



# **BUSINESS DEVELOPMENT SERVICES**

## Europe

A brief presentation on the Programmes offered by EuroNet to grow a rewarding client base in Europe

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## **1 EuroNet: The Distribution Consultant in Europe**

The key to success in the European financial Industry is Distribution. If you don't have distribution, you don't exist.

EuroNet was established in 1991 on the basis of the view that the European Marketplace would increasingly specialize in Manufacturing (Insurers, Fund Managers, Banks) and Distribution Companies (Banks, Broker Networks, Family Offices, Financial Planners).

Our Clients are providers in the investment, insurance and related IT industries who wish to expand their business across Europe and the UK through long term partnerships with top quartile distributors and institutions.

The purpose of the partnerships which we put in place is to provide distributors with best in breed product providers, whose expertise and know-how in their discipline is well-established within their industry.

*EuroNet* has acquired a long-term expertise and successful experience across Europe in building value partnerships between providers and distributors.

If you want to build a successful distribution network in Europe, then make sure you talk to us.

## 2 What EuroNet brings to Providers of Insurance and Investment Services

Since its establishment in 1991, EuroNet has been developing a global proprietary database of Providers and Distributors.

EuroNet's database currently comprises:

	Asset Managers			Distributors							Financial Institutions							Holdings			Insurance Companies					Service Providers							TOTAL COUNTRY	TOTAL COUNTRY							
	Alternative Investment Mers	Investment Company Foundations	Portfolio Manager	TOTAL CATEGORY	Affinity Groups	Broker Pools	Financial Advisers	Fund/Stock Brokers	Insurance brokers	Non Conventional	Pension Consultants	Transaction Platforms	TOTAL CATEGORY	Commercial Banks	Custody Banks	Direct Banks	Investment Banks	Mortgage bank	Mutual Banks	Private Banks	Regional Banks	TOTAL CATEGORY	conglomerate	financial services	TOTAL CATEGORY	Composite	Health	Life	Non Life	Reinsurance	TOTAL CATEGORY	Consultants			Divers	Education & Training	Information Technology	Press	Public Bodies & Associations	Rating Agency	Third Party Administration
AUSTRALIA		1	1									0	1									1		0		1														0	3
AUSTRIA	6	2	1	39		9				1		10	6				1	2			9			0	3	3	5	3		41	1					2			3	102	
BELGIUM	2	1	3	23		9	4	12		2	1	28	29		2	1	1		13	6	52	2	3	5	1	4	8		58	1	1	1	2	3	13			31	197		
BRITISH ISLES	1	6	1	8		1						1							1		1			0			9		9	1										1	20
CANADA	2	3		5								0									0			0			6		6		1									1	12
CHANNEL ISLANDS	1	1	4	21				1				1							9		9			0			3		3	1										1	35
CZECH REPUBLIC				0		1						1	3								3			0	9	1	1		11		1				4				5	20	
DENMARK		4		4				1				1	6		1				2	1	10			0	1	0	7	8	1	38			1		3				4	57	
FINLAND	4	1		5			1					1	2							1	3			0	5	2		7							3	1		4	20		
FRANCE	22	7	36	130	1	2	99	24	158	1	7	292	47	2	10	1	7	35	40	80	231	2	2	2	1	7	1	2	145	2	4	12	4	6	1	21	3	84	884		
GERMANY	28	1	47	205		49	236	13	56	3	9	417	34	1	18	6	16	209	60	17	361	8	8	5	7	9	2	8	225	5	4	7	11	1	47	5	5	147	1363		
GREAT BRITAIN	50	1	33	266	1	7	14	6	1	1	3	5	38	13	2	4	9	5		11	44	3	3	1	2	4	3	1	67	4	4	25	1	12	1	4	116	534			
GREECE				0								0	2							2			0	2	2			4							1			1	7		
HONG KONG-				0								0									0			0					0						2				2	2	
HUNGARY		1		1								0	1			1					2			0		1		1	1		1				11				13	17	
INDIA				0								0									0			0		2		2												0	2
IRELAND	2	4	7	58						1	1	2	28	7		8	13	1	4		61	1	1	3	4	8		59	3	1		4		5			23	36	217		
ITALY	4	2		26			1			1		2	13		4	1		9	1	4	32	1	1	1	2	1	3	28	4	1			1	5					11	100	
JAPAN			3	3								0									0			0					0											0	3
LIECHTENSTEIN		1		1								0							2	1	3			0		4		4												0	8
LUXEMBOURG	6	8	23	118		3	13	3	43	2	1	65	23	8	1	4	1	5	72	2	116	1	2	3	8	4	2	1	57	1	2	1	5	2	7		7	36	395		
MONACO	2		1	3				2				2								11	11			0				0												0	16
NETHERLANDS		1	1	11			1	1		2	1	5	31		1	4	4	1	5		46	2	2	2	4	3	1	88	1			1		5				7	159		
NORWAY		3		3		1						1	3				1				4			0	2	1		3							2				2	13	
POLAND				0		1		5				6	5		2						7			0	1	4		44	1				1	7			1	10	67		
PORTUGAL				0								0	3				1		2		6			0				0								1			1	7	
SOUTH AFRICA	1	3		4								0	2							2			0				0												0	6	
SPAIN		8		8		5		2		1		8	13		2	2	5	3		25			0	3	6	1		11							4			4	56		
SWEDEN	1	4		5		1		1		1		3	8		2					10			1	1	3	3		6					1	3				4	29		
SWITZERLAND	8	1	6	31		6	1	3		5	1	16	8		1	1			61	8	79	1	2	3	1	7	2	21	4			5	1	7		1	18	168			
UNITED STATES OF AMERICA	37	6	3	100		1						1	6	1		1				8			8	8	4	7		11	4	1	2	1	2	5			2	17	145		
<b>TOTAL</b>	<b>177</b>	<b>1</b>	<b>166</b>	<b>1081</b>	<b>2</b>	<b>63</b>	<b>396</b>	<b>55</b>	<b>285</b>	<b>3</b>	<b>29</b>	<b>35</b>	<b>902</b>	<b>287</b>	<b>2</b>	<b>44</b>	<b>4</b>	<b>51</b>	<b>267</b>	<b>299</b>	<b>120</b>	<b>1138</b>	<b>4</b>	<b>33</b>	<b>37</b>	<b>2</b>	<b>16</b>	<b>951</b>	<b>1</b>	<b>27</b>	<b>21</b>	<b>62</b>	<b>5</b>	<b>168</b>	<b>7</b>	<b>46</b>	<b>559</b>	<b>4668</b>			

