

The PAM Awards

2024 Special Report

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Foreword



James Anderson

Founder and Editor-in-Chief of PAM
Insight and Chairman of the PAM
Awards judging panel

The private client advisory world is not short of awards programmes. However, none measures and recognises excellence as robustly and independently as the PAM Awards. Any firm that has entered during the 26 years this programme has been running can vouch for how rigorous and transparent the process is.

As such, making the shortlist of nominees in a given category is a massive achievement – our 22 finalists this year across the nine PAM Awards categories should be extremely proud, as should the winners.

I must extend huge thanks to our PAM Awards Judging Panel. They are all highly respected leaders in their fields with busy schedules. Nonetheless, they dedicate a great deal of time and energy to ensure that each submission is examined in granular detail and the winners and finalists are truly deserving of that accolade.

I urge any firm that has shied away from subjecting themselves to the Judges' scrutiny to 'have a go' in 2025, as we look forward to welcoming you back for another gala ceremony next year. Even firms that do not win at their first attempt tell us how useful the Judges' feedback is for the development of their businesses.

We much look forward to welcoming you to our 27th PAM Awards Gala Dinner on Thursday 13th March 2025 at The Royal Lancaster, London.





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and ‘Total Wealth Services’ categories at the
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PAM Awards 2024

Winners & Finalists

Investment

Performance

Cautious Portfolios

Winner: Evelyn Partners

Finalists: Close Brothers Asset Management
Saltus

Investment Performance

Defensive Portfolios

Winner: Canaccord Genuity Wealth Management

Finalists: Goldman Sachs
Plurimi Wealth
Vermeer Partners
Waverton Investment Management

Investment Performance

Growth Portfolios

Winner: Waverton Investment Management

Finalists: atomos
GAM Investments
Goldman Sachs
Melville Douglas
Meridien Investment Management*
Netwealth

Investment Performance

High Growth Portfolios

Winner: Meridien Investment Management*

Finalists: Titan Private Wealth
Waverton Investment Management

Challenger

Winner: Tribe Impact Capital

Finalists: Tyndall Investment Management

Client Service Quality

High Net Worth

Winner: Waverton Investment Management

Finalists: LGT Wealth Management
JM Finn
Sarasin & Partners

Total Wealth Planning

High Net Worth

Winner: Evelyn Partners

Finalists: HSBC Private Bank
LGT Wealth Management
Nedbank Private Wealth

Private Markets Access

Ultra High Net Worth

Winner: Goldman Sachs

Finalists: HSBC Private Bank
Lombard Odier

Total Wealth Services

Ultra High Net Worth

Winner: Goldman Sachs

Finalists: Citi Private Bank

Lifetime Achievement Award

Nick Hungerford

*Formerly Veritas Investment Partners

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Investment Performance

Cautious Portfolios

Winner: **Evelyn Partners**
Finalists: **Close Brothers Asset Management**
Saltus

What the winner says:

After a merger there is natural concern about any impact on performance so winning performance awards, especially for low risk mandates in such a turbulent few years, really adds to our bona fides.

James von Simson,
Partner, Evelyn Partners



What the judges say:

Volatility levels in what are considered “cautious” portfolios are now at the high end of the range, primarily due to increased volatility in fixed income instruments. The Judges were delighted to identify managers with truly cautious offerings, targeting less than 40% risk relative to equities. The winning firm Evelyn should be celebrated for offering quality returns for the lower risk appetite.

Graham Harrison,
Founder and chairman, ARC

Investment Performance

Defensive Portfolios

Winner: **Canaccord Genuity Wealth Management**
Finalists: **Goldman Sachs**
Plurimi Wealth
Vermeer Partners
Waverton Investment Management

What the winner says:

We are delighted to have received this endorsement from the leading industry body. Quantitative analysis like this is useful for consultants and as a result, they put store in it. Our performance shows that it has been a seamless transition for the Canaccord Genuity Dynamic Fund that has worked well for clients and us – working together was the right decision for the fund. We think that the right cultural fit has allowed us to continue to perform well. The fund had been a finalist in this category for four years in a row based on its performance, so to win the award this year represents a recognition of that consistency and that the transition to Canaccord Genuity Wealth Management worked well.

Andy Finch,
Chief executive
international,
Canaccord Genuity
Wealth Management



What the judges say:

The Defensive category targets portfolios in the range of 40-60% relative risk to world equities. Shortlisted for the second year running, Geoff Marson’s fund at Canaccord Genuity Wealth Management shows the ability to blend a full range of asset classes which provided a consistent result. The judges were impressed with the low drawdown profile over the 3-year period and impressive Sharpe ratio.

