



ACCLAIM

RECOGNISING LEADERS ACROSS THE GLOBAL WEALTH MANAGEMENT INDUSTRY
THROUGH THE **WEALTHBRIEFING** AWARDS PROGRAMME

EXCLUSIVE
FINALISTS OF THE EIGHTH
ANNUAL WEALTHBRIEFING
EUROPEAN AWARDS 2020

June 2020



FOREWORD

Tom Burroughes, Group Editor, *WealthBriefing*

The *WealthBriefing* Europe Awards are a great opportunity for this industry to honour the top-class performers in the field. In this publication, we talk to those organisations shortlisted for awards and give them a chance to say why they have been able to reach this stage.

The European sector has been tested as never before by the pandemic and the suppression methods governments have taken. Strong wealth management advice and guidance has never been more important. Digital technology is now a must-have as we have seen with private bankers, lawyers, accountants, technologists and family office figures working from home. The value-add of great wealth management is very clear. This awards programme salutes the kind of people and organisations who have really made a difference to clients.

Judges remain at the centre of this awards programme, sifting through masses of entrants to produce a shortlist and, eventually, the winners. They have been chosen for their expertise and experience, and judge categories outside their own immediate areas to avoid conflicts of interest. As always, we value ideas about how to improve the programme.

Ultimately these awards reflect how it is people, with their work ethic, conscientiousness and passion who drive this business forward. This awards programme is designed to reflect those qualities.

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JUDGING PANEL

The 2020 *WealthBriefing* European Awards programme was focused around three main category groupings: **experts** (individuals and teams), **products** and **services** for wealth managers and clients, and institutions of all sizes and types in the European market.

Independence, integrity and **genuine insight** are the watchwords of the judging process with the judging panels made up of some of the industry's top trusted advisors and bankers.



AUSAF ABBAS
Managing Director
Coombe Advisors



TOM BURROUGHES
Group Editor
ClearView Financial
Media, publisher of
WealthBriefing



MARK HUSSEIN
Chief Executive Officer,
HSBC Life (UK) and Head
of UK Insurance
HSBC Bank



GILLIAN AUSTIN-KING
Senior Programme
Manager, CS-MIP
Programme
HSBC Bank



ETIENNE D'ARENBERG
Partner
Bank Mirabaud



SEAN KIERNAN
CEO and Founder
DAG Global



PAUL AYRES
Partner
BDO



SEBASTIAN DOVEY
Founder
The Courageous Ideas
Partnership



PENNY LOVELL
CEO, Private Investment
Office
Sanlam



ERIC BARNETT
Director
Kleinwort Hambros



**MATTHEW
DRUMMOND-SMITH**
Associate Director and
Head of Operations
Bordier UK



KEITH MACDONALD
Head of Wealth
Management
EY



PHILIPPE BONGRAND
Senior Partner
Roland Berger



STEVE DYSON
Director
Investment & Wealth
Management
Consultants



SHARMIL PATWA
Founder
Opus Una



ROSALYN BREEDY
Partner
Wedlake Bell



MARTIN HEALE
Director
Schroder US Wealth
Management



TOM SLOCOCK
Managing Director
Deutsche Bank Wealth
Management

As part of the judging process, a shortlist was identified from the hundreds of entries received for these awards and the judges met for a round-table discussion to agree the winner for each category. The judges were split into groups, dependent on their industry. So trusted advisors were responsible for judging the private banking categories and private bankers judged the trusted advisor categories. This was to ensure that commercially sensitive information was kept confidential and conflicts of interest were avoided.

**ADAM SORRIN**

*Head of Data & Access
Management
RBS Private Banking*

**WILLIAM TROUT**

*Head of Wealth
Management Research
Celent*

**MATTHEW SPENCER**

*Head of Business
Development and
Marketing
Close Brothers Asset
Management*

**BRUCE WEATHERILL**

*Chief Executive
Weatherill Consulting*

**WENDY SPIRES**

*Head of Research
ClearView Financial
Media, publisher of
WealthBriefing*

**CARA WILLIAMS**

*Senior Partner
Mercer*

**IAIN TAIT**

*Partner and Head of
Private Investment Office
London & Capital*

**IAN WOODHOUSE**

*Head of Strategy
and Change
Orbium*

**MIKE TOOLE**

*Chief Operating Officer
Artorius Wealth*

Marketing/PR Categories

BEST MARKETING or PR CAMPAIGN

- Barclays Private Bank – Evolution of Evolution
- Barclays Private Bank – Smarter Giving Campaign
- Dolfín
- Lombard Odier
- Sanlam

