

PAM

50 Most
Influential
2023

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2023



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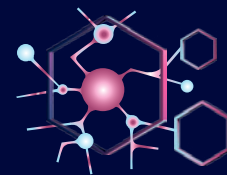


SHAPING THE FUTURE OF FINANCIAL SERVICES



Industrial Thought Ltd. is the parent company for a group of organisations shaping the future of financial services through technology and data products.

As we enter a new era, Industrial Thought drives transformation to deliver higher standards and accelerate innovation.



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Foreword

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he wealth management and private banking industry needs to continually evolve to stay relevant and keep pace with the needs of modern clients.

From digital solutions to enhanced sustainable investment offerings, these needs go much further than simply delivering positive investment returns.

Despite this, investment returns are still of high importance and the challenging macroeconomic environment has made the landscape much harder for managers in the past year.

Those that have made the 2023 PAM 50 Most Influential have been making the headlines, and will continue to do so throughout the year, for shaping their organisations and developing client propositions fit for the modern world.

As in previous years, the list reflects a range of organisations and demonstrates the depth of expertise that can be found throughout the sector.

Congratulations to all that made the list in 2023.



Katie Royals

Managing editor
PAM Insight

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ndustrial Thought Ltd. is proud to sponsor the PAM 50 Most Influential Awards 2023 with PAM, one of the most respected private asset management communities. We are immensely pleased to be associated with the impressive individuals who are shaping the industry's future and delivering exceptional experiences for investors.

At Industrial Thought, we believe that innovation and collaboration are key drivers of success, particularly in times of rapid change. As we move towards Wealth and Asset Management 4.0, driven by digital transformation, personalisation, sustainability, and a socially responsible circular economy, Industrial Thought is committed to leading the charge. Our founder, David Pirrie and I are dedicated to working with the wealth

and asset management industry by bringing innovative thinking and thought leadership to develop effective strategies that meet the evolving needs of our clients and stakeholders in a shifting economic and social landscape.

We are confident that this year's PAM 50 Most Influential Awards will be a source of inspiration, innovation, and collaboration for the wealth and asset management industry. It is an opportunity to celebrate those driving the industry forward and embracing current trends, setting the stage for the future.

As we know that partnerships are crucial to success in this quickly evolving environment, we are excited to be part of an industry that moves towards a brighter future for our clients, our sector, and our planet.



Nuno Godinho

Group chief executive,
Industrial Thought Ltd

PAM 50 most influential

The PAM 50 Most Influential is the definitive list of those at the forefront of shaping private client wealth management in the UK and Crown Dependencies.

It is based on nominations and PAM Insight's knowledge of the sector. The quality and quantity of nominations are considered, alongside the nominee's leadership, achievements, and career progression – particularly in the preceding 12 months. Firm performance and reputation is also taken into account.

The 2023 PAM 50 Most Influential is kindly supported by Charles Russell Speechlys and sponsored by Industrial Thought.



Chris Bacon
Chief executive, Ruffer

Chris Bacon has been Ruffer's chief executive since January 2022, having joined the firm in 2017.

Mr Bacon joined Ruffer from Rothschild as a senior adviser at the firm and is a member of Ruffer's executive team.

Prior to joining the firm, he worked at the Foreign Office, UBS and Barclays before joining Rothschild & Co in 2007.

He holds a first class honours degree in Economics and International Development from the University of Bath and studied marketing at London Business School.

Mr Bacon currently serves as a member of the board and executive committee at Ruffer.

Ruffer increased its operated profits by almost a third in the year to 31 March 2022.

According to its filing at Companies House, operating profit increased 31.07 percent from £88.40 million at 31 March 2021 to £115.87 million a year later.



Hugo Bedford
Chief executive,
JM Finn

Hugo Bedford has been the chief executive of JM Finn since 2021 and has been at the firm for 18 years.

Before joining the wealth manager in 2005 as an investment director, he was an investment manager for HSBC Investments for nearly 13 years.

One of JM Finn's key aims has been to ramp up its wealth planning business.

The wealth planners sit independently but work alongside the investment managers and are brought into client meetings when required.

This has been a big focus in the past year or so and will continue to be part of the firm's long-term focus.

JM Finn won a PAM Award in 2022 for client service quality - high net worth.

PAM 50 most influential

Robin Beer joined Brewin Dolphin in 2008, the executive committee in February 2016 and the board in June 2020 when he stepped into the chief executive role.

RBC then acquired Brewin Dolphin to form RBC Brewin Dolphin in September 2022. After that, Mr Beer then took responsibility for the newly combined firm.

Mr Beer has more than 25 years' experience in the financial services industry and, more specifically, the wealth management sector, having previously worked at National Australia Bank, Gerrard and latterly at Barclays Wealth as a regional centre head and investment manager.

Since Mr Beer joined Brewin Dolphin, he managed the Nottingham office and was also a regional director across the Midlands before taking over the intermediaries business in 2013.

When Mr Beer joined the executive committee in 2016, he took on further responsibilities for research, investment governance and the development of investment solutions. He is also a member of the institute of directors.



Robin Beer

Chief executive,
RBC Brewin Dolphin



Simon Blowey

Head of 1762,
RBC Brewin Dolphin

Mr Blowey is the head of 1762 – a RBC Brewin Dolphin wealth advisory service for clients with more complex requirements.

He joined Brewin Dolphin in 2007 and in 2018 helped found 1762. The firm was acquired by RBC in September 2022.

Mr Blowey has been advising private clients for more than two decades.

Aside from his leadership role, he provides strategic advice to a small number of high net worth clients, trustees and professional introducers.

In December 2022, RBC Brewin Dolphin welcomed 14 trainee financial planners to its financial planning academy.

The academy was established to try and narrow the financial advice gap by attracting and training the next generation of financial planners to help clients with their evolving financial needs.



