

International
investment

INTERNATIONAL FUND & PRODUCT AWARDS

2006

WINNER 2006

The *International Investment* Fund
& Product Awards 2006



Meet the judges



Malcolm Kerr, Ernst & Young

Malcolm has worked in the financial services industry for over 30 years and has held a number of senior management positions and gained a great deal of offshore experience. More recently he joined Ernst & Young.



Peter McGahan, Worldwide

Peter is the managing director of Worldwide Financial Planning, which is a team of specialist fee-based Independent Financial Advisers with offices throughout the UK. Prior to setting up WFP, Peter was a financial adviser for London and Manchester and Albany Life.



David Ferguson, the Abacus

David began his career as a trainee actuary with the Life Association of Scotland and then became marketing manager at the launch of Scottish Life International. In 1999 he left to establish product design and marketing consultancy the Abacus.



Leslie Smith, Medibroker

Leslie founded Medibroker online in November 1998 and the business now employs 15. In 2005 Leslie won the entrepreneur of the year award from the Chamber of Commerce.



John Pattison, Scarab

John's experience as a company director encompasses business and distribution strategy development, new business start-ups, M&A assistance and turnaround engagements. John acquired substantial experience with Coopers & Lybrand, PA Consulting and KPMG.



Laurence Boyle, Williams de Broe

Head of investment management, Laurence joined the company in 1996 having spent five years with BWD Rensburg as a senior fund manager servicing the intermediary community. Between 1986 and 1991 he was a private client portfolio manager at AE Sharp & Co.



Philip Martin, the Abacus

Philip spent 10 years working for life companies and asset management groups before forming the Abacus with David Ferguson in 1999. Specialising in product design and marketing, the Abacus works to innovate customer solutions.



Sam Liddle, MitonOptimal

In January 2003 Sam joined Miton Investments as the director of fund management and brought with him the CF Miton Global Portfolio and CF Miton Extra Income Portfolio. Sam began his investment career with Morgan Grenfell.



Iain Fairbairn, Armstrong

Iain Fairbairn is managing director of property fund specialist Armstrong Management and the related fund consultancy company Armstrong Associates. After a career spanning over 15 years, Fairbairn formed Armstrong in late 2000 operating from the Isle of Man.



Tanya Bird, editor

Editor of *International Investment* since the start of 2006, Tanya was previously news editor on *Mortgage Solutions*. She has six years' experience as a journalist and among her coups is interviewing former president Bill Clinton.



Bambos Hambi, Gartmore

Bambos joined Gartmore in November 2003 to head up its multi-manager business. Prior to that, Bambos was head of wealth management at Insight Investment.



Mark Colegate, chairman

Mark has 11 years' experience as a journalist and has written for the national press as well as editing *Investment Week* and *Multimanager* magazine. He is currently-group editor of *International Investment*, *Investment Week* and *Wealth*.



Marcus Brookes, Gartmore

Marcus is deputy head of multi-manager at Gartmore and is lead analyst for North American, Far East Ex-Japan and Global Emerging Markets funds.

This year's winner for the *International Investment* **INTERNET & TECHNOLOGY PROVIDER**

Hansard Group

Award criteria

The judges wanted to highlight a service that goes far beyond simply offering information and downloads to one that is interactive and transactional, allowing the intermediary to function more efficiently and the client to receive a better service.

Hansard Group

Hansard impressed the judging panel with its comprehensive internet-based proposition, which allowed intermediaries to keep track of business their clients have with the group, segment their existing client bases effectively, and provide tailored reporting to clients. "The judges also noted Hansard's strong commitment to providing content in foreign languages, making it truly international in scope."

Company profile

There are two life companies in the Hansard Group. Hansard International has expatriates and local clientele from all over the world and Hansard Europe concentrates on products designed for specific domestic EU markets. The group has around \$1bn of assets under management. It was set up in 1970 by Dr Leonard Polonsky.



Julie Krasin, chief executive officer, Hansard Development Services

**"The judges also noted
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making it truly
international in scope"**



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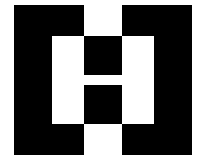
Email: joe.kanarek@hansard.com

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Managing director: Joe Kanarek

Hansard - making life easier

Best Internet and Technology Provider



Hansard's internet strategy is at the heart of its award-winning approach to making life easier for IFAs and their clients.

How?

Hansard OnLine is a secure internet platform that:

- **helps you generate new business**
- **cuts out laborious administration tasks**
- **puts you at the centre of your business**

Hansard Client Sites also enable clients to view key information on their portfolios, and when branded with the IFA's details enhance the IFA's reputation too.

No need to worry about time zone issues, Hansard OnLine is available around the clock.

We could go on telling you how good Hansard OnLine is, but why should we when others can do it for us?



Just look at what IFAs say...

"Hansard OnLine has helped us to sustainably improve and upgrade our service levels, and it also plays a major role in contributing to increased business production."

"I would recommend Hansard to my new clients because of the information I can give them at point of sale and after they become a client."

"Hansard OnLine and Client Sites have not only helped consultants to work more effectively and efficiently, it has also enabled clients to check their investment portfolio at anytime and at any place."

"I am able to service my clients in a professional real-time manner."

"Hansard OnLine gives us easy access anywhere to anything we might need to know about a client's portfolio and history, right down to scanned copies of all correspondence."

"The award has again emphasised Hansard OnLine's importance and how effective and efficient it can be."

"The consultants can quickly retrieve fund information directly from the Micronet Sites."

"It is quite simply a very important part of our own value proposal; to clients, partners and distributors."

Not surprising really that we've won the award for a third time!

To find out how you can share in this success, why not contact Joe Kanarek, Managing Director, Hansard Development Services Limited at joe.kanarek@hansard.com or visit www.hansard.com for more information about the Hansard Group.