Private Client Categories

PRIVATE CLIENT LAW FIRM

- Druces LLP
- Stephenson Harwood

OFFSHORE LAW FIRM

- Carey Olsen
- Ogier

PRIVATE CLIENT LAWYER

- Druces – Robert Macro
- Stephenson Harwood – Emily Osborne

INDEPENDENT TRUST OR FIDUCIARY COMPANY

- Accuro
- Crestbridge
- Highvern Trustees
- Intertrust
- Q-EQ
- JTC Private Office
- OAK Group

INSTITUTIONAL TRUST OR FIDUCIARY COMPANY

- Kleinwort Hambros
- RBC Wealth Management

MANAGEMENT CONSULTANCY

- Alpha Financial Markets Consulting
- EY
- Sionic

Wealth Management Technology Categories (Tech vendors only)

FRONT OFFICE SOLUTION

- AM-One
- Avaloq
- Evooq
- Expersoft Systems
- Finantix
- Profile Software
- SS&C Advent
- swissQuant Group

TRANSACTION PROCESSING SOLUTION

- AM-One
- Avaloq
- ERI Banking Software
- Expersoft Systems

PORTFOLIO MANAGEMENT

- AM-One
- BITA Risk
- ERI Banking Software
- Evooq
- Expersoft Systems
- SS&C Advent
- swissQuant Group
- Tindeco

CLIENT COMMUNICATIONS

- AM-One
- Dorsum Co
- Expersoft Systems
- FundCount
- SS&C Technologies

CLIENT REPORTING

- AM-One
- Dorsum Co
- Expersoft Systems
- FundCount
- Prometia
- SimCorp Coric
- SS&C Advent
- TechRules

COMPLIANCE

- AM-One
- ERI Banking Software
- Expersoft Systems
- Fenargo
- Klarity Risk
- Know your Customer
- Prometia

CRM SYSTEM

- AM-One
- Expersoft Systems
- Tindeco

OUTSOURCING SOLUTION

- AM-One
- Avaloq
- Expersoft Systems
- GPP Group
- Multrees Investor Services
- Overstone
- Pershing
- SEI Wealth Platform

DATA PROVIDER

- FactSet
- FEInfo
- Morningstar
- Preqin

RISK PROFILING SOLUTION

- AM-One
- BITA Risk
- Expersoft Systems
- Oxford Risk
- Prometia
- SS&C Advent

RISK MANAGEMENT

- AAAccell
- EdgeLab
- Klarity Risk
- Profile Software
- Prometia
- swissQuant Group
- TechRules
- Tindeco

ON-BOARDING

- Appway
- Contemi Solutions
- Expersoft Systems
- Fenargo
- Finantix
- Know your Customer
- Profile Software
- SS&C Advent

INNOVATIVE CLIENT SOLUTION

- 3rd-eyes Analytics
- AAAccell & Rothschild
- BITA Risk
- Dorsum Co
- Evooq
- Klarity Risk

INNOVATIVE FINTECH SOLUTION

- AAAccell
- Dorsum Co
- Evooq
- Overstone
- swissQuant Group
- TechRules
- Tickr
- Tindeco

Wealth Management Technology Categories (In-house solutions only)

INNOVATIVE CLIENT SOLUTION

- BNP Paribas Wealth Management
- Capitalium Advisors
- Dolfín
- JTC Private Office
- Ogier

CONTEMI SOLUTIONS DELIVERS “PERFECT FIT” FOR CLIENTS’ SPECIFIC NEEDS

Kean Williams, Chief Executive, Contemi Europe.

CONTEMI

Contemi Solutions is a global technology provider to financial institutions including: Asset management, private banking and wealth management, insurance, and corporate and institutional banking.

Currently serving Financial Institutions in 11 countries across different time zones, Contemi provides leading data and digital solutions, and technology platforms that connect a thriving global financial markets community - driving performance in investment, wealth management, insurance, post-trading, and regulatory compliance. Contemi has more than 25 years of extensive experience supporting private banking and wealth management firms through its award-winning wealth management platform, Wealth Intelligence (WIN), which provides seamless integration across front, middle, and back office operations.

