

BL
BUSINESS LIFE

CHANNEL ISLANDS AND THE CITY

A BRAND NEW MAGAZINE FOR 2018



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MEDIA PACK 2018

WHAT IS CHANNEL ISLANDS AND THE CITY?

Channel Islands and the City is a one-off publication which will be distributed primarily in the City of London in June 2018 and will be picked up by financial professionals.

The magazine will be published by the team behind *Businesslife* (right), the most respected business magazine in the Channel Islands, which has been running bi-monthly since 2009.

Channel Islands and the City will focus on the finance industries in Guernsey and Jersey, the relationships between the islands and the City, and the business that flows between them.

The magazine will comprise of in-depth articles in a number of existing finance areas such as funds, trusts, family office, private wealth, corporate and banking. It will also examine where future business may grow, not least in the area of cryptocurrencies and technology.

It aims to reflect the thoughts, vision, intellect and excellence of business professionals in the Channel Islands and act as a forum to send that message globally.

With Brexit negotiations firmly underway, it's arguable that the relationship between the Channel Islands and the City has never been more important. It's the intention of this magazine to show exactly what Guernsey and Jersey have to offer.

DISTRIBUTION

Channel Islands and the City will have a print run of 10,000 copies:

- 8,000 copies will be distributed in business locations in the City of London and select UK airport lounges
- 2,000 copies will be available in business receptions and airports in Guernsey and Jersey
- For the full City distribution list, please contact Carl Methven - details on page six.



ADVERTISING: OPTIONS

Our advertising options mean that you can promote your business in the way that best suits your marketing goals. Choose from:

Standard advert: Available in a range of sizes and positions, simply provide us with print-ready artwork

Advertorial: Designed to look like a feature, advertorials allow you to talk specifically about your products or services

Alternatively, you can write about broader issues and contextualise your products and services accordingly



Our winning Fund Administration team will get you in pole position

We provide **Intelligent Private Equity Support** to enable your success.

As Ipses we understand the challenges facing investment managers. Increasing regulatory reporting and investor demands continue to strengthen the European Private Equity market but they don't make your life any easier. But we do.

We constantly innovate and develop new services to enable your success. Which is just one reason Ipses is a leading provider of assured services to Private Equity in Europe.

- 368 Funds
- 188 Clients
- 260 People
- 5 European Offices
- €15B billion administered
- 18,000 Investors
- 19 years experience

To learn more about our Intelligent Private Equity Support, contact Nigel Stratton, Group Head of Business Development, email: nigel.stratton@ipes.com

UK | Luxembourg | Jersey | Guernsey | Ireland | www.ipes.com

IPES WINNER



REAL ESTATE FUNDS: FACING THE FUTURE

SIOBHAN DURCAN, DIRECTOR AT DELOITTE, LOOKS AT THE STATE OF PLAY IN REAL ESTATE AND HOW HER FIRM IS HELPING CLIENTS NAVIGATE THE MARKET

REAL ESTATE FUNDS are facing many challenges. Brexit, an uncertain global economy, including a slowing down in China, and greater challenges on certain governments have made it difficult for several funds to continue to perform at the highest risk-adjusted returns that investors have come to expect.

While some new funds have had to be raised, other more established funds might say the biggest challenge is finding the right assets to deploy that capital in.

The annual Deloitte London Office Case Survey acts as a barometer to the commercial property market, and the 2017 survey highlighted that overall construction levels have marginally dipped since an above-average volume of new starts.

Completed space, which is at a 13 year survey high, has had an impact on the level of space under construction. But, mitigating the effect of this supply overhang, occupier demand for new space has remained robust so far.

Without a doubt, real estate funds will continue to face political and economic uncertainty as the UK continues its EU exit negotiations. Contractors are sceptical, however, predicting a consistent rise in workload and managing further refinancing in tender prices over the next 12 months.

DELOITTE REAL ESTATE EXPERTS Siobhan Durcan, a Director in Jersey, has over 17 years' experience as a senior financial markets, real estate client-focused real estate, private equity, family office and fund management services. Siobhan leads the Channel Islands Real Estate Sector Group and has extensive experience managing complex real estate structures and property groups, including joint-venture property and asset funds. She leads a group of Deloitte's largest real estate relationships. For further information, call Siobhan on +44 (0)20 7058 3824, email: siobhan.durcan@deloitte.co.uk or visit www.deloitte.co.uk

REAL ESTATE SERVICES

- Delivering real estate experts' best-in-class services
- Financial statement audits
- Tax compliance
- Valuation - business and property
- Transaction consulting, advisory and due diligence
- Taxation - international, national, state and local
- Integration, divestment and restructuring
- IT systems strategy, selection and implementation
- Accounting and diligence
- Global equity and debt offerings services