Jamie Black

Partner, head of private clients,
Sarasin & Partners

Jamie Black is head of Sarasin & Partners' private client team with responsibility for client relationship management, new business development and products. Prior to joining the firm in 1996, Mr Black was at NCL Investments having joined the company days before the 1987 stock market crash.

Mr Black has a MA Hons in Modern Languages from Cambridge University, holds PCIAM (the private client investment advice and management certificate) and the investment management certificate. He is also a Stock Exchange registered representative.

Sarasin & Partners won the 2022 PAM Award for sustainable investment solutions.

Stefan Bollinger

Co-head EMEA private wealth,
Goldman Sachs

Chartered financial analyst Stefan Bollinger is a co-head of Goldman Sachs' private wealth division for Europe, the Middle East and Africa (EMEA).

He is also a member of the European management committee, the firmwide client and business standards committee, the firmwide conduct risk committee and the firmwide sustainable finance group.

Having joined the firm in 2004 as an EMEA head within its private investors division, Mr Bollinger later took on a number of senior management roles, including EMEA co-head of equities sales and co-head global sales strategies & structuring, before becoming a co-head of its private wealth division in 2019.

Overall, Mr Bollinger has around three decades' experience in the financial industry, getting his start at Zurich Cantonal Bank where he worked as an interest rate derivatives trader for three years.

He continued his career in derivatives at Finex in 1996 before moving onto a corporate solutions and financial institutions derivatives marketing role at JP Morgan, where he worked for five years before joining Goldman Sachs.

In October 2022, Goldman Sachs confirmed its plans to combine its asset and wealth management divisions.

This followed news that net wealth management revenues in Q3 stood at \$1.63 billion, which was broadly in line with Q3 2021.

Charles Boulton

Chief executive,
HSBC Private Banking UK



Charles Boulton was appointed chief executive of HSBC's UK private bank in 2018. He has been at the bank for 12 years in a series of senior roles, including UK market head.

Under his leadership, HSBC Private Bank was a 2021 PAM Award finalist in the 'Total Wealth Solutions Provider – Ultra High Net Worth' category.

Mr Boulton has overhauled the international offering and made a series of key hires, acting as an advocate for the private banking business as the wider wealth and retail banking divisions are restructured.

Mr Boulton started his career as an accountant with Deloitte, before spending more than a decade at Bank of Bermuda.

Calum Brewster

Chief executive,
Brown Shipley



Calum Brewster became the chief executive of Brown Shipley in January 2022.

Before that, he was a managing director and head of UK regions for Swiss private bank Julius Baer for just over three years.

He also spent nearly seven years at Barclays Wealth Management where he began as a wealth and investment director and moved on to being the regional head for Scotland and Northern Ireland and latterly added North England to that regional title.

After that, he became a managing

director and head of wealth and investment management for Scotland, Northern Ireland and North England.

Full of energy, he is passionate about his job and tries to emphasise the importance of enthusiasm.

Mr Brewster applies the "Sunday night and Friday evening" philosophy.

Simply put, he wants his employees to be excited about the working week on Sunday nights and satisfied on Friday evenings that they have had a productive, successful and enjoyable week.



Diana Brightmore-Armour

Chief executive,
C Hoare & Co

Ms Brightmore-Armour was named chief executive of C Hoare & Co in June 2021.

She has been at the firm for just over three years and was previously a non-executive director.

Before that, she was a senior independent director at UK property developer Berkely Group.

Ms Brightmore-Armour has extensive experience at setting strategy, driving implementation and managing a complex, multinational organisation.

In 2022, C Hoare & Co became certified as a B Corporation.

This means the firm meets high standards of social and environmental performance, transparency and accountability.



Mouhammed Choukeir

Chief executive,
SG Kleinwort Hambros

A regular constituent of the PAM 50 Most Influential, Mouhammed Choukeir appears for the third time as the chief executive of SG Kleinwort Hambros, having previously

been its deputy chief executive and chief investment officer.

Prior to joining SG Kleinwort Hambros, he was head of multi-asset class investing at Morgan Stanley for Europe, Middle East, and Asia, and spent his early career in the fixed income division of Citigroup's investment bank in New York, London, and Madrid.

Kleinwort Hambros rebranded to SG Kleinwort Hambros early in 2023, as it looked to bring together two centuries of British and European heritage.

Through the rebrand, the firm wanted to recognise and celebrate its heritage, but also modernise and create an entrepreneurial and innovative feel to the organisation going forward.

The firm's core purpose is to simplify life's financial challenges.

As part of this, the bank has since worked hard to make improvements in client and staff engagement through new technologies and channels.



Stuart Cummins

Chief executive,
Nedbank Private Wealth

Stuart Cummins has been the chief executive of Nedbank Private Wealth for five years.

He has over 20 years of banking and investment experience, including senior roles in Cazenove Capital, C Hoare & Co and Barclays Wealth.

His focus has been on developing high net worth relationships and advising businesses across wealth management, private banking and corporate banking.

At C Hoare & Co, Mr Cummins was responsible for the portfolio management and wealth planning business and was a member of the executive group and investment committee.

Based in the London office of Nedbank Private Wealth, he has overall responsibility for managing the company's UK and international operations across all office locations.

Stuart is a Chartered wealth manager, fellow of the Chartered Institute for Securities & Investment (CISI), and a fellow of the Chartered Institute of Bankers.

Nedbank Private Wealth won Total Wealth Planning – High Net Worth at the 2022 and 2023 PAM Awards.

PAM 50 most influential

Nancy Curtin has over 20 years' experience holding senior roles in wealth and institutional asset management, private equity and hedge fund investing.

She joined multi-family office Alvarium Investments as chief investment officer (CIO) in May 2020. Ms Curtin then became global chief investment officer and head of investment advisory in January 2023.

