



# Sample Profile Pack

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\* Please note that all details concerning prices and services offered are correct at the point of publication. To check current prices and services available, please contact Factory.

SAMPLE RESEARCH GUIDE

## INTRODUCTION

Individuals are selected for profiling on the basis of meeting some or all of the criteria agreed with you prior to undertaking the research:

For example:

Net wealth in excess of £1 million  
Directorship of a UK plc or a major limited company  
Trusteeship of a grant-making trust  
Excellent business networks and connections  
Is a celebrity – actor, musician, comedian, sports star, etc

## RESEARCH NOTES

Here we report a summary of our findings, methods of providing wealth information and estimates and a list of sources used during the research.

We check all addresses against the latest Bureau van Dijk, Director and Shareholders CD-ROM, Companies House, Directory Enquiries and/or the Electoral Roll. If the prospect is no longer at the same address and we cannot confirm that we have the correct person, we will not undertake a profile of them.

We include any alternative addresses found on Companies House records and telephone check each prospect via their current directorships or trusteeships. We will note if we have been unable to telephone check an individual and provide an explanation of this.

## WEALTH

We use a number of approaches to provide information on and an estimation of wealth. In the case of well-known millionaires we start with recent published assessments of wealth from sources such as The Sunday Times Rich Lists and Pay Lists.

When using The Sunday Times Wealth Register 1997 we will always update this where possible via our online press searches.

In the case of directors of quoted companies, we estimate probable wealth on the basis of listed or published information on directorships, shareholdings and salaries.

For directors of private companies, we have endeavoured to provide information on salaries and the estimated value of any shareholdings in the company (based on the individual's percentage stake in the net assets of the company).

With those individuals for whom wealth is difficult to ascertain, we undertake a press search to establish any share interests, earnings and bonuses. Likewise, where information about an individual's professional earnings/wealth could not be found, for example due to retirement, we have noted other factors such as property and trusteeships (particularly if they are a settlor of a grant-making trust) as an alternative indication of wealth and interests.

It is worth stressing that, as public domain information on pay and assets is often limited, our estimates of wealth are always conservative.

In some cases it may be impossible to ascertain wealth due to lack of information in the public domain. However, we include these individuals because they may be, for example, a director of a highly profitable company, a trustee of a grant-making trust, have useful connections, or are a well-known celebrity.

## SOURCES

Here we list all the sources used to provide the information in your report. This is likely to include some or all of the sources listed below:

Bureau van Dijk, Directors & Shareholders CD Rom  
City of London Directory & Livery Companies Guide 2009  
Charity Commission online  
Companies House on-line service  
Debrett's, People of Today online  
Debrett's Peerage & Baronetage  
Directory of Social Change, Trustfunding online  
Lexis Nexis on-line press searches  
London Stock Exchange online  
PricewaterhouseCoopers, Corporate Register, latest and past editions  
The Sunday Times' Pay Lists – latest and past editions  
The Sunday Times' Rich Lists – latest and past editions  
The Sunday Times' Wealth Register 1997  
Sunrise Publications' Wealth Watch, latest and past editions  
Who's Who, latest and past editions  
Who's Who in Charities, latest and past editions  
Who's Who in the City, latest and past editions  
Various Factory in-house sources  
Various internet searches

NB: For Data Security reasons the following sample profiles are entirely fictitious.

SAMPLE STANDARD PROFILE - £140 + VAT per profile

	CLIENT INFORMATION
NAME	Mr John Doe
Extra Information	100, Fortnum Row London SW1 1XX
UNIQUE REFERENCE NO.	XXXX

PROSPECT NAME	DOE: SIR JOE (JOHN) DOE, CBE
STYLE	Sir John Doe, CBE
DATE OF BIRTH	1 <sup>st</sup> January, 1945
HOME ADDRESS	1 Fortnum Mews London SW1 1MM
BUSINESS ADDRESS	Doe Investments plc 100 Mayfair Place London W1 1XX
BUSINESS TEL / FAX / EMAIL	T: 020 0000 0000 F: 020 0000 0001 E: jdoe@email.com
KEY DIRECTORSHIPS	<ul style="list-style-type: none"> <li>➤ Doe Investments plc – Founder &amp; Chairman (2005 – to date)</li> <li>➤ JD plc – Non-Executive Director (2006 – to date)</li> </ul> <p>Previously:</p> <ul style="list-style-type: none"> <li>➤ Multinational Bank plc – Founder, Chairman &amp; President (1992-2004)</li> <li>➤ Innovus Ltd - Non-Executive Director (1991-1995)</li> </ul>
KEY GRANT-MAKING TRUSTEESHIPS	<ul style="list-style-type: none"> <li>➤ The John Doe Foundation – Settlor &amp; Trustee</li> <li>➤ Disabled Children’s Sports Foundation – Vice President</li> </ul>
OTHER PHILANTHROPIC INTERESTS	<ul style="list-style-type: none"> <li>➤ Mayfair Festival of Performing Arts – Joint Chairman</li> <li>➤ The Theatre Council – Patron</li> </ul>
LEISURE INTERESTS	Theatre, opera, golf, horse racing, horse breeding.
WEALTH INFORMATION	The wealth of John Doe and his family is estimated in the press at £400m based on the value of his company, Doe Investments plc and the sale of Multinational Bank.