WWW.BLGGLOBAL.CO.UK NOVEMBER/DECEMBER 2017 31



PRIVATE EQUITY THRIVING THANKS TO ALTERNATIVE THINKING

IN A WORLD SHORT ON SOCIO-POLITICAL CERTAINTY, THE AMOUNT OF 'DRY POWDER' IN PRIVATE EQUITY IS INCREASING AS INVESTORS WAIT FOR THE RIGHT INVESTMENT OPPORTUNITY. MICHAEL JOHNSON, HEAD OF FUND SERVICES AT INTERTRUST IN THE CHANNEL ISLANDS, EXPLAINS WHY THIS HAS LED TO A RISE IN CERTAIN ALTERNATIVE ASSET CLASSES

AFTER THE GEOPOLITICAL upheaval of 2014, it would have taken a brave business to risk their necks and predict a completely stable 2017 in the social and political spheres. However, doing so would have been made too early. Early on, when Theresa May called a snap general election in April, the markets reacted in a way that surprised many. The UK's political uncertainty, combined with the fact that the UK is a major global investor, has led to a surge in alternative asset classes that could perform more stable returns.

In light of this and other, more recent performance, the private capital markets are larger than ever before, as a recent private equity (PE) report commissioned by Intertrust has found. Returns and distributions have remained robust and general partners (GPs) coming from their investments find themselves in a seller's market due to intense competition.

Alternative asset research firm Preqin has found that, globally, PE now controls 18.4% of the world's GDP (up from 16.1% in 2014). In the UK, this is an all-time high. Tim Harris, Director General of the British Venture Capital Association (BVCA), in a forecast for Intertrust's report, said that the volume of uncommitted capital will rise in 2017. This, he says, will mean private capital is well-placed to fund the growth of start-ups in a timely and efficient manner. This is a timely and efficient way to fund the growth of start-ups and the industry sector is well-placed to fund the growth of start-ups and the industry sector is well-placed to fund the growth of start-ups.

BUILTING STABLE INVESTMENTS One such alternative asset class is infrastructure, which has had a much greater role for private capital in recent years as a consequence of government cutbacks across the world. Governments have had much less money to spend since the 2008 financial crisis, so large-scale infrastructure projects, such as the building of roads, bridges, hospitals and schools, have required the input of private capital. This trend has coincided with an increase in PE investment in infrastructure assets and a subsequent rise in returns. The three main reasons for this are: infrastructure assets are long-term investments with stable cash flows, which are often highly regulated and hence tend to be as perfectly suited to investing in the infrastructure asset class.

An infrastructure project is an important part of the functioning of society, they represent a stable long-term investment with low volatility in returns. It is also a sector that can have a significant and immediate impact on the economy.

Infrastructure projects are often undervalued and present a means of creating political capital, as in the case of Donald Trump's infrastructure plan for the US. In the UK, the industry sector is well-placed to fund the growth of start-ups and the industry sector is well-placed to fund the growth of start-ups.

CHANNEL ISLANDS The right to multiple alternative asset classes is proving strong in the Channel Islands because it results in the widening of their spheres of influence.

The assets owned above aren't generally centred in London, which is where the islands have traditionally done most of their work. Therefore, alternative PE investments allow Channel Island practitioners to broaden their reach and expand their global footprints.

These assets are more global in nature, so there's an opportunity for large, international firms such as Intertrust to use our expertise and draw on the experience and knowledge of colleagues in our 39 offices across 28 jurisdictions around the world.

Working globally also means we've increased the size of Intertrust's portfolio of non-Channel Island domiciled funds, which is a good Brexit buffer and a means of diversifying our local offering.

A diverse offering is also a real positive for our employees, as they engage with funds and asset classes that have real-world impact. Diversity is key in a volatile world and our multi-jurisdictional, multi-asset model is sustainable, resilient and built with the long term in mind.

PRIVATE EQUITY AND INTERTRUST Intertrust provides equity offering advice across the Channel Islands, Intertrust's Head of Fund Services in the Channel Islands, is michael.johnson@intertrustgroup.com

Intertrust Jersey is regulated by the Jersey Financial Services Commission, Intertrust Guernsey is regulated by the Guernsey Financial Services Commission 2017 31



WE'VE INCREASED THE SIZE OF INTERTRUST'S PORTFOLIO OF NON-CHANNEL ISLAND DOMICILED FUNDS, WHICH IS A GOOD BREXIT BUFFER

POWERING INVESTMENTS Another area of growth in recent years has been the energy asset class. The rise in oil and gas prices has made alternative energy a more attractive investment for investors. This has led to a surge in investment in alternative energy assets, such as renewable energy, infrastructure, and other alternative asset classes.