## EURONET

Our database provides for detailed enterprise profiles containing:

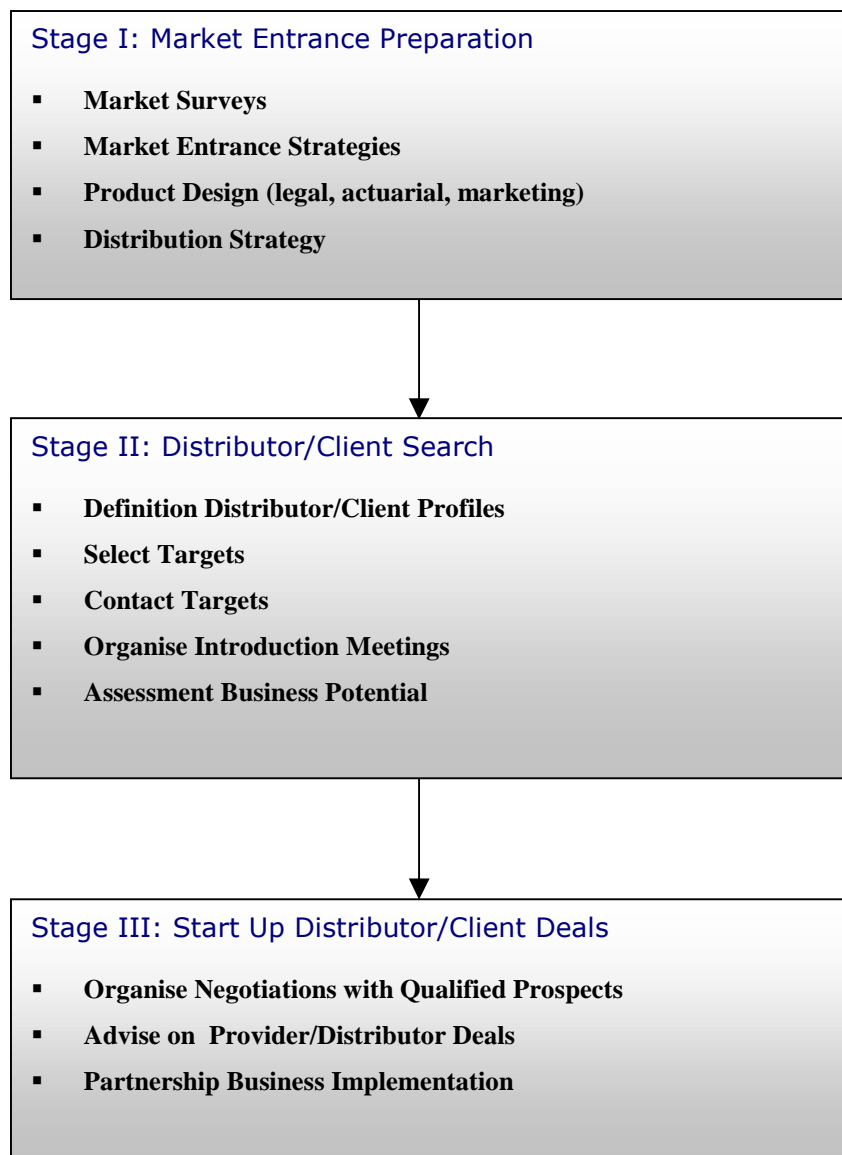
- Top Management
- Shareholding structure
- Key-figures (Assets under Management, Sales Turnover, P&L,...)
- Core business
- Providers
- Customer Base
- Products
- Distribution

