



# SPEAR'S WEALTH MANAGEMENT AWARDS 2018

WEALTH MANAGEMENT, BUSINESS & CULTURE

# 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 required reading for the affluent financial services community, including the bankers, lawyers and family offices who advise the ultra wealthy. 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 business, lifestyle and culture. 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 and ranges from hedge fund managers to property developers, rock stars to Rich-Listers, entrepreneurs and entertainers.

## The *Spear's* Wealth Management Awards

Our flagship event, the *Spear's* Wealth Management Awards, acknowledge and honour 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.

Categories range from Entrepreneur of the Year and Philanthropist of the Year to Private Banker, Family Lawyer and Property Adviser, covering every aspect of the HNW world that matters to our readers. Our shortlists, based on the work of the *Spear's* Research Unit, are devised with expert participation and a panel of judges then picks a winner. The event is extensively covered in *Spear's* magazine and digitally via Twitter and online at [spearswms.com](http://spearswms.com), as well as in key daily newspapers and trade press.

The Awards will celebrate the very best in wealth management, private banking, law and more. Once again we will be rewarding the rising stars of the industry with the now established and much coveted New Young Turks Awards. This provides the opportunity to meet the next generation of CEOs, top lawyers and senior leaders in fields from finance to law, art to property.

## Our Second Decade

In 2006, when *Spear's* launched, there was nothing in the market like it. No brand which spoke to both London's HNW community and the wealth management community who serve their private client needs. No magazine that understood their specific concerns as well as having an eye for the more pleasurable and finer aspects of becoming a member of the HNW and UHNW world. Today, there is still nothing like *Spear's*. After celebrating our Tenth Anniversary in 2016 *Spear's* looks forward to continuing its second decade as the magazine and brand that is globally recognised as the key authority on Europe's wealth landscape.

The *Spear's* Wealth Management Awards 2018 promise to be a spectacular celebration of our landmark second decade as the voice of wealth management. With the move to the prestigious Dorchester Hotel the 2016 Awards were hailed as the best in *Spear's* history, but we intend to make them even better: the winners even more innovative and successful, the guests even starrier and wealthier. There won't be another opportunity for you like the *Spear's* Wealth Management Awards 2018.



Date  
TBC

Venue  
The Dorchester, London

Time  
5.30-10.30pm



# TESTIMONIALS

## Why People Attend The Wealth Management Awards

*"The luxury market is a difficult market to get into and to have the opportunity to work with Spear's was one we could not refuse."*

Gaggenau (Headline Sponsor) - Steve Brownless, Sales & Marketing Director

*"The event gave us the opportunity to network with HNW and UHNW individuals as well as wealth and asset managers looking to invest in property as part of a wealth management strategy."*

33Calacanta (Sponsor) - Agustin del Pino, Co-Founder & Developer

*"The Spear's Wealth Management Awards 2015 were an extraordinary event, gathering the world's finest and most creative talent in this highly competitive field. Africa Exclusive were delighted to present the very well deserved award for Private Client Accountant of the Year to Paula Higgletton of Deloitte."*

Africa Exclusive (Sponsor) - John Burdett, Director

*"We are very interested in Financial Services and we deal a lot with high net wealth individuals and Spear's seemed the ideal medium to do Business with"*

Argenta (Sponsor) - David Monksfield, Executive Chairman

*"The event is amazing. It's our first time as a sponsor and there's a huge turnout – everyone in the industry is here."*

Borro (Sponsor) - Sharon Grob, UK Head of Partnerships

*"Christie's International Real Estate is honoured to have been a sponsor for this important event recognizing excellence in business, law, and philanthropy, the achievements of all the nominees are truly inspiring, in particular those of Fiona Halton, a driving force behind the world-renowned Red Nose Day—only one of the many charitable initiatives she has spearheaded- and to whom we presented the evening's City Champion Award for moral leadership."*

Christie's International Real Estate (Sponsor) - Julie Leonhardt La Torre, Senior Vice President of Affiliate Services

*"We decided to sponsor the event based on the fact of being affiliated with Spear's, the other brands' quality and to raise the brand awareness and develop our brand position."*