Before that, she was CIO at Close Brothers Asset Management for 10 years. In her role at CBAM, she was responsible for driving a £13 billion investment business.

Alvarium Investments recently became Alvarium Tiedemann after completing its merger with American wealth manager Tiedemann Group and special purpose acquisition firm Cartesian Growth Corporation.

The combined company is expected to have post-transaction equity value of approximately \$1.4 billion.



Nancy Curtin

Partner and chief investment officer, Alvarium Tiedemann



Tracey Davidson

Deputy chief executive, Handelsbanken UK

Tracey Davidson joined Handelsbanken in 2003 to help expand its banking operations in the UK, later becoming senior vice president and head of Northern UK in 2010.

In 2013 she became executive director of the now named Handelsbanken Wealth & Asset Management, before becoming its chief executive in 2014.

In November 2019 Ms Davidson became deputy chief executive of Handelsbanken, remaining as chair of Handelsbanken wealth & asset management.

She is also a board member of PIMFA, and board trustee at CISI as well as chair of CISI integrity & ethics committee.

Ms Davidson was also named as a PAM 50 Most Influential in 2022.

Handelsbanken recently made a new global sustainability ranking.

It came in 72nd place out of 100 with a sustainable revenue score of 76 percent and a carbon productivity score of 86.8 percent.



Mary-Anne Daly

Chief executive, Cazenove Capital

Mary-Anne Daly has been the chief executive of Cazenove Capital, Schroders' ultra-high net worth wealth arm, for over two decades beginning in November 2001.

In 2020 she helped oversee one of the UK wealth management sector's most important recent deals, as Cazenove and Schroders bought multi-family office Sandaire.

Ms Daly began her career in JP Morgan Chase's ship finance division where she was vice president for seven years.

She then went on to work as a director at both ING Investment Banking and Baring Asset Management for eight and six years, respectively.

In July 2022, the ESG-conscious firm's charity focused responsible multi asset fund surpassed £1 billion in client investments.

PAM 50 most influential



Bruno De Kegel

Co-founder,
Arvella Investments

Bruno De Kegel launched Arvella Investments in 2018, together with Benoît Mercereau.

After 23 years at Goldman Sachs – most recently as a managing director – he wanted to work out how to deliver superior risk adjusted returns for clients by incorporating sustainability.

Together with his co-founder, he could not find the formula, so they decided to create it themselves and developed a rigorous sustainability framework.

Subsequently, Arvella supports rigorous 3-dimensional portfolio construction to maximise risk-adjusted returns within an impact framework.

Arvella Investments has previously won the PAM Award for Innovation in 2022 and 2021.



James Dunne

Head of wealth management & insurance UK,
Santander

James Dunne has acted as Santander's UK head of wealth management and insurance since December 2020.

He was appointed as the chief executive of Santander's investment services business alongside his existing responsibilities as managing director of Santander UK wealth management in May 2021.

With more than 14 years' experience in the UK financial services industry, Mr Dunne was appointed managing director of Santander UK wealth management in

May 2020, where he was responsible for the direction and growth of the wealth management division. This included branch-based financial planning, private banking proposition and digital investment services for Santander UK.

He has been with Santander since 2009 and his previous roles include global head of digital investing at Banco Santander and head of digital investing at Santander UK, where he gained experience working across a range of investment products and banking services in a variety of markets.



David Durlacher

Chief executive,
Julius Baer International

David Durlacher is the chief executive of Julius Baer International in London, responsible for Julius Baer's business in the UK and Republic of Ireland. He is also a director on the board.

Before he became chief executive, he was head of relationship management.

He joined Julius Baer from Merrill Lynch International Wealth Management UK when the business was acquired in 2013.

In the previous 14 years at Merrill Lynch, Mr Durlacher originally joined the business as an associate financial

adviser and latterly became a director.

At the end of 2022 Julius Baer launched 'NEXT' – an initiative designed to encourage the interdisciplinary exploration of megatrends across the arts, science, and technology.

Placing its focus on megatrends which affect society, the initiative aims to support the collaboration of forward-thinking artists with institutions committed to new forms of cultural production and in the vanguard of scientific research and technological developments.

PAM 50 most influential



Paul Emery

Private clients director,
St James's Place

Paul Emery has been with St James's Place since 2017, becoming private client director in 2021.

Bringing extensive experience in the wealth management industry, having worked at Coutts for eight years prior to St James's Place, Mr Emery is responsible for managing the private client team and assisting SJP Partners with their HNW and UHNW clients.

He also has five years in M&A and corporate finance with Rothschild, giving him a deep understanding of the strategic dynamics of the industry and the key success factors in meeting the challenges of a fast-changing industry.

In 2023, the firm launched a four-part training programme designed to assist its advisers and partners in integrating advice on responsible investing to clients.



Nicola Eggers

Head of wealth management & investments,
Barclays UK

Nicola Eggers became the chief executive of wealth management and investments at Barclays UK in January 2022.

She has worked her way up in the firm since she joined in 1993.

Ms Eggers started her career at Barclays Wealth Management as an investment manager and then became director and head of investment management in London and Jersey and latterly head of portfolio management for London & EMEA.