We maintain frequent contact with the key decision makers within these organisations.

### 3 Our Partnership Development Program

In close cooperation with a selective network of top professional practices, *EuroNet*'s business proposition consists in building value creating partnerships between providers and distributors within their industries, through a set of thoroughly proofed and disciplined partnership development programmes.

Our methodology is designed as a dynamic project composed of three essential stages:



**4 EuroNet's Client Reference List**

EuroNet's historical client base (1991-2010) includes the following enterprises :

**I - Insurance Companies**

Generali

<i>Company</i>	<i>Group</i>
Aachener und Münchener Beteiligung (D)	<i>Generali (I)</i>
ACHMEA (NL)	<i>ACHMEA (NL)</i>
Aegon (NL)	<i>Aegon (NL)</i>
AFER Europe (F)	<i>AVIVA (GB)</i>
AGIPI (F)	<i>AXA (F)</i>
Arcolux (Lux)	<i>DEXIA (B,F)</i>
Aspecta Assurance International Luxembourg S.A.	<i>TALANX AG(D)</i>
AXA (F)	<i>AXA (F)</i>
C.N.P. Assurances (F)	<i>C.N.P. Assurances (F)</i>
Cardif (F)	<i>BNP Paribas (F)</i>
Clerical Medical and General Life Assurance Society (UK)	<i>HBOS Group (GB)</i>
Commercial Union International Life (Lux)	<i>AVIVA (GB)</i>
DBV (G)	<i>Credit Suisse (CH)</i>
Deutscher Herold (G)	<i>Zurich Financial Services (CH)</i>
Eureko (EU)	<i>Eureko (EU)</i>
Ethias (B)	<i>Ethias (B)</i>
Euresa Life (Lux)	<i>Euresa (EU)</i>
Fortis International (NL,B)	<i>Fortis (NL,B)</i>
Guardian Royal Exchange (UK)	<i>AXA (F)</i>
Hamburg-Mannheimer (G)	<i>ERGO (D)</i>
ING (NL)	<i>ING (NL)</i>
ING Life Luxembourg SA (Lux)	<i>ING (NL)</i>
J. Rothschild International Assurance (UK)	<i>J. Rothschild Assurance (GB)</i>
KBC Assurances (B)	<i>KBC (B)</i>
La Hénin Vie (F)	<i>La Mondiale (F)</i>
Le Foyer (Lux)	<i>Le Foyer (Lux)</i>
Legal & General Deutschland Service GmbH	<i>Legal &amp; General (GB)</i>
Lombard Assurance International (Lux)	<i>Standard Life (GB)</i>
Luxembourg Hénin Vie (Lux)	<i>Crédit Agricole Indosuez (F)</i>
Luxstar (Lux)	<i>DEXIA (B,F)</i>
Massmutual Europe S.A. (Lux)	<i>Massmutual Financial (USA)</i>
Mutuelles du Mans (F)	<i>Mutuelles du Mans (F)</i>
Nemian Life & Pensions (Lux)	<i>Allianz (D)</i>
NSM Vie (F)	<i>ABN-AMRO (NL)</i>
Nürnberger Beteiligungs-AG (G)	<i>Nürnberger Versicherungen (D)</i>
Prudential Europe (GB)	<i>Prudential Corporation(GB)</i>
RSA Eurolife (IRL)	<i>Royal &amp; Sunalliance (GB)</i>
SALI Deutschland (D)	<i>Prudential (GB)</i>
Scottish Mutual International (IRL)	<i>Abbey National (GB)</i>
Scottish Provident International (UK)	<i>Scottish Provident (UK)</i>
Skandia AFS (Sw)	<i>Skandia (Sw)</i>
Sogécap (F)	<i>Société Générale (F)</i>
SoGeLife (Lux)	<i>Société Générale (F)</i>
Standard Life (UK)	<i>Standard Life (UK)</i>

