



Press Release

For immediate release

3 September, 2008

Scorpio Partnership launches *Vintage 2008*—the world's first *on-demand wealth research* for 30 geographies

Scorpio Partnership—the leading strategy consultancy for global wealth management and private banking—has taken the first step in opening its extensive research database to make it available on a pay-per-use basis. The firm has been motivated to do this by the high volume of *ad hoc* requests it receives for access to wealth market information.

“With the launch of Scorpio Partnership’s *Vintage 2008* we are responding to the desires of wealth management market participants to obtain detailed strategic insight information quickly,” said Sebastian Dovey, managing partner. *Vintage 2008* provides access to the firm’s proprietary market research that has been produced on assignments during the past 12 months, supported by still-current data from previous years.

The solution is offered in a dashboard format in pdf. “Clients can cherry-pick the market data they need from our country and datapoint matrix, then get their hands on it very quickly,” said Dovey. With this new service, Scorpio Partnership is building upon its other off-the-shelf offering, the annual *Private Banking KPI Benchmark* solution.

Vintage 2008 will permit users to select from 30 geographies, each containing between eight and 17 specific data points, as shown in the the matrix that appears at the end of this press release. The data is charged on a per geography basis.

Selected data points include :

- Number of HNW individuals
- Growth rate of HNW individuals,
- Magnitude of HNW assets,
- Onshore and offshore distribution
- HNW market sizing, with segments of USD100k-1m, USD1-10m, USD10-50m, USD50m+, USD100m +
- Investor characteristics
- Typical HNW portfolio
- Competitors: domestic & international
- Technology providers
- Client investment behaviour

The new project will supplement Scorpio Partnership’s core activities, which are carried out on an individual assignment basis. “We remain a bespoke strategic research consultancy. However, projects we undertake do provide general market information of use to a wider constituency and we will continue to monitor our work to determine where we are in a position to release materials to the *Vintage* process,” noted Catherine Tillotson, partner and head of research



Vintage 2008

CEE | Europe | MEA | Asia | Americas

Czech Republic	Hungary	Kazakhstan	Poland	Russia	Turkey	Ukraine	Finland	France	Germany	Ireland	Luxembourg	Portugal	Spain	Sweden	Switzerland	UK	Egypt	GCC	Israel	South Africa	India	Japan	Argentina	Brazil	Canada	Chile	Colombia	Mexico	Venezuela
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Available data points:

Section A	Typical offshore investments	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	Investor characteristics	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	Competitors (domestic & intl)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	No of HNW (> USD1m)	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	Total HNW assets (> USD1m)	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	HNW growth rate (> USD1m)	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	Typical HNW portfolio (> USD1m)	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	HNW market sizing, segments: USD1-10m, USD10-50m, USD50m+	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
Section B	No of HNW (> USD100k)	✓	✓		✓			✓			✓	✓		✓	✓																
	HNW assets (> USD100k)	✓	✓		✓			✓			✓			✓	✓																
	Onshore HNW assets (> USD100k)											✓				✓															
	Offshore HNW assets (> USD100k)											✓				✓															
	Onshore HNW growth rate (> USD100k)	✓	✓		✓			✓			✓	✓		✓	✓	✓															
	Offshore HNW growth rate (> USD100k)											✓				✓															
	Typical private client portfolio (> USD100k)	✓	✓		✓			✓			✓	✓		✓	✓	✓															
	Estimate no. of offshore clients											✓				✓															
	Technology providers	✓	✓		✓			✓			✓	✓		✓	✓	✓															
	HNW market sizing, segments: USD100k-1m, USD1-10m, USD10-100m, USD100m+	✓	✓		✓			✓			✓	✓		✓	✓	✓															
	Operational processes	✓	✓		✓			✓			✓	✓		✓	✓	✓															
	Portfolio instruments	✓	✓		✓			✓			✓	✓		✓	✓	✓															
Reporting requirements	✓	✓		✓			✓			✓	✓		✓	✓	✓																
Section C	UHNW market profile																						✓	✓		✓	✓	✓	✓		
	UHNW client investment behaviour																							✓	✓		✓	✓	✓	✓	
	No. of UHNW																							✓	✓		✓	✓	✓	✓	
	UHNW growth rate																							✓	✓		✓	✓	✓	✓	
	Total AUM controlled by UHNW (>USD10m) including historic data																							✓	✓		✓	✓	✓	✓	
	Typical UHNW portfolio (both onshore & offshore)																							✓	✓		✓	✓	✓	✓	
	Typical UHNW proposition																							✓	✓		✓	✓	✓	✓	
UHNW competitors																							✓	✓		✓	✓	✓	✓		
Total data points	17	17	8	17	8	8	8	10	8	8	10	13	8	17	10	13	8	8	8	8	8	8	8	8	16	16	8	16	8	16	8
No. of slides in pdf	3	3	1	3	1	1	1	2	1	1	2	2	1	3	2	2	1	1	1	1	1	1	1	1	3	3	1	3	2	3	2



Scorpio Partnership

About Scorpio Partnership

Scorpio Partnership is an international wealth management consultancy firm, established in 1998. The business has been independently voted the world's leading consultancy on the industry for the past three years. The team's deep market expertise provides an unparalleled level of insight into the global wealth management and family office arena.

Scorpio Partnership works with wealth managers, investment banks, fund managers, regulators, industry suppliers and HNW/UHNW individuals. In the course of assignments, the business has undertaken over 5,000 face-to-face interviews among millionaires, multi-millionaires and family offices and over 10,000 interviews with the advisors to these clients.

The philosophy of the firm is that through intense familiarity with the market and the individuals in this field it is able to offer both long-term strategic advice on how the market will develop and the tactical insight required to manage specific products and services.

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