

SPEAR'S

WEALTH, BUSINESS, CULTURE
& LUXURY LIFESTYLE

PRINT & DIGITAL MEDIA PACK

2020

spearswms.com

About *Spear's*

Spear's is the multi-award-winning title focused on wealth, business, culture and luxury lifestyle published six times a year in print and online. Since launch in 2006 it has become the must-read 'wealth bible' for UK-focused HNWs and UHNWs.

Described as a cross between *Forbes* and *Vanity Fair*, it is also required reading for the affluent financial services community, including the bankers, lawyers and family offices who advise the wealthy. Each edition includes an index to the top advisers in fields such as wealth management, property, family law, tax and luxury providers.



Editorial mission



“Our total focus is on wealth and factors affecting it – from geopolitics to business – as well as luxury lifestyle and culture. *Spear's* is the magazine that the rich reach for”

Alec Marsh
Editor, *Spear's*

The Spear's mission is this: to be the best magazine in the world for the 1% – that is the richest one per cent in the world. Fortunately, we are based in the world's chief anchor-point for wealth: London.

Our total focus is on wealth and factors affecting it – from geopolitics to business, politics and more – as well as luxury lifestyle and culture. *Spear's* is the magazine that the rich reach for. We are staffed by award-winning journalists. Our writers include Lucia van der Post, luxury guru and launch

editor of *How To Spend It*; John Arlidge of the *Sunday Times*; Nick Foulkes, author, and horologist; food writer William Sitwell; Clive Aslet, editor-at-large of *Country Life*; Jason Cowley, *New Statesman* editor; Jonathan Ray, drinks editor of *The Spectator*; Sam Leith, author and critic; Tim Barber, the *Telegraph* watches' editor. Our columnists Annamaria Koerling, Ceris Gardner and Robert Amsterdam are professionals of international calibre. Contributors also include Stanley Johnson, Jim O'Neill and Elizabeth Hurley.



Spear's channels

62,000 READERSHIP DISTRIBUTION (24,000 CIRCULATION)



The gilded heart of the *Spear's* readership is the 10,000 copies we send to our elite subscriber distribution list, **reaching some 25,000 pinnacle UHNW and HNW individuals**, offering an unrivalled access to Britain's UK-focused super-wealthy community. This accounts for 43% of the readership



Fully 6,500 copies of *Spear's* are distributed directly through **British Airways first class cabins inflight**, and in **first class and business lounges at Heathrow and Gatwick**. In addition, *Spear's* distributes through the **Virgin Upper Class, United Airlines, American Airlines Singapore Airlines** and **Qatar Airways**, (1,000 to 1,500 copies per edition) each from LHR, giving *Spear's* key traffic capture in routes East and West and underpinning our global reach to partners. We also go out of key lounges in regional airports. In all 40% of our readership are airbourne. We are also in **15 top private jet centres** across the UK



Spear's is in London's best **private members' clubs** including **5 Hertford St, Annabel's, Mark's Club, George, Bath & Racquets**, and in more than 60 **corporate headquarters** in London (including **Barclays, HSBC and Deutsche**) and **five star hotels** including **The Ritz, The Goring, The Berkeley, the Shangri-La at the Shard, Charlotte Street Hotel, and The Stafford**. The **international hotel footprint** includes the **Shangri-La Hotel Paris** and the **Chedi Andermatt** and the **Gstaad Palace** in Switzerland



Around 1,500 copies of *Spear's* are distributed through **Eurostar's business class lounges** in **London and Paris** and aboard business class cabins



Spear's readers also come from newsstand sales: the magazine is sold at **50 WH Smith travel stores** in **London, Dublin, Glasgow, Cardiff, Manchester, Edinburgh, Leeds** and other key UK cities, as well as around **150 independents** in appropriate locations. This accounts for 5% of our print circulation



SPEAR'S GLOBAL

In addition to being distributed through key international hotels and to passengers on Eurostar, airlines, private jet terminals and in airport lounges, *Spear's* has an **international newsstand reach** worldwide. The magazine is distributed through **Barnes & Noble** in the **USA**, as well as through retail outlets in **Germany, Australia, Sweden, Spain, Dubai, Austria, Hong Kong, Austria** and **Switzerland**.