Graham Harrison,
Founder and chairman, ARC

Investment Performance

Growth Portfolios

Winner: **Waverton Investment Management**

Finalists: **atomos**

GAM Investments

Goldman Sachs

Melville Douglas

Netwealth

Meridiem Investment

Management*



What the winner says:

Winning this award is fantastic! We pride ourselves on our strong investment performance! The consistency of our performance means our robust process really does deliver – we didn't just get lucky one year.

Sasha Dabliz,

Head of marketing, Waverton Investment Management

What the judges say:

A hotly contested category boasting the most entrants with 31 firms supplying data this year. Firms must balance taking enough risk to enjoy returns whilst still providing some downside protection through diversification. Waverton sits in the middle of the volatility scale for the category and has excellent 3-year risk-adjusted returns. The judging panel was particularly impressed with the quality of the data entry, which was based on actual client returns, verified against their ARC Private Client Indices data submission.

Graham Harrison,

Founder and chairman, ARC

Investment Performance

High Growth Portfolios

Winner: **Meridiem Investment Management***

Finalists: **Titan Private Wealth**

Waverton Investment Management

What the winner says:

We are immensely proud to be winners of PAM's Investment Performance – High Growth Portfolios' Award (for the 2nd year in a row). Delivering consistently strong, real returns for our clients requires the passion and focus of our team. Our goal has always been to protect our clients' assets against inflation and grow their wealth for the future. To achieve this, we take a long-term approach, investing in great businesses, with strong and predictable characteristics, that are built to last. We recognise our responsibility to consider any factor that might impact the durability or value of our clients' investments and integrate that into all our decision making. This is borne out of being truly aligned with our clients' objectives.

Ross Ciesla,

Chief investment officer,

Meridiem Investment Management

What the judges say:

Meridiem Investment Management took the High Growth category again this year providing a consistently strong entry. The High Growth category is for portfolios at the top end of the risk scale typically offered to private clients. This allows entrants to show their capabilities when they are unconstrained by the asset class exposure and risk limits of the other performance award categories. Meridiem was able to clearly evidence a stock picking capability that results in outcomes consistently enjoyed across their client base.

Graham Harrison,

Founder and chairman, ARC



*Formerly Veritas Investment Partners

Challenger

Winner: **Tribe Impact Capital**
Finalists: **Tyndall Investment Management**

What the winner says:

We're absolutely delighted to have been recognised by the PAM Awards. It's especially important given the calibre of both the judging panel and process, as well the other entrants. We also appreciate the relative dialogue and tangible feedback that the PAM judging panel is willing to provide.

We believe that the judges recognised our singular focus on working for wealth holders who want to align their investments with their values to create financial returns with positive impact.

We'll maintain our focus and take the energy from this fantastic endorsement into the next chapter of our growth.

James Lawson,
Managing partner
and co-founder,
Tribe Impact Capital



What the judges say:

Tribe Impact Capital stood out, not least because of its distinctive investment proposition. This is a highly innovative firm with a very distinctive client proposition – and has been delivering consistently good returns to clients, along with full fee transparency and detailed reporting..

Ian Orton,
Editor-at-large, PAM Insight,
Chair of the Challenger category

Client Service Quality

High Net Worth

Winner: **Waverton Investment Management**
Finalists: **LGT Wealth Management**
JM Finn
Sarasin & Partners

What the winner says:

Waverton has always been focused on client service right across the business and this is wonderful recognition for everyone at the firm who plays their part in our success. Our recent clients survey results and the case studies we were able to draw on that really demonstrate how we serve our clients and our commitment to the highest standards.

Sasha Dabliz,
Head of marketing,
Waverton Investment
Management



What the judges say:

Yet again this was a highly competitive category and the judges were pleased to see an increase in the number of high-quality submissions this year. Client Service Quality is key to a thriving wealth management business and the judges place a great focus on the overall client experience to differentiate the entrants. It was a strongly contested Award with an outstanding shortlist of contenders, but Waverton Investment Management stood out as an impressive winner as they continued to enhance both the range and the quality of their service offering to meet the ever-growing demands of their clients.