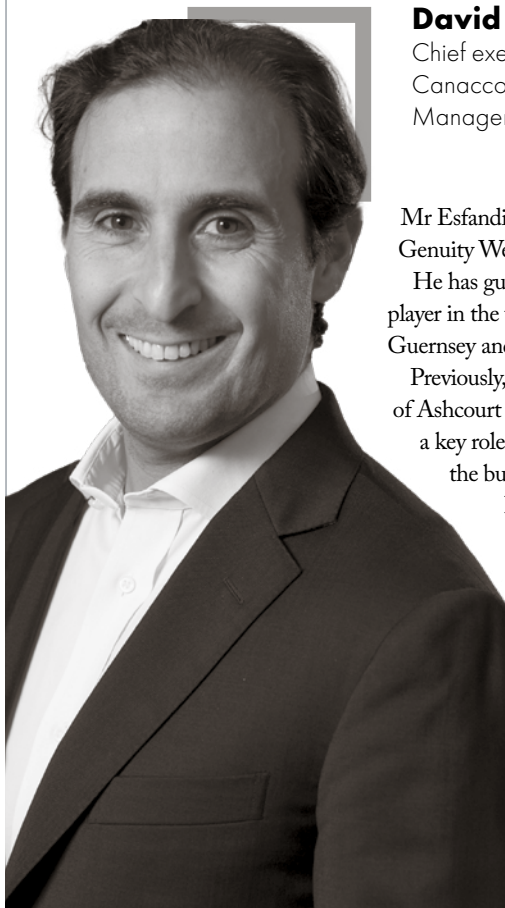
After that, she became managing

director and head of discretionary portfolio management and later in charge of global stock and rewards.

Before becoming chief executive in 2022, she was head of product for just over two years.

As well as her role at Barclays, Ms Eggers is a trustee of Woking and Sam Beare Hospices.

Both hospices deliver specialist care to people with advanced life-limiting conditions, as well as supporting carers and families.



David Esfandi

Chief executive,
Canaccord Genuity Wealth
Management

Mr Esfandi has been the chief executive of Canaccord Genuity Wealth Management since March of 2014.

He has guided the firm towards becoming a significant player in the wealth management space in the UK, Jersey, Guernsey and the Isle of Man.

Previously, Mr Esfandi served as managing director of Ashcourt Rowan Asset Management where he played a key role in the recapitalisation and restructuring of the business.

Before that he spent a decade with Deutsche Bank, most recently as director of proprietary pan European equity investment.

Canaccord Genuity Wealth Management UK and Europe celebrated 10 years in the UK and Crown Dependencies in December 2022.

During this time the firm has transformed into the wealth manager it is now – offering a range of services from discretionary investment management to specialist financial planning advice.

PAM 50 most influential



Peter Flavel

Chief executive,
Coutts

Peter Flavel joined Coutts as chief executive in March 2016 and under his leadership the private bank has undergone a significant transformation across all of the bank's key performance targets.

In this time, Mr Flavel has altered Coutts' branding and image to be more "warm and modern", whilst taking pride in its history.

Mr Flavel has over 30 years of experience in financial services across Asia, Europe, the Americas, the Middle East and Africa.

Prior to joining Coutts, Peter was the chief executive of JP Morgan Private Wealth Management in Asia Pacific based in Singapore. Mr Flavel also spent nine years with Standard Chartered in Asia and founded their global private bank in 2006.

Mr Flavel is vice chair of trustees of the Duke of Edinburgh commonwealth study conference and a member of the philanthropy advisory committee of the Royal Albert Hall.

Mr Flavel was born in Australia and has degrees in Law and Economics from the University of Adelaide and initially practiced law as a barrister and solicitor. He has also attended the advanced management programmes at Harvard Business School, University of Oxford and Singularity University.

In 2022, Coutts surpassed £1 billion in revenues for the first time.



Barbara-Ann King

Former chief executive,
Investec Wealth & Investment

A former lawyer and academic, Barbara-Ann King has over 25 years' global financial services experience.

She joined Investec in 2020 and is responsible for leading its UK wealth and investment division, enhancing the services available to private clients, intermediaries and charities to meet their evolving needs.

She became the chief executive of Investec Wealth & Investment in 2022 after previously being deputy chief executive.

Ms King is passionate about gender equality and was an early proponent of change in the financial services industry. She is a senior associate of Lucy Cavendish College, University of Cambridge and on the advisory board of The Diversity Project.

She holds an LLM in Intellectual Property and Competition law and is undertook her PhD in gender economics in 2022.

Ms King left the firm in February. She has yet to announce a new role.



Sophie Kennedy

Joint chief executive,
EQ Investors

Sophie Kennedy is the joint chief executive of EQ Investors (EQ). In her role, she oversees EQ's investment management operations, including its discretionary fund management business.

She was appointed to the role of joint chief executive in March 2021 and is the only original appointment remaining from the triple hire.

Ms Kennedy joined EQ in 2015 as an investment analyst, initially specialising in fund research and top-down asset allocation, later transitioning into a head of research role before taking over management of the broader investment management business.

As someone who champions diversity, Ms Kennedy is responsible for creating a diverse and inclusive culture within EQ and is also co-head of the next generation stewardship hub within the Women in Banking & Finance organisation.

In November 2022, the B Corp wealth manager recorded an increase in pre-tax profits of over 55 percent.

In the financial year to 30 April 2022, EQ Investor's pre-tax profits increased by 55.79 percent from £882,274 to £1.37 million.

PAM 50 most influential



Eva Lindholm

Head of wealth management for UK and Jersey, UBS

Eva Lindholm has been head of UBS wealth management for the UK and Jersey for close to six years, during which time the division has gone from strength to strength.

Ms Lindholm has held senior positions at UBS for almost 10 years and before that worked at JP Morgan.

She attended Dartmouth College and Columbia Business school, where she received an MBA in finance.

Particularly interested in supporting women in finance, Ms Lindholm took part in Harper's Bazaar's Work Week conference, where she shared insights gleaned from her long career in the industry and talked about its future post Covid-19.

In 2022, Ms Lindholm continued to drive growth in UBS wealth management for the UK and Jersey, consolidating the firm's position as one of the leading players in the region.

She also continues to promote diversity in the financial services industry, becoming a founding member of the Women in Finance charter.



Alexandra Loydon

Private client director, St James's Place

Alexandra Loydon oversees St James's Place's (SJP's) higher-net-worth client business, which brings together financial

planners, investment and pension planning specialists, banking advisers, and tax planning and legal specialists.