Spear's readers

£7 MILLION

Our readers represent some of the wealthiest, most successful and most influential individuals and families in the UK with an average net worth of **£7 million** and an average HHI of **£950,000**.

£435 BILLION

The total estimated wealth of the *Spear's* readership (based on 62,000 readers), making them richer than the economy of a country like Norway, the UAE or Israel. The *Spear's* readers are international individuals, typically with a London bond.

£1 TRILLION+

Spear's is also the go-to magazine for London's elite private client world: our indices showcase around **400** of the best professionals in private banking, asset management, family office services, family law, property, accountancy and tax law – across six editions each year. They are wealthy in their own right, and their clients, conservatively, have assets running to many times that of our core HNW readers, easily north of **£1 trillion**. These are the influencers you want on your side.

51%

Readers are wine collectors. 42% collect watches, 42% contemporary art; 29% collect antiques; 20% collect classic cars; 20% collect jewellery

63%

authoritative source of information and analysis

The average age of *Spear's* readers

45

50%

Spear's articles on art and culture

45%

Nearly half of *Spear's* readers are women

59%

Percent of readers are private donors to charity

54%

Spear's readers have set up their own companies

13

Times a *Spear's* reader flies abroad for business and pleasure each year

Luxury services used by *Spear's* readers

44% BESPOKE TRAVEL AGENT

39% PROPERTY ADVISERS

89% PRIVATE MEMBER'S CLUB

32% YACHT

50% PERSONAL TRAINER

34% CHAUFFEUR

42% ARCHITECT

37% PRIVATE JET

50% SPORTS CAR/SUPER-CAR

34% INTERIOR DESIGNER

48% CONCIERGE SERVICE

29% HELICOPTER

79% SPA

71% PRIVATE DOCTOR

73% BESPOKE TAILOR/DRESSMAKER

34% LANDSCAPE GARDENERS

27% PRIVATE TUTOR

Multimedia solutions



PRINT

Published six times a year, *Spear's* is a glossy 128-page magazine which engages readers wherever it finds them. Covering topics dedicated to the interests, needs and passions of UHNW and HNW readers, *Spear's* is an exclusive content-rich platform that offers an appropriate launchpad for advertisers – whether they're financial or professional services providers, or luxury brands marketing experiences or products. *Spear's* magazine offers a blend of exclusive content – from interviews with world figures of interest to HNWs or relevant insights from our columnists or features – perfect for adverts, advertorials, content marketing and sponsorship opportunities



DIGITAL

spearswms.com is accessed globally across multiple platforms providing unique opportunities for alignment with luxury content



E-MAIL MARKETING

Promote sponsored ad banners with the latest luxury content featuring popular web features, travel and experiences. Sent directly to *Spear's* readers



SOCIAL MEDIA

twitter: @SpearsMagazine
instagram: @spearsmagazine
LinkedIn: *Spear's* Magazine
facebook: @spearsmagazine



EVENTS

Spear's events provide interactive experiences to engage directly with high-net-worth individuals

Editorial calendar

<i>Publication Date</i>	<i>Issue</i>	<i>Index</i>	<i>Release Date</i>	<i>Copy Deadline</i>
January/February 2020	72	Reputation Advisers	8 January	N/A
March/April 2020	73	Property Advisers	5 March	31 January
May/June 2020	74	Wealth Managers	22 April	27 March
July/August 2020	75	Family Lawyers	24 June	29 May
September/October 2020	76	Tax & Trusts Advisers	August	31 July
November/December 2020	77	Luxury Leaders	November	25 September
January/February 2021	78	Reputation Advisers	January	4 December