#### RECENT NEWS

Doe was involved with US private equity group, Capital Venture plc in a rescue package for the troubled computer software company Softouch.  
(Name of paper, date)

#### NOTES

In 1999 Doe divorced Patricia Howle, a Canadian heiress, with whom he has two sons, Peter and Alex. In 2003 he married actress Polly Grieves.

SAMPLE IN-DEPTH PROFILE - £325 + VAT per profile

	CLIENT INFORMATION
NAME	Mr John Doe, OBE
Extra Information	100, Fortnum Row London SW1 1XX
UNIQUE REFERENCE NO.	XXXX

PROSPECT NAME DOE: MR JOE (JOHN) DOE, CBE

STYLE Sir John Doe, CBE

PROSPECT ADDRESS 100, Fortnum Row  
London  
SW1 1MM

DATE OF BIRTH 1<sup>st</sup> May, 1944

BUSINESS ADDRESS Doe Investments plc  
100 Mayfair Place  
London  
W1 1XX

BUSINESS TEL / FAX / EMAIL T: 020 0000 0000  
F: 020 0000 0001  
E: [jdoe@email.com](mailto:jdoe@email.com)

KEY DIRECTORSHIPS

- Doe Investments plc – Founder & Chairman (2005 – to date)
- JD plc – Non-Executive Director (2006 – to date)

Previously:

- Multinational Bank plc – Founder, Chairman & President (1992-2004)
- Innovus Ltd – Non-Executive Director (1991-1995)

KEY GRANT-MAKING TRUSTS

- The John Doe Foundation – Settlor & Trustee

The majority of funds in the John Doe Foundation are earmarked for the Mayfair Festival and performing arts projects, especially those which involve disabled performers in the UK and overseas. However some funds are directed to charities concerned with horses and sports. In 2006 the Foundation had total assets of £1.3m and donated grants with a total value of £750,000. Noteworthy recipients include £15,000 to Sunnyfield Children's Theatre Charity and £5,000 to The Animal Charity.

- Disabled Children's Sports Foundation – Vice President
- Mayfair Festival of Performing Arts – Joint Chairman
- The Theatre Council – Patron

#### OTHER PHILANTHROPIC INTERESTS

Doe owns a ranch in Canada where he has plans to set up a theatre summer school for both disabled and non-disabled young people.

#### BRIEF BIOGRAPHY

##### Early Life & Education

John Doe was educated at Hampstead Park School, London. He read economics at Old Hall College Oxford, where he was a prominent member of their Spotlight Theatre Company. After college he trained as a chartered accountant before working in banking in Canada for five years.

##### Career

He returned to the UK to found Multinational Bank Ltd, which he built up over ten years. It was floated on the stock exchange in 1991 and four years later he stepped down as Chairman. With funds from the company's subsequent sale he focussed his energies on establishing The John Doe Foundation, a charitable trust giving mainly to the performing arts. During this time he took on non-executive directorships with leading investment companies, to which he brought his well-documented keen financial eye and charisma.

By 2000, Doe had brought many of his closest colleagues from Multinational on to the board of his new company Doe Investments. The company continues to expand under Doe's leadership with JD plc as its subsidiary buying out smaller operations.

Described in the press as a "loss to the stage when he chose the City" Doe has never lost his love of the performing arts, and is perhaps as well known for his interest and support of British theatre as for his business success. He also finds time to have an active role in his stud farm on the Somerset levels.

##### Family

In 1999, Doe divorced Patricia Howle, a Canadian heiress, with whom he has two sons, Peter and Alex. Alex trained as an actor and was very successful until a car accident in 1995 left him unable to walk. He helped his father to found the John Doe Foundation, through which he campaigns for disabled actors. Doe married BAFTA-winning actress Polly Grieves at his villa in Southern Tuscany in June 2003.

#### PROFESSIONAL BODIES

- Institute of Directors – Member

Previously:

- Securities & Finance Authority – Former Member.  
The Authority, a self-regulating company set up as a regulatory body was wound down in November 2001, when it was taken over by the Financial Services Authority, a non-governmental regulatory body for the investment industry.