Henry Wilkes,
Head of private client services,
Oku Markets
Chair of the Client Service Quality –
High Net Worth category



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Total Wealth Planning

High Net Worth

Winner: **Evelyn Partners**
Finalists: **HSBC Private Bank**
LGT Wealth Management
Nedbank Private Wealth

What the winner says:

As one of the largest wealth planning firms in the country it really emphasises the breadth of our services for our highly diverse and complex client base.

James von Simson,
Partner,
Evelyn Partners



What the judges say:

Evelyn Partners clearly stood out from its peers, not just because of the range and breadth of its capabilities and the services it can offer to clients, but also the consistent manner in which these are coordinated and delivered, to help resolve real client challenges, which they illustrated with a comprehensive range of compelling client case studies.

Anna Lane,
Chief executive, The Wisdom Council
Chair of the Total Wealth Planning – High Net Worth category

Private Markets Access

Ultra High Net Worth

Winner: **Goldman Sachs**
Finalists: **HSBC Private Bank**
Lombard Odier

What the winner says:

We are delighted to receive this third party credentialization of our broad platform. We believe the quality and detail of our submission displayed the quality, breadth and uniqueness of our platform. This recognition reflects the commitment and effort that has been put into expanding our platform over the last 5 - 10 years.

Oliver Patterson,
Head of UK sales,
Goldman Sachs



What the judges say:

The committee were impressed by the quality and breadth of all entries for the category this year.

The winning entry, Goldman Sachs, particularly impressed the judges, not just with the range and depth of its offering, which covers the full range of private equity sub-classes and sectors, but also the diligence with which it addressed the question posed about how to allocate assets for a potential new mandate.

Mike Farley
Client director, Altair Group
Chair of the Private Markets Access – Ultra High Net Worth category

Total Wealth Services

Ultra High Net Worth

Winner: **Goldman Sachs**

Finalists: Citi Private Bank



What the winner says:

We believe the quality and detail of our submission showcased the quality, breadth and uniqueness of our Private Markets platform. We are delighted to receive this third party credentialization of our Private Markets platform.

Oliver Patterson,
Head of UK sales,
Goldman Sachs

What the judges say:

This entry stood out, not just because of the impressive depth and breadth of its service offering, but also because of the broad range of excellent client case studies. These provided a powerful additional perspective as to what clients can expect from Goldman Sachs. They also provided much additional information and each section of the criteria was addressed with great attention to detail which further underpinned this impressive entry.

Conrad Montford,
Independent consultant,
Chair of the Total Wealth Services – Ultra High Net Worth category



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Entry Process

The aim of the PAM Awards entry process is to gather market data on the relative performance of the leading private asset management firms, including private banks, fund managers and stockbrokers.

Private asset management firms enter themselves for individual award categories via the completion of a category specific submission addressing the criteria highlighted by the Panel and an in-depth questionnaire, including approximately 65 questions across several subject areas,

encapsulating: group structure & personnel; investment management process; pooled funds/unlisted securities; regulation and investor protection and fees, charges and interest. The Challenger category and Investment Management categories have reduced entry requirements. The entry process begins in the early autumn the year before the Awards.

All manager entries delivered by the deadline are presented to members of the Panel. Each entry is considered by a category sub-committee which presents their recommendations to the Panel. Firms are invited to present if:

- 1) the entry did not represent the firm to the standard experienced by the Judging Panel and the Panel agreed to give them the opportunity to redress the issues in a presentation; or
- 2) the entry raised or did not answer some questions that the Panel would like the manager to address in a presentation.

Following presentations, the Panel members are then asked to review the entries and to rank their individual preferences in ascending order, with 1 as the highest rank. The managers are placed in order, starting with the lowest average score (the highest ranked firm). This list is then presented to the Panel in closed plenary session. The Panel debate the respective merits of the nominated firms and determine the (unlimited) number of finalists for each Award category. The Panel then discuss and evaluate the list of finalists, from which a winner is chosen in each Award category.

The PAM Awards is proud of the diligence and rigour behind the judging process, and take great pains to ensure that it is robust, fair and transparent. Feedback is prepared for entrants following the announcement of the winners and finalists, the only Awards programme to offer such openness about the rationale behind the decision-making, and on how entrants can improve. This is no simple task, and consumes significant time and effort, both within the PAM Awards team and the PAM Awards Judging Panel. We continue to look for ways to improve the feedback process to ensure it is both constructive and accurately representative of the thought process behind the Panel's decision, and can genuinely be used by managers not only to improve their chances of success in the PAM Awards, but also their business and their offering to the private clients they serve.

