

SPEAR'S



Spear's Wealth Management Awards 2010: Winners

The fourth annual Spear's Wealth Management Awards, in association with The Hideaways Club, were held on 22 November at The Saatchi Gallery, Duke of York's HQ, the King's Road. The Awards celebrate high net worth individuals and wealth managers for their successes, innovations and acumen, in the year 1 August 2009 to 31 July 2010. Associate sponsors include Tempo, Vodka O and Taittinger.

Hosted by *Spear's* editor-in-chief William Cash and CNBC anchor Ross Westgate, the Awards rewarded firms including **Citi Private Bank** (Private Bank UK), **HSBC** (Charlie Hoffman, Private Banker), **Schillings** (Reputation and Privacy Law Firm) and **Farrer & Co.** (Family Law Firm), as well as entrepreneur **Chrissie Rucker** of the White Company and philanthropist **Dame Stephanie Shirley**.

Guests included: philanthropist **Dame Stephanie Shirley**, David Cameron's favourite intellectual **Phillip Blond**, the **Earl and Countess of Carnarvon**, **Lord Chadlington**, **Lady Emily Compton**, **Lady Palumbo**, **Mike Danson**, gallerist **Joe LaPlaca**, **Dora Loewenstein and Manfredi della Gherardesca**, philanthropist **Sir John Madejski**, **Charlie Methven**, financier **Alan Miller**, journalist **Harry Mount**, **Godfrey Barker**, **Edward van Cutsem**, **Sir Mark Weinberg**, **Peter York**, **Toby Young** and lawyer **Robert Amsterdam**.

Judges included members of Spear's staff and directors of Scorpio Partnership and Couper & Partners.

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Private Bank of the Year (UK)

For a bank that has delivered outstanding service and performance for HNW individuals during 2009-10.

Sponsor: Synergy Insurance

C. Hoare & Co.

Citi Private Bank

Investec

JP Morgan Private Bank

HSBC Private Bank

Schroders Private Bank

Private Bank of the Year (Europe)

For a European bank that has demonstrated outstanding performance and service during 2009-10. To qualify, the bank must be prominent in at least one major European market. Attention will be paid to corporate profile, good practice and presence in its market.

Banque Syz

Credit Suisse

Deutsche Bank

Julius Baer

Mirabaud

Pictet

UBS

Private Banker of the Year

For an individual (with an emphasis on those who are client-facing) who has delivered outstanding service to private banking clients during 2009-10. The winner will also ideally have made a significant impact on the private banking industry.

Sponsor: Hideaways Club

Olivier de Givenchy – JP Morgan Private Bank

Charlie Hoffman – HSBC

Duncan Macintyre – Coutts

Rupert Robinson – Schroders Private Bank

Asset Management Firm of the Year for High Net Worths

For a firm which has demonstrated outstanding wealth management services to HNWs in the UK. Specialising in managing investable assets between £500,000 and £10 million, the award is for performance, portfolio management and services to private clients.

Brewin Dolphin

Cheviot

Investment Quorum

Jupiter Asset Management

Ruffer

SCM Private

Smith and Williamson

Thurleigh Investment Managers

Veritas Asset Management

Asset Management Firm of the Year for Ultra-High Net Worths

For a firm which has demonstrated outstanding wealth management services to UHNWs (assets in excess of £10 million).

JO Hambro Investment Management

Rothschild
Sarasin
Stenham Advisors

Future Leader in Wealth Management

For an individual aged under 40 in 2009-10 who has demonstrated outstanding leadership in wealth management. The individual may currently hold a senior management position or may be an active relationship manager. They will have demonstrated their potential through progression at the firm in addition to peer reference.

Anthony Burrell – Mirabaud

Nathalie Dauriac Stoebe – Signia Wealth

Rowland Flower – Psigma
Charles Hoare Nairne – C. Hoare & Co.
Rehmet Kassim-Lakha – JP Morgan
Harry Lawson Johnston – Guggenheim
David Livingston – Thurleigh
Quentin Marshall – UBS
Henry Maxey – Ruffer
Frederic Rochat – Lombard Odier
Edward Tollemache – FF&P

Multi-Family Office of the Year

For a multi-family office that has delivered outstanding services. The winning office will have demonstrated dynamism, client retention and innovation.

Sponsor: BNY Mellon

AlphaOne Partners

Lord North Street

Sand Aire
Stanhope Capital
Stonehage

Single-Family Office of the Year

For a single-family office that has delivered outstanding services. The winning office will have demonstrated dynamism and innovation.

Sponsor: Blackrock

Kedge Capital

Specialist Insurance Provider of the Year

For an insurance firm that has delivered outstanding services in HNW-specific areas.

Sponsor: CNBC

Aon Private Risk Management
AXA Art
Bond Private Insurance Services
Chubb
Gauntlet
Hiscox
Lycetts
NFUM
Synergy Insurance Services

Law Firm of the Year (Tax & Trust)

For the tax and trust department of a law firm which has provided outstanding service during 2009-10.

Sponsor: Odey WM

Baker & McKenzie
Bircham Dyson Bell
Boodle Hatfield
Hunters
LG
Macfarlanes
Maurice Turnor Gardner
Speechly Bircham
Taylor Wessing
Withers

Law Firm of the Year (Family)

For the family department of a law firm which has provided outstanding service during 2009-10.

Farrer & Co.