Swiss Life (Sponsor) - Jullian Melling, Head of Private Clients UK

*"The Spear's Wealth Management Awards stands out as being the go-to event. It attracts the highest calibre of people and there is a really great atmosphere."*

Schillings (Winner - Lawyer of The Year - Defamation and Reputation) - Jenny Afia, Partner

*"I am a very big fan of Spear's and always have been: they put on the most fantastic events and are the benchmark for the wealth management industry."*

LJ Private Office (Winner - Multi-Family Office Services of the Year) - Charles Filmer, Partner

*"We've just won the next generation award at Stonehage Fleming and this to be honest as a family office, there is no better award that we could win, our whole life is looking ahead to the next generation"*

Stonehage Fleming (Winner - Next Generation Award) - Matthew Fleming, Partner

*"I think the event has been fantastic for mixing with the very cream of London's wealth management community, whichever discipline. Spear's will go from strength to strength, you just have to look at the quality of the people here tonight – a very supportive client base."*

Investment Quorum (Winner - Asset Manager of the Year (HNW) - Lee Robertson, CEO

*"It was a great pleasure to be invited to the Spears Wealth Awards Ceremony this year. It is an excellent forum, which saw the great and the good receiving accolades for their endeavours over the last year. The time allocated before and after the ceremony is also a perfect networking opportunity for meeting those who practice in the industry, as well as HNWs and UHNWs such as Louis Saba, in convivial and relaxed surroundings."*

Howard Kennedy LLP - Jay Patel, Partner

# SPEAR'S WEALTH MANAGEMENT AWARDS

## Previous guests

Anton Bilton, Rupert Adams, Godfrey Barker, the Earl and Countess of Carnarvon, Michel de Carvalho, Lord Chadlington, Lady Emily Compton, Edward van Cutsem, Mike Danson, Sandra Davis, Balthazar Fabricius, Rona Fairhead, Martha Fiennes, Manfredi della Gherardesca, Zoe and Olivier de Givenchy, Jeremy Goring, Harry Handelsman, Alexander Hoare, Viscount Linley, Britt Lintner, Dora Loewenstein, Sir John Madejski, Ivan Massow, Charlie Methven, Alan and Gina Miller, Sophie and David Montgomery, Philip Mould, Harry Mount, Lady Palumbo, Sir Paul and Lady Ruddock, Keith Schilling, Fiona Shackleton, Dame Stephanie Shirley, Lady Cosima Somerset, Ali Spencer-Churchill, Nadja Swarovski, Sam Waley-Cohen, Sir Mark Weinberg, Peter York and Toby Young, as well as the CEOs of London's top private banks and law firm and some of Britain's wealthiest individuals.

The Spear's awards have been hosted by leading business world broadcasters and journalists including Ross Westgate of CNBC, Tanya Beckett of the BBC and David Smith, Economics Editor of The Sunday Times.

The 2017 awards will be hosted by Ed Conway, Economics Editor of SKY News and a top Times business columnist.



Ed Conway



## Categories (subject to change)



- Headline Sponsorship
- Private Banker of the Year
- Private Bank of the Year (UK)
- Private Bank of the Year (International)
- Philanthropist of the Year
- Future Leader in Wealth Management
- Wealth Management Innovator of the Year
- Asset Manager of the Year (HNW)
- Asset Manager of the Year (UHNW)
- Family Office Services Provider of the Year
- Lawyer of the Year - Tax & Trust
- Lawyer of the Year - Family
- Lawyer of the Year - Reputation
- Private Client Accountant of the Year
- Property Adviser of the Year
- Trusted Adviser Award
- Outstanding Achievement Award
- Philanthropy Adviser of the Year
- Entrepreneur of the Year