The integrity of our own process is under constant scrutiny and we continue to review and address any areas in which we feel improvements can be made.

The feedback received from entrants and judges alike continues to be extremely positive. Entrants say that the PAM Awards remain the highest regarded of the industry awards programmes; it is no mean feat to be a winner, or even to be a finalist of a PAM Award – the margin at the top can sometimes be a hair's breadth, making the job of the Judges very difficult indeed. The process is long and rigorous and we make no apologies for that.

We hope that more firms will undertake the challenge that it presents – the benefits are numerous.

The Judging Panel would like to continue to encourage firms that have not entered in the past, or who have had a hiatus, to do so in 2025. For more information on the 2025 PAM Awards Entry Process, please contact Kathryn Stokes, kstokes@paminsight.com.

FINDING VALUE IN SHIFTING FIXED INCOME MARKETS



Peter Bentley

Insight Investment co-head and deputy CIO of fixed income.

Elevated bond yield levels and an improving picture for investment grade bonds could augur well for fixed income investors in 2024 despite heightened volatility and geopolitical risk, says Insight Investment co-head and deputy CIO of fixed income, Peter Bentley.

“While it looks likely interest rates have now peaked and policy decrees they are on hold for now, the question is how quickly central banks will go the other way in reducing rates.”

“This year we will see a huge number of elections which have the scope to drive market volatility, creating fresh investor risk and opportunity.”

With bond yields returning to some of their highest levels since the global financial crisis¹ and some investors reporting marked improvements in the investment grade (IG) credit market,² Insight’s Peter Bentley believes fixed income holds scope to offer investors some compelling opportunities in the months ahead.

“We believe value is back in investment grade credit and we see strong return potential in both the global and regional IG credit markets. Overall investment grade credit leverage levels also remain below their peak during the Covid-19 pandemic,” he says.

According to Bentley it is possible some fixed income assets classes could offer better returns than equities this year, with so-called ‘fallen angels’, short-dated high yield bonds and emerging market (EM) corporate fixed income looking particularly positive prospects for fixed income investors in 2024 in his view.

“Across fixed income generally yields appear quite high relative to history and are certainly the highest we have seen since the global financial crisis,” he adds.

All of this comes amid a backdrop of central bank intervention to hike interest rates in order to dampen inflation. In this environment, Bentley adds, investors will need to pay careful attention to the speed and degree of any interest rates cuts likely to upset bond markets.

“While it looks likely interest rates have now peaked and policy decrees they are on hold for now, the question is how quickly central banks will go the other way in reducing rates,” he says.

Uncertain backdrop

Central bank movements will not be the only market distraction in 2024.

Amid a worsening geopolitical climate – with ongoing Russian military action in Ukraine and a recent escalation in regional conflict in the Middle East – the world could face a pivotal year. Bentley points to an unusually high number of upcoming national elections, including a US presidential election and possible UK general election, later in the year.

“
A higher volatility
market environment
lends itself to active
management.”

“2024 marks a significant increase in potential volatility from election cycles,” he says. “This year we will see a huge number of elections which have the scope to drive market volatility, creating fresh investor risk and opportunity.”

“This year we will see a huge number of elections which have the scope to drive market volatility, creating fresh investor risk and opportunity.”

This potentially more volatile environment, Bentley argues, could give active investment managers an opportunity to show their true worth in navigating market pitfalls to protect investors and deliver strong returns. A global approach, he adds, could also help active managers exploit opportunities in a broader pool of assets than more localised, country or region-specific strategies.

“A higher volatility market environment lends itself to active management,” he says. “The benefit of a global approach is that it presents a broader opportunity set in global fixed income. The ability to shift allocations within this can, in some cases, help investors outperform and mitigate drawdowns. Global credit also tends to do particularly well versus regional credit when markets are coming out of a downturn and can offer more scope for better returns.”

Market divergence

Commenting on the scope of opportunity across global credit markets, Bentley points to the divergence between European and US credit markets, where active managers can potentially pinpoint specific pockets of opportunity.

“One interesting facet of the current credit market is that there is still a gap between Euro and Dollar credit spreads. We believe European spreads are still cheap relative to US peers, even adjusting for some problems in the European real estate market,” he adds.

Elsewhere Bentley adds that EM debt should not be overlooked in the current market. While investors in the market should proceed with caution, he adds, EM corporate debt risk levels are often lower than many imagine.