A private client lawyer, Ms Loydon is highly experienced in advising on the structures to hold, protect and pass on wealth.

She has particular experience in integrating personal and business succession issues for business owners.

She was promoted to her present position in January 2020, having worked for SJP since 2010.

She grew up around racing cars, and told *thewealthnet* if she had not been a wealth manager she would have loved to be a racing car driver.

In 2022, Ms Loydon pursued strategies focusing on sustainable investing, philanthropy, and financial literacy, and has been a key spokesperson for the firm on such matters.



Duncan MacIntyre

Chief executive, Lombard Odier UK

Duncan MacIntyre has been Lombard Odier UK's chief executive since January 2016.

He began his career working at James Capel as an investment manager. He was recruited by Flemings - now Stonehage Fleming - to establish an ultra-high net worth (UHNW) private bank and was appointed a director in 1998.

From here, Mr MacIntyre took a senior banker role with JP Morgan Private Bank in London, working with UHNW clients.

He joined then Coutts in April 2005 and founded the Coutts private office to focus specifically on the needs of UHNW clients across the UK, Switzerland,

Monaco, Russia, Middle East and Asia.

Mr MacIntyre has overseen stellar growth at Lombard Odier's UK business, with the UK being Lombard Odier's second largest market by client residency.

He is an industry spokesperson and regularly appears in the media. He is also a member of the Standing Council of Scottish Chiefs as the 18th hereditary Chieftain of Camus-na-h-Erie and representative of the Clan MacIntyre. He is also a trustee for charity UK Youth which focuses on unlocking ambitions of younger people.

Mr MacIntyre holds a BA (Hons) in Latin American Studies and is a Chartered FCSI.



Andrew McGlone

Chief executive,
Quilter Cheviot

Andrew McGlone has over 25 years' experience in investment management, having worked in the evolved Quilter Cheviot business for his entire career, beginning at Quilter Goodison in 1994 as a trainee investment manager.

He served as managing director before being appointed chief executive of Quilter Cheviot in January 2019 and Quilter Private Client Advisers in January 2022 when these two businesses were brought together.

According to the firm, "his deep knowledge of discretionary wealth management provides Mr McGlone with the ideal combination of skills and understanding to continue to ensure strong investment performance for clients and to develop the Quilter Cheviot and Quilter Private Client Advisers businesses in line with Quilter's strategy."

Mr McGlone is a Chartered fellow of the CISI.

As a member of Quilter's executive committee, he is the executive sponsor of Quilter's inclusion & diversity steering committee responsible for the successful delivery of the inclusion and diversity strategy for Quilter.



Simon Melling

Chief executive,
Vermeer Partners

Simon Melling has been chief executive at Vermeer Partners since 2018, when he joined the firm from Ravenscroft.

The firm achieved the milestone of £1 billion in assets under management in March 2021.

In 2022, Mr Melling has continued to lead Vermeer Partners successfully, doubling the firm's assets under management to £2 billion.

Mr Melling is a Chartered accountant and has built a long and illustrious career in the finance sector since joining KPMG in 1984.

In the 1990s, he took on senior roles at board level, most recently as chief executive of AIM-listed stockbroker Cenkos Securities Limited, where he had previously worked as chief operating officer and finance director.

In recent years, Mr Melling has also served as a non-executive director on the boards of companies outside the finance sector, including property investment, waste management and consumer finance companies.



Chris Merry

Chief executive,
Stonehage Fleming

A key step in achieving this goal was to upgrade the firm's operational and support functions.

Profits, revenues and assets under management and administration (AUMA) all grew robustly for the year to 31 March 2021 at Stonehage Fleming (UK).

Revenues came in at £45.07 million, a £10.42 million or 30.07 percent increase on the £34.65 million posted for the previous year.

In 2022, Mr Merry oversaw the strategic acquisition of Maitland's acquisition of Maitland's private client services business and an additional £1 billion of AUM and £15 billion of AUA, taking Stonehage Fleming's AUM to over £16 billion and AUA to over £60 billion.

Chris Merry became the chief executive of Stonehage Fleming in September 2019, a continuation of his successful career across financial services. He has redefined the firm's strategic goal – to become the pre-eminent independent adviser to the world's leading families and wealth creators.

PAM 50 most influential

Natacha Minniti has been at JP Morgan Private Bank for over 21 years and has worked her way up ever since she joined.

She became the international head of institutional wealth management in 2019.

Prior that, she held a number of senior leadership roles within the firm, including being the head of private business owners group and a managing director and private banker.

Ms Minniti is also a member of JP Morgan's international private bank management committee.

She is involved in several foundations and philanthropic initiatives both in the US and Europe, including a member of the American Board of San Patrignano, a community that helps those recovering from drug addiction.

Ms Minniti is also a strong supporter of the development of female talent with JP Morgan Private Bank, as well as in the financial industry, and is passionate in supporting female entrepreneurship.



Natacha Minniti

International head of institutional wealth management, JP Morgan Private Bank



Peter Moores

Chief executive, Raymond James

As chief executive, Peter Moores is responsible for overseeing all of Raymond James' businesses in the UK including wealth management, capital markets and corporate finance.

He was appointed to the role in February 2005.

Before that, Mr Moores spent 10 years working at Chase Manhattan Bank in New York, Frankfurt and London initially as a

relationship manager, and then for Chase Asset Management & Mutual Funds as vice president, regional sales director – Europe.

He then joined discount broker DAB bank in Munich, Germany as head of group development.

In February 2002, Mr Moores was seconded to DAB's UK subsidiary, SELFtrade UK, as managing director and senior country officer. The SELFtrade Group was sold to Societe Generale Group in March 2003 and Mr Moores continued to manage the entity on behalf of the new owners, before joining Raymond James Investment Services in December 2004 as managing director.