# SPEAR'S WEALTH MANAGEMENT AWARDS

## *Companies who have attended the Awards*

Africa Exclusive	Cubitt Cultural Comms	Jupiter Asset Management	Property Vision
Argenta	Daily Mail	Kaiser Partner	PWC
Artemis Fund Managers	Deloitte	Kingsley Napley	Ralph Lauren
Asprey	Deverell Smith	Kleinwort Benson	Rawlinson & Hunter
Asset Risk Consultancy	Digitalis Reputation	KPMG	RBC
Aston Chase	DWFM Beckman	Le Beck	Rhubarb Food
Astra Zeneca	Edmund de Rothschild	Lee and Thompson	Robert Bailey Property
Atkins Thomson	Enjoy Education	Lionheart Education	Rockpool Investments
Atlas Fine Wines	Evening Standard	LJ Group	Rothschild
Audemars Piguet	EY	LJ Private Office	Sabre Private Wealth
Axis Stars	Fairmont	LM Communications	Salamanca Group
Baker & McKenzie	Farrer & Co	LMP Law	Sandaire Investment Office
Banda Property	FG Consultants	London & Capital	Sarasin
Banque Havilland	Finsbury	Macfarlanes	Savills
BCL	Flora Astor	Mail on Sunday	Schillings
BDO	Floreat Maulti Family Office	Maisons Marques et Domaines	SCM Private
Bell Pottinger	Florence Paul Comms	Maitland Group	Signia Wealth
Bentley	Forsters	Marcus Watches	Single Family Offices
Bespoke Family Office	Fran Global Capital	Maseco	Sotheby's
Blackstone Consultancy	Frank Hirth	Maserati	Spring Law
BMW	Fraser Yacht	Massey	Stanhope Capital
Boodle Hatfield	Frederick Mulder Ltd	Maurice Turnor Gardner	Stonehage Fleming
Boodles	Fulcrum	Mayfair Private	Strutt and Parker
Brewin Dolphin	Gaggenau	Michael Simkins	Sullivan & Cromwell
Brinks Global	Gagosian Gallery	Mishcon de Reya	SwissLife
Brooks Marshall	Giving Evidence	MM Management	Symbolic & Chase
Bruin Financial	Glentree International	Monica Davis Property	Taylor Wessing
Bulgari	Global Partnership	MTP International Multi-Family Office	The Ritz
C Hoare & Co	Golden Squared	Nathalie Hirst	Tiffany & Co
Canaletto London	Goldman Sachs	Nectar Capital	Tods
Capital Generation Partners	Good Giving Global	Noble	Tottenham Hotspur FC
Carlton Smith Partner Wealth	Goodwood Estate	Northcote	Tuckers Solicitors
Carter Ruck	Grace Belgravia	Norwood	Turnbull Property
Cartier	Graff Diamonds	Nyetimber	UBS
Cazenove Capital	Greatest Estates Groups	Oak Investment Management	Union Bancaire Privée
Cerno Capital	Hampden Capital	OCM Wealth Management	VanHan
Chanel	Insurance	Optimal Risk	Velaa Private Island
Charities Aid Foundation	Harbottle & Lewis	Osborne Clarke	Vestra Wealth
Charles McDowell Properties	Harrison Varma	Partners Wealth Management	Vistra London
Charles Russell Speechlys	Hays	Patek Philippe	VSY
Charles Stanley	Henley & Partners	Payne Hicks Beach	Wartski
Child and Child	Hickman and Rose	Penningtons Manches	Waverton
Christie's	Howard Kennedy	Philanthropy in Action	Wells Fargo
Christie's Int. Real Estate	HSBC Private Bank	Philip Mould Gallery	Wentworth Hall
Citi Private Bank	Hughes Fowler Carruthers	Piaget	Westleton Drake
Clearwood	Investment Quorum	Pilot PR	Wilford London
Clerville Capital	Jaeger-LeCoultre	Pitmans	Wine Owners
Close Brothers Asset Mgt	James Andrew International	Poggenpohl	Wine Source
Coutts	James Hambro	Prime Purchase	Withers
Crayson	JP Morgan Private Bank	Prism the Gift Fund	YSL
Credit Suisse	Jumeirah Hotels & Resorts		

# AWARD SPONSORSHIP PACKAGES

## HEADLINE SPONSOR

£72,000

Exclusive opportunity to address the audience with a brief key note speech before the awards ceremony.

Private dinner for 15 selected guests from the event, inclusive all food, drink and venue costs.