“We believe EM corporate fundamentals can provide a strong buffer against lower global growth and, perhaps surprisingly, net leverage across EM debt remains lower than in many developed markets. In our view EM corporate debt is an asset class of significant size which can offer genuine value and opportunity in a global context when adjusted for ratings and fundamentals,” he concludes.

Find out more: <https://www.bnymellonim.com/uk/en/intermediary/fund/bny-mellon-global-credit-fund-usd-w-acc-IE00BYZW5L40/>

1 Source: Bloomberg as at 31 December 2023.

2 Source: PineBridge Investments. Investment Grade Credit's Rebound Signals Opportunity Into 2024. 04 December 2023.

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REFRESHINGLY DIFFERENT

2024 PAM Awards

Sub-Committees

Investment Performance

Cautious, Defensive, Growth & High Growth

Graham Harrison,
category chair

Stephen McMahon

Challenger

Ian Orton,
category chair

Mike Farley
Conrad Montford
Tatyana Mursalimov

Innovation

Ian Orton,
category chair

Mike Farley
Anna Lane
Kenneth McClintock

Client Service Quality HNW

Henry Wilkes,
category chair

Stephen McMahon
Chris Bliss
Camilla Wallace
Kenneth McClintock

Total Wealth Planning HNW

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category chair

Jo Bateson
Gordon Spinks
Henry Wilkes

Total Wealth Service UHNW

Conrad Montford,
category chair

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James Sykes
Peter Brooks
Louise Stoten

Private Market Access UHNW

Mike Farley,
category chair

Conrad Montford
Peter Brooks
Tatyana Mursalimov
Katrina Williams



James Anderson

Founder & editor-in-chief, PAM Insight
& Chairman of the Judging Panel

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James began his career in media in 1985 and began focusing on financial services in 1987, specialising in the field of private wealth management, both in the UK and around the world, from 1990 onwards. James founded the business of PAM Insight in 1993, launching and developing specialist publications and events for a range of professional organisations, including the Alternative Investment Management Association (AIMA), the Society of Trust and Estate Practitioners (STEP), the Actuarial Profession, the Chartered Institute of Taxation (CIOT) and the Association of Taxation Technicians (ATT). He launched Wealth Management magazine in 1997, followed by PAM (Private Asset Managers) and the PAM Awards in 1999. He subsequently launched www.pamonline.com in 2001, www.thewealthnet.com in 2002 and www.eprivateclient.com in 2003.



Jo Bateson

Partner, KPMG

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Jo has been a partner in KPMG's Family Office & Private Client team in London for over 9 years. She advises entrepreneurs, family businesses, family offices, business angels and trustees – both onshore and offshore. Her clients value her direct approach and clear robust advice particularly on the future of tax. Jo has a particular focus on female founded businesses.

Jo sits on KPMG's Tax Policy Board and contributes to the wider debate on the future of tax through various technical committees, including the Legal, Tax & Regulatory Committee of the UK British Angels Association and the tax technical committee of Family Business UK.

Jo also leads KPMG's philanthropy services and is a board member of Philanthropy Impact and regularly advises entrepreneurs on their route to exit and beyond.



Chris Bliss

Consultant, Rawlinson & Hunter
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Chris started his career with Stoy Hayward (now BDO) in London. Soon after qualifying he worked overseas with KPMG before returning to the UK and joining Rawlinson & Hunter.

During his career Chris acted as auditor and advisor to a number of large family owned businesses as well as looking after a number of substantial family groups. In addition he advised extensively in the motorsport world. He retired as a partner on 30 September 2020 and remains as a consultant in the London office. He continues to be involved with a limited number of clients, acting as adviser to several substantial family groups and as a charity trustee. Chris is a Fellow of the ICAEW.



Peter Brooks

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Peter joined R&H, Jersey in 2016 and was appointed a Director of R&H Trust Co (Jersey) Ltd in 2020. Peter leads R&H's offshore in-house investment portfolio monitoring and manager research team, and specialises in providing consultancy to trustees and other fiduciaries on investment-related matters.

Following the completion of a degree in mathematics at the University of Oxford in 2008, Peter worked for a Jersey-based hedge fund as a quantitative research specialist, designing and building data analysis and portfolio construction systems.



Mike Farley

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Mike is a client director at Altair Partners, based in Jersey. Mike provides consultancy services to the fiduciary sector on the oversight of financial assets including the selection and appointment of investment managers.