Mr Moores was appointed as Raymond James country manager for the UK in July 2013, at which point he assumed responsibility for its capital markets businesses in addition to wealth management, and subsequently the corporate finance business when it opened in the UK in September 2017.

He also chairs the Raymond James TCF Committee. In addition, he is a Chartered fellow of CISI and a member of its membership committee.

Luigi Pigorini

Head of EMEA, Citi Private Bank

Luigi Pigorini leads Citi Private Bank for Europe, Middle East and Africa and has over 30 years of financial services experience in a variety of roles across investment banking and corporate finance, private banking and risk management.

In his current role, Mr Pigorini works with successful families, business leaders and entrepreneurs across the EMEA region.

He graduated with a Bachelors degree in Economics from the University of London in 1983, going on to receive an MBA in Finance from Columbia University.

Mr Pigorini said he remains "focused on continuing to grow the franchise by providing insightful wealth management solutions to our clients, and on fostering our culture of service excellence, strong advice, and innovation."

In May 2022, Citi launched new private banking offices in Germany and France, based in Frankfurt and Paris respectively.

The expansion was part of Citi's global wealth strategy, demonstrating its commitment to Europe, the bank said.





Daniel Pinto

Chief executive,
Stanhope
Capital

The Stanhope founder and chief executive orchestrated one of the most prominent deals in UK wealth management during 2020: Stanhope and FWM Holdings – which owns Forbes Family Trust, LGL Partners and Optima Fund Management.

In 2022, Stanhope Capital grew further by merging with Luxembourg-based Arche Associates, a multi-family office.

Acting as a combined company, the firm now oversees close to \$29 billion and employs approximately 160 people across eight offices worldwide.

Mr Pinto – who founded Stanhope in 2004 – said that creating this transatlantic business fills an important gap. While large banks push products, smaller firms cannot get a handle on the needs of more complex clients.

Formerly a senior banker at UBS Warburg in London and Paris concentrating on mergers and acquisitions, Mr Pinto was a member of the firm's executive committee in France.

He was also chief executive of a private equity fund backed by CVC Capital Partners.

In September 2021, the Stonehage Fleming Global Best Ideas Equity Fund passed the \$2 billion dollar milestone for assets under management. In 2022, Stanhope Capital's operating profits saw a further increase to £10 million.

Mr Pinto also negotiated a deal with UBS Group to acquire UBS's wealth management arm in the UK for \$1.2 billion, strengthening the firm's foothold in the European wealth management sector.



Eddy Reynolds

Chief executive, Close Brothers Asset
Management

Eddy Reynolds has been the chief executive of Close Brothers Asset Management (CBAM) since March 2022.

He has a passion for leadership in sustainability, inclusion and clarity of communication.

Mr Reynolds has spent over three decades in financial services in various roles including as head of investment at Lloyds Bank Private Banking and a managing director at Standard Life Aberdeen.

Prior to joining CBAM, he was a non-executive director at fintech Aveni.

Of joining CBAM, Mr Reynolds said the firm has “a leading proposition through its vertically integrated business model, with clients very clearly our north star.

“CBAM is one of the most attractive corporate environments I have experienced – more places should feel like this. The people here are extremely talented and also extremely easy to get along with, providing a unique asset to me as a leader but most of all to our clients.”

Despite CBAM's total client assets decreasing 3.01 percent in the first quarter of its 2023 financial year, the firm was able to attract client assets and delivered year-to-date annualised net inflows of 7.0 percent. This is an increase on the 5.0 percent recorded at full year 2022.



Khaled Said

Managing partner,
Capital Generation Partners

Khaled Said has been a managing partner at private investment office Capital Generation Partners for nearly 17 years.

He provides investment advisory services to ultra-high net worth clients including - individuals, trusts and endowments.

Mr Said began his career at global consultancy firm Bain & Company as an associate consultant for nearly three years.

Before joining Capital Generation Partners in 2006 based in London, he was

a managing director for Safinvest based in Switzerland for nearly four years.

The firm aims to provide impartial but ahead of the curve advice to its clients.

In January 2023, Capital Generation Partners completed the first stage of a multi-year investment programme in its operational technology.

Working in partnership with fintech Point Group, the wealth and investment manager is aiming to create a bespoke, state of the art operating model.

PAM 50 most influential



Andrew Shepherd

Chief executive,
Brooks Macdonald

Brooks Macdonald veteran Mr Shepherd became chief executive in 2021.

He has more than 25 years' experience in financial services.

He began his career as a financial planner at Shepherd Associates Financial Management and later was an investment manager at AFPS Asset Management.

Mr Shepherd then joined Brooks Macdonald in 2002 and has been deputy chief executive since 2015. He relocated to Jersey in 2019 when he became the chief executive of Brooks Macdonald International (BMI).

He recently joined the board of wealth management trade association PIMFA.



Ben Snee

Chief executive,
LGT Wealth Management

Ben Snee is a founding partner and chief executive of Vestra – now LGT Wealth Management.

He joined the firm from UBS where he was an executive director and client adviser.

Before UBS, Mr Snee worked at boutique advisory business Scott Goodman Harris, having joined from the private client department of big four accountancy firm PwC. He holds a BA in Management and Business from Reading University.

LGT Vestra changed its name to LGT Wealth Management in March 2022.

The name change followed the acquisition by LGT Group of the remaining LGT Vestra in October 2020 and signified the final step in the transaction.

The partnership allowed LGT Group to gain an important foothold in the UK market, whilst providing LGT Vestra with access to the specialist capability and service offering the entire group, including lending for its clients, which has further enhanced the overall client service.



Andrew Steel

Founding partner and chief executive,
James Hambro and Partners

James Hambro & Partners founder Andy Steel has been at the firm for over 30 years.

Mr Steel was instrumental in establishing the company in 2009.