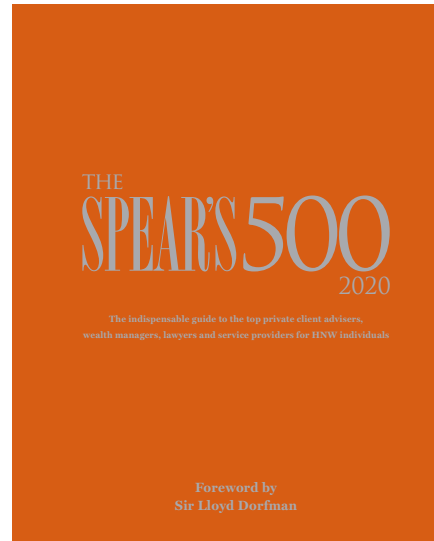
Please note that this calendar is subject to change

Spear's portfolio



Spear's magazine

A glossy magazine and heart of the brand published bimonthly and distributed in the UK and overseas, bringing the readers wealth, luxury and lifestyle insights from some of the world's leading authorities on finance, business, luxury and more. All magazine content is available at spearswms.com



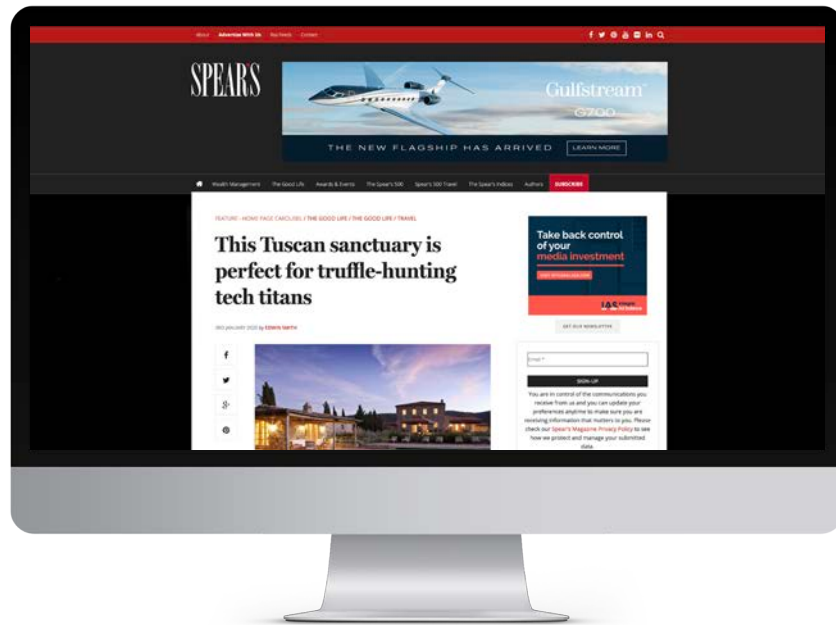
Spear's 500 private client guide

Europe's most respected guide to the top private client financial advisory and luxury brands and services for the elusive UHNW community. All entrant profiles can also be accessed through the dedicated *Spear's 500* website that is the required online reference guide.



Spear's 500 Travel Guide

The indispensable HNW guide to the very best luxury hotels, resorts, private islands, holiday rentals, and tour operators in the world. We have used our *Spear's* intelligence network to identify the very best to make any visit abroad all the more exclusive and bespoke