Mike started his career as a discretionary manager, with responsibility for the offshore fund selection of Barclays Wealth, before moving into the fiduciary sector to lead the investment oversight and monitoring for Barclays Global Trust division. Following the sale to Zedra, he evolved his team into a regulated fiduciary investment services business providing strategic advice to trustees on the suitability and appointment of investment managers.

Mike is a Chartered Fellow of the Chartered Institute for Securities and Investment and a qualified Trust & Estate practitioner. Until 2013, he spent seven years on the Jersey STEP committee, as their investment management specialist. Mike also holds a number of non-executive directorships. Mike was recognised in 2018, by *eprivateclient*, as one of the Most Influential of the UK and the UK Crown Dependencies' private client practitioner



Graham Harrison

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Graham is co-founder and Group Managing Director of ARC Group Limited, a specialist investment advisory and research company with offices in London, Toronto and the Channel Islands. Established in 1995, ARC provides investment advice to ultra-high net worth families, complex trust structures, charities and similar institutions. ARC also compiles and publishes a suite of private client indices that allow investors to assess portfolio performance versus a peer group universe of over 150,000 private client portfolios. Prior to setting up ARC, Graham worked for HSBC and the Caribbean Development Bank. He is a Chartered Wealth Manager and a Chartered Fellow of the Chartered Institute of Securities and Investment. He holds a BA in Economics from Exeter University and an MSc in Economics from the London School of Economics.



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Anna founded The Wisdom Council in 2013 following a number of years running a specialist wealth management marketing consultancy. The Wisdom Council are consumer engagement specialists supporting financial services businesses by ensuring their client's voice is embedded in the development of product and service propositions, driving out insight that delivers both regulatory and commercial benefits. With clients ranging from wealth and asset managers to retail banks, life and insurance companies, the Wisdom Council run affluent and HNW investor councils and client advisory boards on behalf of their financial services clients. A core area of expertise is building 'test and learn' insight programmes to support new or evolving digital wealth propositions. Anna's career spans over 20 years in the City for companies such as JPMorgan Private Bank and Morgan Stanley Investment Management where she was responsible for the development of investment and marketing propositions for private clients, intermediaries and institutions. Outside the world of finance, Anna sits on the Board of the Young Vic Theatre.



Kenneth McClintock
Investment director
Broadstone Investment Advisory

Ken leads the Broadstone Investment Advisory team and prior to that he led the Investment team which transferred from PwC in 2021. Broadstone Investment Advisory assist private individuals, family offices, trusts, charities and other institutional investors. Ken has over twenty years of experience in advising this wide range of investors including in relation to setting and implementing successful investment strategies and ongoing investment performance analysis. Ken was one of the key individuals that established the Investment team at PwC in 2009. Prior to PwC, he worked in the Investment practices at Arthur Andersen and Deloitte. He is CFP Chartered MCSI. He graduated from Trinity College, Dublin with BA (Hons) in History & English.



Stephen McMahon
Managing director, Jersey, Asset Risk Consultants
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Stephen leads the ARC Jersey office and is responsible for Manager Selection. After completing a BA (Hons), MA (Oxon) in Economics & Management from Oxford University, Stephen qualified as an accountant with the tax office of PricewaterhouseCoopers in London before embarking on a consultancy career with PwC. Following large consultancy projects for telecoms companies in the UK, Saudi Arabia and Switzerland, Stephen joined the Bank of England, where he reviewed operations in the Economic and Financial Markets divisions of the central bank. Stephen holds the Securities and Investment Institute Diploma, is a Chartered Fellow of the same institute, and was recently awarded the Chartered Wealth Manager designation.



Conrad Montford

Independent consultant

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Conrad is an independent investment consultant working with family offices, ultra high net worth clients and their advisers providing investment advisory, analytics and manager selection services. He has consulted to Hanson family office and AllenbridgeEpic for charities, trusts and more institutional mandates, having formerly been head of wealth advisory for Allenbridge Group. Conrad has over twenty five years as an investment professional, having been a Director and senior banker at Citi Private Bank looking after UHNWIs and family office clients. Prior to this Conrad was head of clients for FF&P (Sagitta Group), and a director of investment management for Credit Suisse private bank in London. Earlier in his career Conrad was head of Investment Advisory at Deloitte, and gained valuable offshore experience with the then Deloitte owned Walbrook Trustees as director of investment strategy working closely with fiduciaries and trustees.



