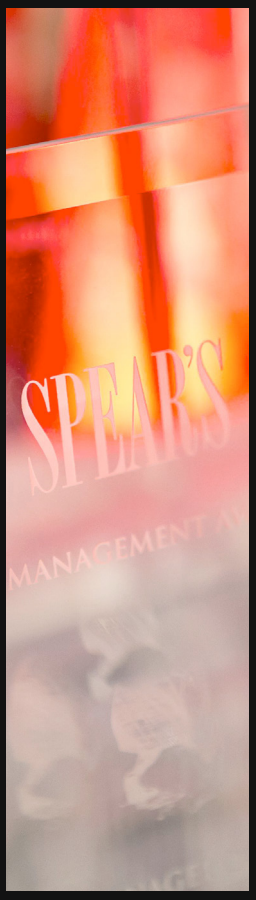


SPEAR'S WEALTH MANAGEMENT AWARDS 2016

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.

Date
1st November 2016

Venue
The Dorchester, London

Time
6.30-9.30pm

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 750 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, 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. For the first time this year will also celebrate the rising stars of the industry with the new Young Turk 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.

Tenth Anniversary

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, which is why our tenth anniversary year will be memorable and a unique opportunity to share Spear's global platform as the magazine and brand confirms its unrivalled position as the key authority on Europe's wealth landscape.

The Spear's Wealth Management Awards 2016 promise to be a spectacular celebration of this landmark. The 2015 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 2016.

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."
33Calaconta (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 Higgleton 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 Saha, 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 firms and some of Britain's wealthiest individuals.

Categories (subject to change)

- Private Banker of the Year
- Private Bank of the Year
- Philanthropist of the Year
- Family Business of the Year
- Future Leader in Wealth Management
- Wealth Management Innovator of the Year
- The Next Generation Award
- Asset Manager of the Year (HNW)
- Asset Manager of the Year (UHNW) (includes private investment offices)
- Family Office Services Provider of the (for non-investment services)
- 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
- City Champion Award
- Trusted Adviser Award
- Lifetime Achievement Award

The Young Turks (for under-35s):

- Lawyer of the Year - Family
- Lawyer of the Year - Tax & Trust
- Lawyer of the Year - Reputation
- Property Adviser of the Year
- Private Client Accountant of the Year
- Asset Manager of the Year (HNW)
- Asset Manager of the Year (UHNW)
- Private Banker of the Year
- Entrepreneur of the Year
- Philanthropist of the Year

Companies who have attended the Awards

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

AWARD SPONSORSHIP PACKAGES

HEADLINE SPONSOR

£65,000

Ten tickets to the awards ceremony

'The Spear's Wealth Management Awards in Association with Your Company'
whenever the title is mentioned, including on every award

Your company twitter handle to be included in every event tweet on the event night (subject to editorial control)

A representative from your company to give an introduction to the event on the night

A "Foreword" in the events programme

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

Site skin for one week prior to the event taking place on spearswms.com

A double page spread of advertisement in the event programme or back cover

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

Your logo featured on the front of all invitations alongside the Spear's logo
- all other sponsors on the back

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

Premium branding on stage and throughout the evening

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

Your company mentioned in the editorial write up of the awards
both in Spear's magazine and on spearswms.com

Your company logo and title to be included in all press releases sent post-event

Two dedicated Solus E-Shots including content of your choice (subject to editor's approval)
sent to Spear's database of >10,000 HNWs including all guests invited

A private event to be arranged with 20 selected guests from the guest list

Exclusive sponsorship of the drinks reception to be held prior to the awards

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

500,000 ROS impressions on spearswms.com
until 30 days after the event has finished

Featured banner above the fold static leader board on wma.spearswms.com
until 30 days post the event

An interview with your brand ambassador to be included on spearswms.com
until 30 days post the event

Four native articles online at spearswms.com
to be live on the site until 30 days post the event

AWARD SPONSORSHIP PACKAGES

AWARD CATEGORY SPONSOR

£15,000

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 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 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 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

£5,000

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 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

PRESS

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

CITY A.M.

The Capitalist

PINSTRIPED ROBBERS? CHAMPAGNE-SWILLING PARTY GOERS IS WHAT THEY ARE, GUV'NOR...

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.'

THE TIMES

A plush-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 Liechenstein, 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 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.

Dave Benett

Charity king: Arki Busson

London Evening Standard

Feature

If you're rich enough – £20m in assets will do nicely – these are the people to advise you. From wine to yachts, horses to houses, security to tax, **James Ashton** picks the top guns for hire

The UHNWI industry

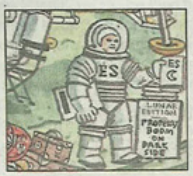
iZettle
GRAND OPENING TODAY!
GRAND CLOSING TONIGHT!
12

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 Martyn Gowar, executor of Princess Diana's will, won the Lifetime Achievement Award. During that brush with 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.



ADAM DANT

London Evening Standard

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.