In association rights to the event, The *Spear's* Wealth Management Awards 2018 in association XXXX.

Four tickets to attend the awards ceremony.

An award category of your choice (subject to availability) and the opportunity at the event to present it to the winner.

Full page advertisement in the event programme.

Double page advertisement in the January February 2019 issue - this issue covers the award winners.

Your logo and brand video played throughout the evening within the networking reception.

Your logo to appear on [www.wma.spearswms.com](http://www.wma.spearswms.com) in association with the *Spear's* Wealth Management Awards and alongside your chosen award's category.

Your company logo on all award's invitations.

Your logo to appear on our step and repeat board at the live awards.

Branding and collateral throughout the space during the awards.

Branding on all awards coverage in our magazine pre and post event.

Branding and inclusion on all awards coverage on our website and social media coverage.

Your company logo on all nomination forms (sent to >2,000 HNWs and influential, also available online).

One native article online at [www.spearswms.com](http://www.spearswms.com) to be live on the site until 30 days post the event.

Your own dedicated Solos E-Shot sent to all attendees after the event has finished.

One SOV MPU banner on [www.wma.spearswms.com](http://www.wma.spearswms.com) until 30 days post the event.

Exclusive face to face networking pre event drinks reception with the nominees for the awards and HNW/UHNWs subscribers of *Spear's*.

# AWARD SPONSORSHIP PACKAGES

## SHOWCASE SPONSOR

£28,000

Exclusive showcase opportunity in one of the networking rooms  
- either the Gold or Silver Room are available to set up showcase  
for the mobile and data capture for interested guest.

Four tickets to attend the awards ceremony.

An award category of your choice (subject to availability) and the opportunity  
at the event to present it to the winner (normal cost for just an award is £15,000).

Full page advertisement in the event programme.

Your logo and brand video played throughout the evening within the networking reception.

Your logo to appear on [www.wma.spearswms.com](http://www.wma.spearswms.com) in association with the  
Spear's Wealth Management Awards and alongside your chosen award's category.

Your company logo on all award's invitations.

Your logo to appear on our step and repeat board at the live awards.

Branding and collateral throughout the space during the awards.

Branding on all awards coverage in our magazine pre and post event.

Branding and inclusion on all awards coverage on our website and social media coverage.

Your company logo on all nomination forms  
(sent to >2,000 HNWs and influentials, also available online)

One native article online at [www.spearswms.com](http://www.spearswms.com) to be live on the site until 30 days post the event.

Your own dedicated Solus E-Shot sent to all attendees after the event has finished.

One SOV MPU banner on [www.wma.spearswms.com](http://www.wma.spearswms.com) until 30 days post the event.

Exclusive face to face networking pre event drinks reception with the nominees  
for the awards and HNW/UHNWs.

# AWARD SPONSORSHIP PACKAGES

## AWARD CATEGORY SPONSOR

£18,000

Four tickets to attend the awards ceremony

An award category of your choice (subject to availability)  
and the opportunity at the event to present it to the winner

Full page advertisement in the event programme

Your logo and brand video played throughout the evening within the networking reception

Your logo to appear on [wma.spearswms.com](http://wma.spearswms.com) in association with the Spear's Wealth Management Awards  
and alongside your chosen award category

Your company logo on all award invitations

Your logo to appear on our step and repeat board at the live awards

Branding and collateral throughout the space during the awards.

Branding on all awards coverage in our magazine pre and post event

Branding and inclusion on all awards coverage on our website and social media coverage

Your company logo on all nomination forms (sent to >2,000 HNWs and influentials, also available online)

One native article online at [spearswms.com](http://spearswms.com) to be live on the site until 30 days post the event

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One SOV MPU banner on [www.wma.spearswms.com](http://www.wma.spearswms.com) until 30 days post the event

Exclusive face to face networking pre event drinks reception  
with the nominees for the awards and HNW/UHNWs

## ASSOCIATE SPONSOR

£7,000

Two tickets to attend the awards ceremony

Full page advertisement in the event programme

Your logo and brand video played throughout the evening within the networking reception

One SOV MPU banner on [www.wma.spearswms.com](http://www.wma.spearswms.com) until 30 days post the event

Your own dedicated Solus E-Shot sent to all attendees after the event has finished

## BESPOKE SHOWCASE PACKAGES

Packages on the evening available for a limited time only



## PRE EVENT DRINKS RECEPTION

Meet face to face with the nominees for the awards and HNW/UHNWs  
at an exclusive networking drinks reception

The Wealth Management Awards are extensively covered by national and specialist press each year

CITY A.M.