Tatyana Mursalimov

Director, PMCL Consulting

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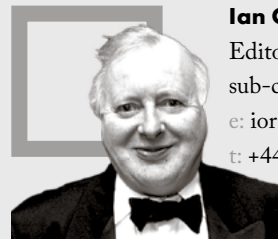
Tatyana is an accomplished investment consultant with over fifteen years of experience in finance and investments and a proven track record of delivering exceptional results for her clients. Her experience spans investment research, strategy and consulting, which has provided her with a deep understanding of the industry and a reputation for strong analytical rigor.

Tatyana has a particular focus on investment strategy, fund selection, and investment manager due diligence, and has built strong relationships with leading investment managers across the UK. She is a passionate advocate for sustainable and impact investing, regularly speaking at industry events and roundtables.

In 2017, Tatyana co-founded PMCL Consulting, a specialist investment consulting firm that primarily serves trustees of UK charities, endowments, and foundations. Through her institutional approach to investments, supported by a rigorous analytical framework, Tatyana challenges the status quo and delivers innovative, practical, and cost-effective solutions to the trustee boards she advises. Since inception, PMCL Consulting has grown its client base and now advises a number of large and prestigious boards.

Before founding PMCL Consulting, Tatyana served as a director at Goldman Sachs Global Investment Research, where she headed equity sector research teams and provided investment advice and industry expertise to leading UK and global asset managers. In this role, Tatyana developed a deep understanding of the inner workings of asset management, which is crucial to the manager evaluation and selection process.

Tatyana has been authorized by the FCA since 2008 and has a deep understanding of the regulatory landscape governing the investment industry.



Ian Orton

Editor-at-large, PAM Insight sub-committee chair, Innovation

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Formerly the launch Editor of thewealthnet, Ian is now PAM Insight's Editor-at-Large and the founder of Slump Associates, which provides research and consultancy vetting and monitoring services to firms active in the wealth management sector as well as a memory facility for corporate amnesiacs.

An economist by background Ian has written extensively on the banking financial services sector over the past two decades for a wide range of publications and is acknowledged expert on private banking and wealth management in all its guise

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Gordon Spinks

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Gordon is the current Senior Partner of Dixon Wilson and the 10th person to carry out this role since the firm was founded in 1888.

Gordon has a mixed client portfolio of private clients, including shareholders and directors of privately owned businesses, small and medium sized family companies, and trustees (both UK and non UK).

His work focuses on general financial and tax advice. He deals with the issues that can arise between different generations within a family. He acts as trustee for a number of UK resident trusts. His corporate work includes very active and “hands on” roles for several investment companies, each with a strong property bias, as well as the provision of regular management accounts and cash forecasts.

Gordon is actively involved in the audit work of the firm, for companies involved in advertising, investment activities and consultancy services, and for pension schemes and charities.



Louise Stoten

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Louise is one of the co-founders and senior partner at New Quadrant Partners Ltd, a boutique private client legal practice and advisory service, providing for the needs of wealthy UK and international families and individuals.

She is a tax lawyer, who started her career in the City just after the Big Bang. She spent her first four years working as a private client stockbroker. Over 25 years ago Louise re-qualified as a lawyer and in 1997 joined Payne’s Hick Beach, where she became a partner in 2000. New Quadrant Partners was founded in 2010.

Louise’s practice is extremely varied; she acts for large family groups, landed estates, business entrepreneurs, and sophisticated investors such as hedge fund managers and private equity principles. Whilst the backgrounds of her clients differ, their objectives are often similar, as they are seeking ways to maintain and manage family wealth through multiple generations.



James Sykes

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James has spent his entire career at Saffery Champness where he is a senior partner specialising in advising private clients, including families with landed estates and growing commercial enterprises. James advises wealthy families based both in the UK and overseas, and helps families implement appropriate structures for wealth preservation.

James also acts as a trustee for many of the families he advises, and is also a non-executive director of Henry Boot Plc.



Camilla Wallace

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Camilla advises high-net-worth individuals, both UK and non-UK domiciliaries, on estate planning to mitigate the incidence of inheritance tax and control the devolution of estates using lifetime gifts, trusts and tax-efficient wills. She also provides advice to clients on capital gains tax and income tax mitigation strategies as regards lifetime tax planning.

Camilla has experience of both offshore and onshore trust structuring and advising trustees and beneficiaries in relation to the day-to-day management and administration of trusts and estates. Camilla is a member of the firm's Offshore, Family Office and India Groups.