He has held a range of roles at J O Hambro Investment Management, including serving as finance director and chief operating officer.

Prior to this, Mr Steel worked at Sun Life and the original J O Hambro Group.

He is a fellow of the Chartered Association of Certified Accountants as well as a charity trustee for Young Kent, and serves on the campaign board of Blind Children UK.

Caroline Stokell

Chief executive,
Veritas Investment Partners

Caroline Stokell's 20 plus years in the industry have given her extensive experience in both global equity portfolio management and corporate governance.

Prior to becoming chief executive of Veritas in January 2022, she had held the positions of board director, trustee and investment team head over the course of her career.

Ms Stokell began her career in 2000 at Newton Investment Management, where she was appointed to the board of the Jersey business and put in charge of the International Private Client team. She also held the role of senior manager for anti-money laundering and financial crime at both Newton and Veritas (2010-2012).

In 2015, Ms Stokell joined the University of Oxford's socially responsible investment review committee and in 2020 was awarded a visiting fellowship at the university.

During this time, she founded a charity aimed at tackling youth unemployment in the UK, and served as a trustee for two years.



Paul Stockton

Chief executive,
Rathbones

Paul Stockton was appointed chief executive of Rathbone Brothers in May 2019, having served as managing director of Rathbones Investment Management from May 2018. He was previously group finance director from 2008 to April 2019.

Mr Stockton qualified as a Chartered accountant with PriceWaterhouse in 1992, subsequently taking up a position in New York before returning to London in 1996.

In 1999 he joined Old Mutual as group financial controller, later becoming director of finance of Gerrard in 2001.

In 2005, two years after the sale of Gerrard, he left to work initially for Euroclear and, subsequently, as a divisional finance director of the Phoenix Group.

He was formerly a non-executive director of the Financial Services Compensation Scheme.



Camilla Stowell

Head of client coverage,
Coutts

With over two decades of working with private clients, Ms Stowell was previously a client director at Schroders Private Bank for seven years before becoming a senior client partner at Coutts in 2007.

She is the purpose executive sponsor for private banking within the NatWest Group driving the focus on enterprise, learning and climate activities, helping people, families and businesses thrive.

She is a trustee of the Coutts Foundation and enthusiastic supporter of and representative for NatWest for the Women's Prize for Fiction.

Ms Stowell has a BA Hons Philosophy & Politics from Durham University and the Securities Institute Diploma.

Camilla Stowell is head of client coverage for Coutts, responsible for all client relationship and specialist teams advising UK and international HNW and UHNW clients, leading client service and advice, strategic and propositional developments.

Previously, since originally joining Coutts Private Office in 2007, she has looked after clients directly both onshore and offshore as well as wealth and investment management teams in private banking.

PAM 50 most influential



Robert Suss

UK chief executive,
Pictet Wealth Management

Robert Suss has headed Pictet Wealth Management UK as its chief executive since September 2021, joining the firm with nearly 30 years' experience in private banking and business.

He spent 18 years at Goldman Sachs, most recently as managing director, head of private wealth management. His previous positions at Goldman Sachs included head of UK and Ireland private wealth management and head of wealth management solutions.

Following a career in private banking, Mr Suss went on to build a number of businesses in finance, technology and renewable energy before joining Pictet.

Robert received a Joint Honours Degree in Economics and Management from the University of Leeds and is deputy chair of the Royal Academy of Arts Trust.

In February 2022, he stepped down from his role as non-executive director of wealth and investment manager Kingswood Holdings.

In its unaudited full year results, Pictet announced a 2.0 percent decrease in operating income to CHF 3.19 billion.

The operating result rose 1.0 percent from CHF 924 million to CHF 930 million, whilst consolidated net profits stood at CHF 768 million.



Richard Thomas MBE

UK chief executive,
EFG Private Bank

A former captain in the Royal Navy, Richard Thomas has been the chief

executive of EFG's UK arm for four years, which generally caters to the banking, investing and lending needs of HNWs with investable assets of £2 million or more.

In addition, he is the chief executive of EFG Private Bank, London, EFG International's wholly owned subsidiary in the United Kingdom.

Mr Thomas was awarded an MBE in 2000 for his services abroad and also holds a Sloan Fellowship MSc in business strategy and leadership from the London Business School, as well as an MA in defence studies from King's College London.

Prior to joining EFG, Mr Thomas worked at Barclays UK, where he last held the role of chief operating officer.

He joined Barclays in 2008 and served as chief operating officer for its UK private bank from 2015 to 2017 and as its London business head from 2012 to 2015.



Nick Tucker

Chief executive,
Waverton Investment Management

Nick Tucker joined Waverton Investment Management in February 2020 as chief executive, having spent nearly 30 years building wealth management businesses in the UK and overseas.

Since joining Waverton, Mr Tucker has helped lead an adaption in the way Waverton staff operate, and the business continues to perform strongly for both clients and intermediaries.

In September 2021, Waverton launched Waverton Wealth – the latest development in the firm's plans to offer integrated financial planning and investment management.

Prior to Waverton, Mr Tucker was managing director and head of UBS's domestic wealth business in the UK.

For the first 20 years of his career he worked at Merrill Lynch, latterly as head of private clients for UK and Ireland.

In 2022 Mr Tucker has continued to lead Waverton's success, growing the business and expanding their services to more clients.

In January 2023, Waverton added two members to its private client team, bringing the firm's total employees to 150.

PAM 50 most influential

Caroline Tye

Chief investment officer and joint managing director, Abrdn

Caroline Tye has been chief investment officer and joint managing director in Abrdn's discretionary team since 2013.

She is also a member of the Abrdn capital board.

With over 22 years of investment experience, Ms Tye joined Abrdn following the acquisition Newton's private client business in 2013.