LIVERY & CLUB MEMBERSHIPS	<ul style="list-style-type: none"> <li>➤ The Musicians' Livery Company - Liveryman</li> <li>➤ Garrick - Member</li> <li>➤ Hampstead Golf Club – Member</li> </ul>
LEISURE INTERESTS	Theatre, opera, golf, horse racing, horse breeding
WEALTH INFORMATION	The wealth of John Doe and his family is estimated in the press at £400m based on value of his company, Doe Investments plc and sale of Multinational Bank. He holds shares in JD plc with a current value of £500,000. (Name of Paper, date)
KNOWN MAJOR GIFTS	<p>He is reported to have donated between £6m and £8m to the now international Mayfair Festival of Performing Arts through his foundation.</p> <p>Other individual major gifts:</p> <ul style="list-style-type: none"> <li>➤ £30,000 to the Horse Health Trust</li> <li>➤ £25,000 to the New Pimlico Theatre in 2002</li> <li>➤ £15,000 each to Opera Now and Perform East in 2001</li> </ul>
ESTIMATED GIFT CAPACITY	On the basis of his reported wealth and philanthropic track record, we would estimate a major gift capacity in the region of £1m.
BUSINESS NETWORKS	
	<p><u>Doe Investments plc</u> Corporate finance and management. The company was founded in 1985, by John Doe. Since then it has nearly trebled in size, and now has businesses worldwide. Its subsidiaries included JD plc (see below).</p>
John Givver	Former Director Management consultant. Adviser to Innovus Ltd.
Tom Fernandes	Head of Corporate Finance Non-Executive Director of Fox Venture Capital plc. Director of the London Institute of Music and Performing Arts. Former Chairman of Aristotle.com.
Tony Maloney	Non-Executive Director Chairman and shareholder of Dynamo Finance plc, Non-Executive Director of and Shareholder in Sharestock plc. Chairman of and Shareholder in Big News Ltd.
Adam Scott	Finance Director Non-Executive Director and shareholder at GP plc. Non-Executive Director of Scott Holdings plc.
Terence Smith	Chief Executive Non-Executive Director of Revolution plc, Redfield plc and BioInvestments plc. Former Chief Executive of GP plc.

JD plc

Independent corporate management and subsidiary of Doe Investments plc.

Ann Bankwell	Chair Former Finance Director of Innovus Ltd.
William Just	Non-Executive Director Lawyer and Trustee of The Art Fund.
Julia Nation	Finance Director Non-Executive Director of Strand Theatre Company.

Innovus Ltd

Venture capital and fund management.

Norman Foreman	Non-Executive Director Former Chairman of 2 Capital Ltd.
Billy Fortune	Director Trustee of the Mayfair Festival of Performing Arts.
Wilson Grace	Non-Executive Director Chartered accountant. Former Director of Ark plc.
Sal Ling	Fund Manager Non-Executive Director of Polestar plc. Patron of the Sunnyfield Children's Trust. Former Director of Coral Ltd.

Multinational Bank Ltd

Investment banking.

John Givver	Former Director q.v. above
Tom Fernandes	Former Fund Manager q.v. above
Tony Maloney	Former Non-Executive Director q.v. above
Adam Scott	Finance Director q.v. above
Terence Smith	Non-Executive Chairman q.v. above
Mary Stokes	Fund Manager Trustee of The Animal Charity.

PHILANTHROPIC NETWORKS

John Doe Foundation

Alexander Doe	Trustee Director of City Advertising Ltd.
Peter Doe	Chair of Trustees Director of Fulmead Banking Ltd. Brother of Sir John Doe. Recently set up his own foundation. Grants from these foundations have mainly been made to theatre and architecture in the UK and Canada. The Foundation gives grants to general charitable purposes.
The Hon Chris Fotherly Highwood	Trustee and Treasurer Chartered accountant. Director of Taylor & Brand Ltd. Patron of Bluedale Farm Trust.
Caroline Shaw, JP	Trustee and Correspondent None identified.

Mayfair Festival of Performing Arts

Professor Michael Flare	Trustee Playwright and journalist.
Deborah Likh	Trustee Major shareholder in Rillard plc and founder donor of The Performing Arts Museum.
Claire Rome	Joint Chairman Founder of Royal Pinter Theatre Company.
Dr James Sherbourne	Trustee Director of The College of Opera.

Disabled Children's Sports Foundation

Princess Charlotte	Patron Patron of a number of charities.
Dame Erica Price	Chairman Olympic Goldmedalist.
Peter Mills	Trustee Former Chairman of Commonwealth Games Board.
Dr Richard Lees	Trustee Author, physiotherapist and Trustee of St Peter's Foundation.
Elizabeth Montford	Trustee Former Director of the Heidleburg Institute.

Charles Pine

Trustee

Director of SPT Rugby plc. Former Director of JGF Sports Ltd.

#### SOCIAL NETWORKS

Prince Robert – Doe and Prince Robert met at Oxford and have been close friends ever since, the Prince is often involved in Doe’s charity work. They also share ownership of Doe’s stud farm in Somerset.

Doe’s youngest son, Alex, is an actor who became disabled and unable to walk after a road accident in 1995. He subsequently helped his father to found the John Doe Foundation through which he campaigns for disabled actors.

#### RECENT NEWS

##### Professional

Doe was involved with US private equity group, Capital Venture Plc in a rescue package for the troubled computer software company Softouch.

(Name of paper, date).

##### Social

Among the guests at John and Polly Doe’s new Tuscany home were Prince Robert and his children, sportswear tycoon, Ollie Slalom and theatre designer, Dan du Champs.

(Name of paper, date).

#### NOTES

In 1999 Doe divorced Patricia Howle, a Canadian heiress, with whom he has two sons, Peter and Alex. In 2003 he married actress Polly Grieves.