FLiP
Hughes Fowler Carruthers
Macfarlanes
Manches
Mishcon de Reya
Stewarts Law
Withers

Law Firm of the Year (Reputation & Privacy)

For the reputation management department of a law firm which has provided outstanding service during 2009-10.

Finer Stephens Innocent
Mishcon de Reya
Schillings
Speechly Bircham

Private Client Accountancy Firm of the Year

For the private client department of an accountancy firm which has provided outstanding service during 2009-10.

Sponsor: London & Capital

A.S. Zanettos

Deloitte

KPMG

PwC

Rawlinson & Hunter

Saffery Champness

Sopher + Co

Best International Financial Centre

For an IFC (outside mainland UK) that has delivered a consistently strong, safe and well-managed location for funds, trusts and/or investments.

Sponsor: Scorpio Partnership

Bermuda

Cayman Islands

Monaco

Singapore

Switzerland

Most Innovative International Financial Centre

For an IFC (outside mainland UK) that has demonstrated genuine innovation in providing financial, tax or business solutions for high net worths.

Canada

Jamaica

Jersey

Liechtenstein

Luxembourg

Entrepreneur of the Year

For an individual who has shown innovation and success in the entrepreneurial field in 2009-10.

Sponsor: Couper Partners

Ayman Asfari, Petrofac

Dmitry Grishin, Mail.ru Group

Mike Lynch, Autonomy

Natalie Massenet, Net-a-Porter.com

Chrissie Rucker, The White Company

Hugh Willis and Mark Poole, BlueBay Asset Management

Philanthropist of the Year

For an individual who has undertaken outstanding philanthropic activity during 2009-10.

This activity may be in the form of a direct gift, the establishment of a foundation or the achievements of an ongoing foundation. The individual will be recognised for their contribution to philanthropy, their vision and their innovation.

Sponsor: Sarasin & Partners

Leonard Blavatnik

Michael Hintze

Gina Miller

Alec Reed

Dame Stephanie Shirley

John Studzinski

Boutique Wealth Management Firm of the Year

For a dynamic firm with under £1.5bn AuM which has delivered outstanding service to its clients.

Helvetia Wealth

Investment Quorum

London and Capital

SCM Private

Signia Wealth

Spearpoint

Thurleigh Investment Managers

Spear's Lifetime Achievement Award for Outstanding Contribution to Private Client Services

For a visionary individual who has made a significant impact on the wealth management industry either as a banker, wealth manager, lawyer, accountant or in any other relevant capacity.

Sponsor: KPMG

Raymond Tooth, Sears Tooth

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Spear's

Spear's is the multi-award-winning wealth management and luxury lifestyle media brand whose flagship magazine has become a must-read for the ultra-high-net-worth (UHNW) community. It is also required reading for the affluent financial services community, which includes top bankers, lawyers and family offices who advise the rich today.

Since its launch in 2006, *Spear's* has established itself as Europe's leading wealth management authority, as well as for its witty and incisive commentary on arts, business and lifestyle. Using print, digital, events, awards and research-based products and services, *Spear's* is uniquely placed to connect financial and luxury brands to this exclusive and elusive audience.

The *Spear's* readership is made up of extremely wealthy individuals and families (average assets of £5 million+) and ranges from hedge fund managers to property developers, rock stars to Rich-Listers, entrepreneurs and entertainers. *Spear's* aims to provide an informative, entertaining and objective guide to all aspects of the high-net-worth lifestyle, from its problems to its pleasures.

The recession has meant that there has never been greater demand for a wealth-oriented media brand which prides itself on an unbiased assessment of asset managers, lawyers, bankers, family offices and art advisors. We also give them the inside scoop on the latest trends in the world of luxury.

The Hideaways Club

Why own one property when you can own one hundred?

The Hideaways Club, with its professionally managed, diversified and liquid Fund, provides the logical financial alternative to sole property ownership.

Formed in 2007, the Club has grown to become Europe's leading international property investment Fund that offers its Members the opportunity to invest in and exclusively enjoy an entire portfolio of luxury villas and chalets throughout Europe, Africa, Mauritius and South East Asia. With a lead-in membership fee of £132,500, investors in the Fund automatically become Members of The Hideaways Club which gives them year round usage of a wide variety of magnificent million pound plus properties in which to holiday.

These range from stunning chalets in the Swiss and French Alps to beautiful and luxurious villas in the South of France, Portugal, Spain, Morocco, South Africa and Croatia. The Club recently added properties in Mauritius, Bali and Phuket to its burgeoning portfolio with many more scheduled to be added over the next three years.

Members now have the choice of over 50 spectacular properties around the world in which to holiday, and in order to preserve exclusivity, The Club will close at 600 Members and 100 properties within the next few years.

Properties in the portfolio are located in areas that are renowned for their beauty and accessibility and are luxuriously furnished with great care and attention being paid to the smallest detail with one of the major attractions of membership being the Concierge Service run by the Club. Every Hideaways property is managed by its own private Concierge who will take care of all Members requests from arranging transfers, booking car hire, advising

where and what to see, solving language problems to organising private chefs, child care, booking local restaurants and golf tee-off times.

With membership fees ranging from £132,500 to £250,000 giving between three to six weeks exclusive usage every year and equity ownership in the entire property portfolio, this type of overseas investment is rapidly becoming acknowledged as one of the most enjoyable ways of owning and using overseas property. Offering both the security of having an asset backed investment plus strong potential for growth in the future, membership of the Club could well provide the ideal alternative to sole overseas ownership.

For further information: www.thehideawaysclub.com

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