Spear's website traffic

45,000

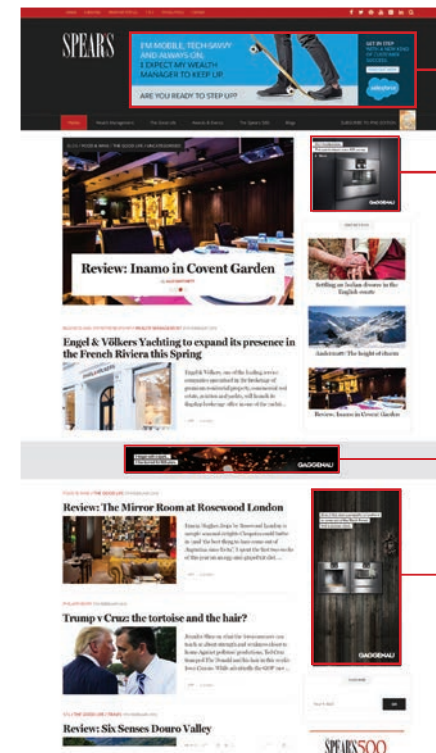
Unique visitors (per month)

140,000

Page impressions

The content on **spearswms.com** and the audience it attracts ensures that your luxury brand reaches the decision makers or those that facilitate decisions in the UHNW community. Your company will get in front of the right audience at the right time.

Spear's online banner advertising



Billboard
970 x 250

MPU
300 x 250

Leader Board
728 x 90

Double MPU
300 x 600

Print and digital rate card

PRINT

	x1	x2	x3	x4	x5	x6
Inside front cover	£13,000	£12,350	£11,700	£11,050	£10,400	£9,750
Outside back cover	£13,000	£12,350	£11,700	£11,050	£10,400	£9,750
Inside back cover	£12,000	£11,400	£10,800	£10,200	£9,600	£9,000
Double page spread	£10,800	£10,260	£9,720	£9,180	£8,640	£8,100
Full page	£6,500	£6,175	£5,850	£5,525	£5,200	£4,875
Half page	£4,000	£3,800	£3,600	£3,400	£3,200	£3,000

Bound and loose inserts	Prices available on request
Band wrap	Prices available on request
Bespoke inserts (invitations, supplements, catalogues)	Prices available on request

DIGITAL

AD TYPE	MINIMUM PRICE
Bill board banner	£25 CPM
Double MPU banner	£25 CPM
MPU banner	£15 CPM
Native article	£4K
Site skin	£55K Per Year
Microsite	£50K



Print specifications

ADVERTISEMENT SIZES

For best reproduction, materials should be submitted in a digital file format. Platforms supported are Macintosh and PC

High resolution PDFs

All high-res images and fonts must be included when the file is created. Artwork should be 100% in size and include all standard trim, bleed and center marks outside of the live area. All images contained within PDF must be high-resolution (300 dpi recommended) and in CMYK format. PDFs should conform to the PPA pass4press specifications, which are based on PDF/x-1a standards, details of which can be found at www.pass4press.com.

Images

For best reproduction, all images must be supplied at 300dpi. Only CMYK colour space is supported. Solid black backgrounds should be a rich black (100% black, 70% cyan, 60% magenta, 50% yellow)

Fonts

Fonts must be supplied as Type 1 Postscript fonts with associated suitcase file(s) or Open Type fonts. We cannot use TrueType or Multiple Master fonts. Fine serif type and hairline rule should NOT knock out or be a tint.

