere else can wealth managers access such a breadth and depth of business intelligence covering this sector.

For more information: + 44 (0) 20 7148 0188 (UK office)