Its functionality-rich modular solutions provide a perfect fit for customers’ specific needs, including on-boarding, client lifecycle management, portfolio management, performance measurement, trading and order management, corporate actions management, and client portal with modern analytics and reporting capabilities.

What do you think would have caught the judges’ attention for this recognition?

Our WIN “Onboarding” solution is a newcomer to the market as the missing component to our award winning front to back Wealth Management solution.

With its modern, cloud based and omni-channel architecture, it provides a seamless digital on-boarding experience to customers, reducing costs and time whilst remaining compliant with regulations and risk-standards across multiple global and local regulatory frameworks including AML, KYC, MiFID II and data privacy rules (GDPR).

This *WealthBriefing*-nominated, powerful, cost-effective, and easy-to-implement solution covers all activities from initial prospecting, on-boarding to KYC/AML and regulatory compliance, data management and ongoing lifecycle management.

The solution is underpinned by next generation AI and Machine Learning technologies to extract information, expedite compliance and improve operational efficiencies. In partnership

with innovative fintech partners, it provides real time KYC/AML checks in addition to uploading identity validation documents.

The prestigious panel of judges deemed the solution to have demonstrated its modern technology, end-to-end automation, real-time KYC and AML checks capabilities and lifecycle management.

What sets you apart from your peers?

This is a slim-line, modern and quick to implement solution. Contemi remains committed to ensuring that our clients have access to the latest tools available to enhance their customer experience and providing end-to-end client lifecycle management from a single integrated solution.

Our on-boarding solution speeds up investor on-boarding times while increasing an advisor’s ability to provide individualised experiences.

Working with the Contemi Fees module, Wealth Managers can maximise efficiency as well as accurate daily accrual of income from a client. ■

PART OF A FAMILY – THE QUALITIES THAT HELP COUTTS EXCEL

Carl Darnill, Head of Advisory Intermediaries at Coutts, speaks to **Tom Burroughes** at *WealthBriefing* about the qualities that make the organisation stand out.

Coutts 

Coutts is a British institution with more than 325 years’ experience of the finest possible service. It is a brand steeped in heritage and tradition, and yet is a private bank and wealth manager that innovates and evolves to maintain its position at the forefront of the industry.

At its core, Coutts achieves market-leading returns for its clients and offers best-in-class customer service. The firm has maintained its position at the pinnacle of wealth management, financial planning and private banking for more than three centuries. It has done so because its portfolios consistently outperform its peers, because it challenges the status quo and because it does more for its clients than they could possibly expect.

Coutts clients include landed gentry, rappers, lottery winners, sports stars, entrepreneurs, business owners, e-gamers and everyone in-between. When you join Coutts, you join an eclectic family.

Coutts celebrates that fact and champions it. Every single person who works for Coutts would admit they feel part of the

family. Every person is different, every client and their advisor add to the melting point that is Coutts. Coutts employees continue to go above and beyond for their clients, to be truly indispensable.

Quality of service is the heartbeat of the organisation and is in the DNA of every employee and it continues to do so by utilising one of the foundations it was built on - the importance of listening. Listening to what makes a client tick and therefore learning both their story so far, and what they want the next chapters to be - and helping them achieve what they want to. Coutts does this by each advisor being as unique as their client.

Because of Coutts’ heritage, because of Coutts’ long-standing reputation and place in the market, the business also faces a very specific, unique set of challenge that no other private bank or wealth manager faces – assumption. Many may assume that Coutts is old-fashioned, that it is in some way snobbish or disconnected from the rest of society. There is nothing more satisfying to any Coutts employee than seeing these assumptions shattered when our best-in-class digital offering is

unveiled, or someone sees the technological innovation that we support, or when people learn of our Investment Club and the position it has in supporting British entrepreneurs.

And that is why we feel we may have caught the judges’ attention. We truly are 325-year-old entrepreneurs ourselves. This is the only way in which a business can survive for as long as we have.

To innovate, to evolve and to do so whilst leveraging tradition, lessons learned and experience. Coutts takes inspiration from its own clients, learns from the relationships it builds and harnesses its deep-rooted experience to continue to lead the way in the industry.

There really is nowhere quite like Coutts. ■