Sizes

width x depth

Cover 2, Page 1

Trim = 210 x 260mm

Bleed = 216 x 266mm

Type area = 190 x 240mm

Double Page Spread

Trim = 420 mm x 260 mm

Bleed = 426 mm x 266 mm

Type area = 400 mm x 240 mm

Full Page

Trim = 210 x 260mm

Bleed = 216 x 266mm

Type area = 190 x 240mm

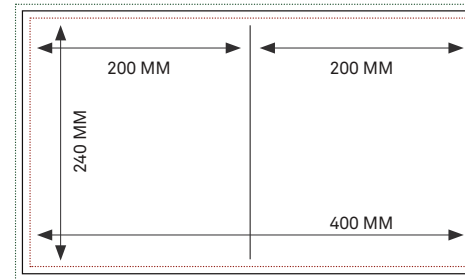
Half Horizontal

Trim = 210 x 130 mm

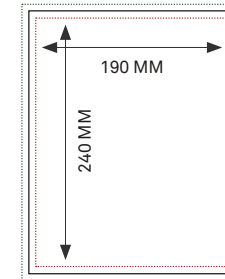
Bleed = 216 x 136mm

Type area = 190 x 105mm

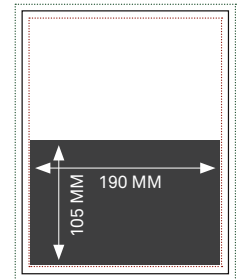
- Bleed Advertisements should have a (3mm) bleed on all sides that bleed
- Type and important subject matter should be kept at least 8mm from the live/trim area on all sides



DOUBLE PAGE SPREAD



SINGLE PAGE



HALF PAGE (HORIZONTAL)

Submitting your advertisement

Advertising material should be supplied in PDF format. Please allow 3mm each page for gutter loss allowance, this is to be included within the trim size. The file must not contain any transparent elements and file creator should apply any trapping requirements - no trapping will be applied by the printer. Combined colour ink density must not exceed 300%. Double page (DPS) advertisements should be split and supplied as single pages to the measurements above.

Artwork and design service

If you are unable to supply your materials in any of these formats, we can offer an artwork, design and production service. In order for us to process your advertisement, please supply the following information:

- Advertising text
- Company contact details
- Company logo
- Images

Email

Please note we have a 6MB limit on emails. Files smaller than 10MB may be emailed to: clare.ovenell@ns-mediagroup.com

For larger files, email via www.wetransfer.com to: clare.ovenell@ns-mediagroup.com

Please name the files with your company name and the *Spear's* publication and issue.

We will then write, design and provide you with a proof of your advertisement prior to publication.

Charges for design and/or amendments will be determined on a case-by-case basis.

For all print production questions, please contact: clare.ovenell@ns-mediagroup.com

Events



Spear's Wealth Insight Forum

The annual *Spear's* 'billion-pound meeting of minds' focuses on the world of wealth with a line-up of panels touching on important aspects of the lives of our readership – from wealth management, to citizenship and residency, property, tax and trusts, luxury and more. The 2020 *Spear's* Wealth Insight Forum will seek out answers – and will offer ample opportunities for networking.



Spear's Wealth Management Awards

Our flagship event, the *Spear's* Wealth Management Awards, acknowledges and honours entrepreneurs, philanthropists and others for their innovation, success and outstanding contribution to the wealth management world and beyond. An A list networking cocktail party and awards ceremony, the *Spear's* Wealth Management Awards provide a platform for over 500 of Europe's most influential and wealthiest individuals to celebrate and meet the best and most innovative individuals and companies across the high-net-worth world.

Spear's partnerships



PATEK PHILIPPE
GENEVE



HSBC
Private Banking



Gulfstream®



Boadicea
THE VICTORIOUS
LUXURY PERFUME COLLECTION



PENNINGTONS
MANCHES



GSTAAD PALACE
SWITZERLAND



BVI Finance
your international business partner



LONDON
GENERAL
PRACTICE
LEADERS IN
MEDICAL EXCELLENCE

HENRY JACQUES



Polestar

MASECO

The Kusunacht Practice
THE WORLD'S MOST EXCLUSIVE TREATMENT CENTRE



CARRIER

H&P **Henley & Partners**



THE RESORT VILLA
RAYONG THAILAND



“

The Michelin Guide to the
wealth management industry
Julien Seveaux, CEO, Eighteen48 Partners

“

My favourite
magazine
Terence Conran

“

Spear's is for anyone who wants
to make money – and keep it
Elizabeth Hurley

“

A cross between
Forbes and *Vanity Fair*
Ben Goldsmith

“

Widely regarded as the pre-eminent
publication of the wealth management sector
Sir Lloyd Dorfman