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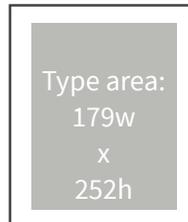
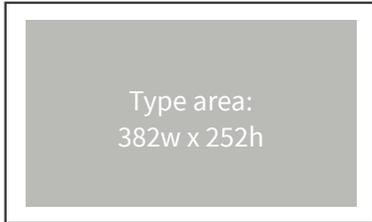
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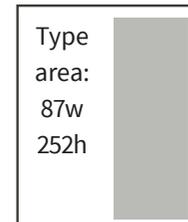
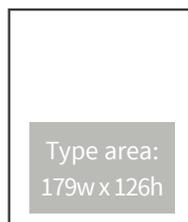
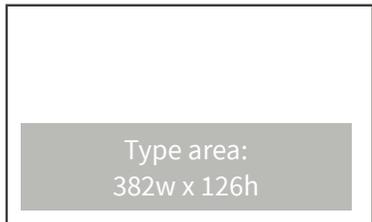
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ADVERTISING: COSTS



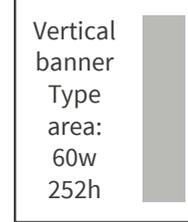
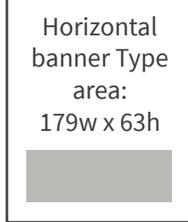
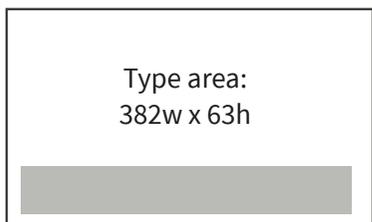
Double page spread:
£2,415

Full page:
£1,655



DPS Half Page:
£1,430

Half page:
£985



DPS strap:
£995

Banner:
£875

Half-page and quarter-page advertisements should sit within the grid. There is no availability for bleeds on half-page, quarter-page and banner layouts.

Artwork

Artwork is accepted in the following formats:

- High-resolution pdf file
 - Photoshop EPS with all fonts converted to paths and images embedded
- All artwork must be supplied as CMYK with all fonts and images embedded.

Delivery:

Via email (maximum file size 6Mb) to artwork@blglobal.co.uk
Or via ftp (details can be provided).

Requested positions

Inside front cover: £2,095
Inside back cover: £1,995
Prime position: £1,995
Back cover: £2,415

Please note:

All measurements are in millimetres.



ADVERTISING: THE DIRECTORY

In addition to adverts and advertorials, *Channel Islands and the City* will carry a business directory – an exceptional reference tool for people looking for companies in the Channel Islands. Advertise in the magazine and you will also receive a one-off entry in the *Businesslife* searchable online directory.

Online



Cost:

Magazine Directory
(includes free online entry)
£350

Print



PUBLISHING SCHEDULE

AD SALES DEADLINE

11 MAY 2018

AD ARTWORK DEADLINE

18 MAY 2018

PUBLICATION DATE

4 JUNE 2018

HOW TO BOOK

For information about advertising in *Channel Islands and the City*, please contact:

Carl Methven

+44 (0)1534 615886

+44 (0)7797 796377

carl.methven@blglobal.co.uk

CONDITIONS OF ACCEPTANCE

All advertisements accepted for publication by Chameleon Group Limited in any of its print or online publications can only be accepted on the following condition accepted on the following conditions:

- The publisher does not accept liability for any loss, or damage caused by:
 - a) an error, inaccuracy or omission in the printing of an advertisement.
 - b) any failure to publish on the date or dates specified by the advertiser.
 - c) the publication of any advertisement on any date (or dates) other than the date (or dates) specified by the advertiser, whether the actual date of publication be earlier or later than the date (or dates) specified; and/or in a specific issue.
- All advertisements are subject to the contents being approved by the management. The management reserves the right to refuse any advertisement, even though accepted and pre-paid, or to make any alterations deemed necessary.
- Proofs of advertisements will be submitted on request. Once the proof has been agreed and signed by the advertiser (or his agent or representative) no further alterations can be entertained, except by agreement with the publisher at the advertiser's expense.
- Notice of cancellation of advertisements must be received at least 20 working days prior to publication. Non-compliance with the above cancellation time will incur the full cost of the space booked.
- It is the responsibility of the advertiser to check the correctness of each insertion of an advertisement. No responsibility can be assumed for the repetition of an error in the advertisement ordered for more than one insertion unless notification is received by the publisher immediately an error occurs.
- All advertisements are accepted and published on the understanding that the advertiser is authorised to publish the contents of the advertisement. The advertiser will indemnify the publisher against all actions, claims, demands, costs and expenses which might be taken out or made against the publisher or may be incurred or become payable by the publisher in respect of or arising out of each advertisement.
- While every care is taken, the publisher is not responsible for damage of artwork or photographs or any other advertising material.
- Prices published by the Chameleon Group Limited are subject to revision at any time and orders are accepted on the condition that the price binds Chameleon Group Limited only in respect of the period specified in the applicable rate card. Prices are exclusive of GST. Credit accounts must be settled within 14 days of the invoice date. Interest will be charged monthly on overdue accounts at the rate of 2.5% above base rate.