She had been at Newton since 1998, beginning her career as a private client portfolio manager. She then became the lead

manager of flagship private client funds and managing large family groups with complex investment needs.

Latterly, Ms Tye was a board member of Newton Investment Management and head of its private client team.

She joined Newton from big four accountancy firm Ernst & Young – now EY – where she trained as a Chartered accountant.

Abrdn completed its purchase of interactive investor (II) in 2022, paying £1.49 billion for the subscription-based investment platform.

II has around 400,000 customers who collectively manage £50 billion on its platform.



Helen Watson

Chief executive,
Rothschild & Co Wealth Management

Helen Watson is chief executive of Rothschild & Co's UK wealth management business and a member of the group's global executive committee.

She joined Rothschild & Co in 2010 and was appointed chief executive in 2015.

Ms Watson has spent her entire career working with private clients, charities, foundations and endowments.

At Rothschild & Co, these clients include tech entrepreneurs, business owners, film makers, academic institutions, as well as families that made their wealth in previous generations.

"Helen is passionate about improving and building diverse teams in wealth management to enable the industry to adapt, change and grow, as well as make good decisions on behalf of clients," the firm said.

As co-chair of Rothschild & Co's balance and inclusion committee, she leads a number of initiatives in this area.

Before joining Rothschild & Co, Ms Watson got her start in Morgan Stanley's UK private wealth management business in 1991, later being appointed as a managing director in 2005.

The firm enjoyed a bumper 2021 with revenues, pre-tax profits and assets under management, all experiencing double digit gains.



Robert Weeber

Chief executive,
Tiedemann Constantia

Robert Weeber founded Constantia Partners in 2017 at the age of 35 as an independent capital consultancy firm, having left Credit Suisse.

The new firm specialised in working with high-net-worth individuals and family offices, with a specific focus on bringing private capital together with private investment opportunities.

Tiedemann Constantia was co-founded in 2019 by the merger of Tiedemann Advisors and Constantia Partners.

Tiedemann Constantia is an independent wealth management firm, looking to provide flexible portfolios and objective advice to high net worth individuals, families, family offices and foundations on multiple continents.

Based in Switzerland, it offers international investment opportunities while intending to provide careful attention to client needs.

In January 2023, the firm completed the merger between Tiedemann Group and Alvarium Investments to form Alvarium Tiedemann AITi. The combined firms oversee \$54 billion.



James Whittaker

Head of UK wealth management and UK chief executive, Deutsche Bank

James Whittaker joined Deutsche Bank Wealth Management in 2020 as head of UK and was recently appointed as chief executive of the bank's UK wealth management business in April 2022.

He previously spent almost 15 years at UBS as a managing director and, latterly, UK head of UHNW.

Prior to his tenure at UBS, Mr Whittaker began his career at Coutts as a private banker after graduating from the University of Bath with a degree in Politics and Economics in 2004.

In October, Deutsche Bank outlined its net zero target plans.

The strategy aims to support a progressive phase-out of fossil fuel usage while incentivising the financing of lower carbon-intensity technologies and clients with credible transition plans by 2050.



Chris Woodhouse

Chief executive, Evelyn Partners

In 2020 Chris Woodhouse became the chief executive of the combined business Tilney Smith & Williamson (now Evelyn Partners) as the two UK wealth firms merged to create a £45 billion AUM giant. Evelyn Partners is now one of the largest wealth managers in the UK.

Mr Woodhouse was instrumental in facilitating Tilney's £625 million purchase of Smith & Williamson in September 2019.

He joined private equity-backed Tilney in 2017 from the UK motoring and financial services group RAC, where he was chief executive for five years.

He previously held senior management roles at several well-known UK brands including Debenhams and Homebase.

In 2022, Mr Woodhouse led the successful expansion of Tilney Smith & Williamson by acquiring two new wealth

management firms in the UK, increasing the firm's assets under management to £65 billion.

He also launched a new digital platform, allowing clients to access bespoke financial advice and portfolio management services. The platform quickly became one of the most popular in the UK, and was lauded for its intuitive design and features.

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PAM 50 most influential



On Thursday 20th April 2023, PAM Insight, Industrial Thought and Charles Russell Speechlys hosted a champagne reception at Charles Russell Speechlys' London office to celebrate the 2023 PAM 50 Most Influential. Alongside the PAM 50 Most Influential, attendees included PAM Top 40 Under 40s, PAM Awards' judges as well as selected industry guests.



Bruno De Kegel, co-founder,
Arvella Investments



James Whittaker, head of UK
wealth management and UK
chief executive, Deutsche Bank

PAM 50 most influential



Chris Merry, chief executive,
Stonehage Fleming



Peter Moores, chief executive,
Raymond James



Heather Tibbo, group head of
family office services, Crestbridge



Paul Kearney,
managing
director, Asset Risk
Consultants (ARC)



Piers Master, private client
partner, Charles Russell
Speechlys

PAM 50 most influential

Caroline Tye, chief investment officer and joint managing director, Abrdn



Mouhammed Choukeir, chief executive, SG Kleinwort Hambros

Edward Park, chief investment officer, Brooks Macdonald



Alison Perry, global head of private wealth, Intertrust and Karen Lau, senior investment director, JM Finn

PAM 50 most influential



Ed Craig, partner,
Charles Russell Speechlys

Freddy Barker, head
of business change,
Charles Stanley



James Souter, partner,
Charles Russell Speechlys



Paul Stockton, chief executive,
Rathbones



Tracey Davidson, deputy chief
executive, Handelsbanken UK



Nuno Godinho, chief executive,
Industrial Thought



Hugo Bedford, chief executive,
JM Finn



Nancy Curtin, partner and chief
investment officer, Alvarium
Tiedemann



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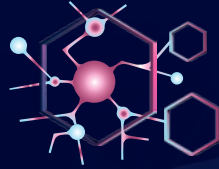
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