## EURONET

Standard Life Deutschland (G)	<i>Standard Life (UK)</i>
Suravenir (F)	<i>Crédit Mutuel (F)</i>
Swiss Life Luxembourg (Lux)	<i>Swiss Life (CH)</i>
VITIS Life Luxembourg (Lux)	<i>KBC (B)</i>
The Hartford Luxembourg SA (Lux)	<i>The Hartford Group (US)</i>
Zurich Belgium (B)	<i>Zurich Financial Services (CH)</i>

### II – Investment Managers

<i>Managers</i>	<i>Group</i>
Asset Value Investors (UK)	<i>AVI (UK)</i>
Dominion (CI)	<i>Dominion Group (CH)</i>
F&C Management (UK)	<i>Eureko (EU)</i>
Federated Asset Management GmbH (Ger)	<i>Federated Investors (US)</i>
Federated Investors Inc (US)	<i>Federated Investors (US)</i>
Friends Ivory & Sime (UK)	<i>Friends Provident (UK)</i>
HSBC Asset Management (UK)	<i>HSBC (UK)</i>
Legal & General Investment Management (UK)	<i>Legal &amp; General (UK)</i>
Liberty Investment Funds (US)	<i>Liberty (US)</i>
Lloyds Bank PLC Private Banking (Lux)	<i>Lloyds TSB (UK)</i>
M.M. Warburg & Co (D)	<i>M.M. Warburg Co Ko.Ges.. (D)</i>
Monetary Value Protection AM (USA)	<i>MVP LLC (USA)</i>
Northern Trust Global Investments (UK)	<i>Northern Trust (US)</i>
Octane Holding Ltd (CH)	<i>Sanlam (SA)</i>
Rothschild Asset Management (UK)	<i>NM Rothschild (UK)</i>
Stewart Ivory (UK)	<i>Stewart Ivory (UK)</i>
Scottish Widows Investment Partnership (UK)	<i>Lloyds TSB (UK)</i>
Swiss Life Investment Services (UK)	<i>Swiss Life (CH)</i>
Templeton France (F)	<i>Franklin Templeton (US)</i>
Third Avenue (USA)	<i>Third Avenue (US)</i>

### III - Technology

<i>Provider</i>	<i>Group</i>
Viveo Assurances (F)	<i>Groupe Francis Lefebvre (F)</i>
Liss Life Software	<i>Liss Systems Ltd (UK)</i>

## **5 Biographies**

### ***5.1 Paul Daelman, founder of EuroNet***

Belgian Nationality.  
Born 1960, Married, 4 children.

University Degrees in Economic Sciences, Communication Sciences,  
Postgraduate Business Systems.

Speaks English, German, Dutch, French, some Spanish and Italian.  
Started his professional career in 1982. Executed several senior  
management functions for major Belgian, Swiss and French financial  
institutions.

Founded Euronet Distribution Consultants in 1991 and has advised an impressive number of  
global players on distribution issues across Europe.



### ***5.2 Ricarda Dott, Database Manager***

German Nationality.  
Born 1971, married, 1 child

Master University Degree at the University of Saarbrücken and of Metz.

Ricarda joined EuroNet in 2003 as Research and Database Manager.



**6 Offices**

**EuroNet Distribution Consultants**

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