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For immediate release

## TRUSTNET ADVISER RELEASES FINDINGS OF STRUCTURED PRODUCTS ROUNDTABLE

**Trustnet Adviser**, the UK's leading free and independent fund research website for advisers, today releases the key findings from roundtable discussions, held recently with the UK's foremost structured products providers.

The roundtable follows increasing interest and demand for information about structured products, culminating in a 384% increase in traffic to the Trustnet Adviser structured products section since it launched in September 2005, including a massive 501% increase in traffic to the education guide.

The main concerns and observations from the industry are:

- financial advisers face an exodus of clients if they don't adopt the range and benefits of contemporary structured products available - private banks, which use a variety of alternative strategies alongside long only, are seeing a rise in client numbers as they reduce the barriers to entry for new clients.
- The introduction of wraps, and the migration of money onto platforms, has precipitated a decreased knowledge and use of structured products as an asset class for advisers to recommend these products to clients.
- network advisers are limited in what they can sell by the rules laid down by the network.
- advisers face increased FSA regulatory burdens, namely higher liability insurance if they sell structured products.
- open ended funds with CPPI style bolt-ons – perhaps even as pension planning tools – are viewed by structured product providers as a method of adding value to other products advisers already recommend.
- providers are shaking off the 'product pusher' image and designing investments that take into account the client's primary concerns and needs.
- a significant barrier to more complex products entering the UK market is the simple approach to asset allocation by many advisers - multi-asset products would require more static exposure based on long term strategic planning.

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- UK investors are well informed about funds in general, but are not as familiar as advisers with asset allocation techniques and how this approach could maximise their fund selections. As a result they end up making costly mistakes.
- structured products providers recognize that they need to help advisers increase their understanding of these products so that they're more comfortable with recommending them to clients.

The roundtable was attended by the following leading UK structured product providers:

Abbey Financial Markets  
Barclays Capital  
Legal & General  
Manor Park  
Morgan Stanley Investments  
Premier Fund Managers  
West LB

Paul Wynne, head of marketing and communications for Financial Express says:

"The structured products on the market today represent a misunderstood asset class, one of the main reasons why we have invested valuable resources in educating and informing advisers and investors about these instruments, and how they could form part of a successful portfolio."

Free access for financial advisers to the Trustnet Adviser structured products section is available via <http://www.trustnet.com>.

#### ENDS

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