THE  TIMES



**WEALTHY OUT TO PLAY FOR SPEAR'S AWARDS**

Daily  Mail

**PS** THERE may be mixed emotions when supermarket tycoon Lord Sainsbury next sits around the dinner table with his daughter Fran. This week both were shortlisted at the Spear's magazine awards as philanthropist of the year, held at art dealer's Phillips de Pury. But it was Fran, 34, who walked off with the gong for what judges called bringing a "breath of fresh air" to the charity business in her work with the Indigo Trust, which she founded in 1999 and makes grants to African technology projects. A former policy wonk at the Cabinet Office, Fran says: "I think father will be pleased I have a career in philanthropy and that I am taking it seriously."

London  Evening Standard



● A push-as-you'd-expect do at the Saatchi Gallery for the Spear's Wealth Management Awards on Monday. Charlie Hoffman of HSBC carted off the Private Banker of the Year gong. The award for Most Innovative International Financial Centre (or country most adept at making it easy for you to domicile your millions without awful burdens like high taxes) went to Liechtenstein, not much known among the general public other than the answer to pub quiz questions. We suspect the tiny state didn't get to have the highest GDP per capita because of its famous local cuisine or being (apparently) the world's largest exporter of false teeth.

London  Evening Standard

**How to Spear the super-rich**

LONDON'S REPUTATION as a haven for the mega-rich received a further boost last night with the inaugural hosting of William Cash's Spear's Wealth Management Survey awards ceremony at Sotheby's in Bond Street. Dubbed Europe's answer to *Forbes* the quarterly magazine is so exclusive you can only buy it if your bank balance stretches to £5 million and it is aimed at footballers to oligarchs. Among the prize winners were Zac Goldsmith who won Green Entrepreneur of the Year "by a long way". Arpad Busson, former squeeze of Elle Macpherson, saw his organisation Ark scoop Charity of the Year — which he received enthusiastically Bamford, the company behind JCBs and more recently Daylesford Organic, won Family Business of the Year. As the evening progressed and gongs were dished out the night began to take on the feel of an Oscars ceremony for London's movers and shakers. Marcus Gregson won Lifetime Achievement for Outstanding Contribution to Wealth Management, and duly gave a touching appraisal of William Cash. He said: "He reminds me of my granddaughters — such



**Charity king: Arki Busson**  
maturity in such tender years." Gregson drew the loudest cheer of the night when he added: "I think London is going to be a spiffing place for years to come." Among the crowd were Lords Weinberg and Palumbo and assorted chiefs of the hedge fund scene.

Londoner's  Diary

**The Moon and more than sixpence**

TO THE Savoy, where Spear's held its annual Wealth Management Awards last night. Richard Branson was named Philanthropist of the Year, a fitting win given the lunar setting of the ceremony's programme, on which we spotted an astronaut distributing a copy of the Standard, right. Former tax lawyer



fame, Gowar was asked by *The Lawyer* magazine about the press hounding him. "They are very much living for the immediate moment," he said. "To the extent that they are intellectually lazy in actually going back and checking information." We hope Gowar's role as Spear's legal columnist has changed his opinion.

London  Evening Standard

**CONTACT US:**  
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■ THE name's Bond. Stocks and Bonds. Tonight sees the launch of the Spear's 500, a handy guide to all the private bankers, lawyers and consultants needed by your typical Bond villain. But they face the spectre of an empty seat at their bash at The Savoy tonight. Stonehage Fleming, shortlisted for the Next Generation category, is busy: run by a team descended from 007 author Ian, the family wealth-management firm is already hosting a screening of the new film. For clients' eyes only, unfortunately.