Katrina Williams

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Katrina joined Accuro in 2024 as a Client Services Director and bring over 15 years' experience in servicing the estate and inter-generational planning for UHNW international families, with a particular focus on those with a US and UK resident non-domiciled nexus. Having qualified as a chartered accountant with KPMG, I subsequently spent the first 15 years of my trust career at Rawlinson & Hunter in Jersey, as a Director and latterly as a Partner. Academic and professional development is important to me and I hold a BSc Hons in International

Management and French, as well as FCA, STEP, and Advanced certificates in UK tax for international clients and family business advising. I have been recognised over the years with recommendations in a number of industry publications, including being named in the *eprivateclient* Top 35 Under 35 list in both 2013 and 2015, as well as being listed in *Who's Who* Legal Private Client guide in 2018, 2020 and 2021.



Henry Wilkes

Head of foreign exchange, currency solutions & services sub-committee chair, Client Service Quality – HNW

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In 2024 Henry joined Oku Markets as Head of Private Client Services. Prior to this Henry worked at Current Solutions & Services and Edge FX.

Henry is focused on advising and assisting fund managers, wealth managers, pension funds, trust companies, fund administrators and private banks on all aspects of their foreign exchange business. He specialises in creating and implementing tailored solutions for the financial services sector on all aspects of the FX lifecycle, market structure, trading policy, managing risk and operational efficiency.

Prior to joining Edge FX Henry's career of over 30 years was spent in financial markets as Global Head of Foreign Exchange Client Relationships and Business Development at Brown Brothers Harriman with responsibility for managing a global sales team delivering comprehensive solutions for clients' diverse foreign exchange requirements. He was also a Director of BBH Investor Services Ltd. Prior to this Henry was UK Head of Markets for Bank Julius Baer in London responsible for managing trading all financial instruments on behalf of the bank, institutional and UHNW clients.

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Henry Wilkes, Head of private client services, Oku Markets



Lifetime Achievement Award – James Anderson, Founder and editor in chief, PAM Insight, and Nancy Hungerford



Jo Bateson, Partner, KPMG



Client Service Quality Award HNW Award - Rachel Robertson, Chief risk and compliance officer Multrees Investor Services, Sasha Dabliz, Head of marketing, and Rupert Elwes, Head of private clients, Waverton Investment Management, Hal Cruttenden



Andrew Limberis, Investment director, OMBA Advisory & Investments



Duncan Macintyre, limited partner, global UK region head, Lombard Odier, and Charlie Hoffman, Managing director, HSBC Private Bank



Jemma Spencer, Director, Heritage Capital Management Limited



Ravinder Azad, Head of UK sales, WisdomTree Asset Management



Total Wealth Services UHNW Award - Hal Cruttenden, Natasha Pope, Managing director, and Thomas Key, Executive director, Goldman Sachs, Will Burge, Head of strategy, FIS



Vikash Gupta, Chief executive, VAR Capital



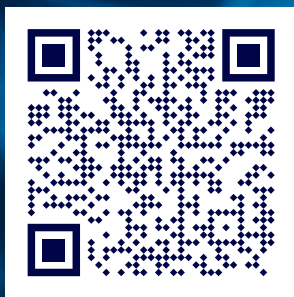
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Paul Emery, Divisional director, St James's Place Private Clients



Graham Harrison, Founder and group chairman, ARC



Investment Performance, High Growth Portfolios Award - Ashkan Daghestani, Head of ETF, indexing and smart beta sales UK, Amundi ETF, Edward Steel, Associate investment partner, and Chiyo Rimington, Investment partner, Meridien Investment Management, Hal Cruttenden



Private Markets Access UHNW Award – Hal Cruttenden, Robert Mullane, Partner, Goldman Sachs, Tom Slocock, Head of international product development and origination, iCapital, Charlie Dunn, Associate, Goldman Sachs



Challenger Award - Katie Royals, managing Editor, PAM Insight, Harry Catchpole and James Lawson, Co-founders, Tribe Impact Capital, Hal Cruttenden



Hal Cruttenden, Rupert Elwes, Head of private clients, Waverton Investment Management, Ravinder Azid, Head of UK sales, WisdomTree Asset Management



Gordon Cameron, Marketing manager, Multrees Investor Services



Tom Wooders, UK and Ireland regional head, Allfunds



James Lawson, Co-founder, Tribe Impact Capital



Judy Yau, Associate director, Rawlinson & Hunter



Katie Royals, PAM Insight



Total Wealth Planning HNW Award – Hal Cruttenden, Anil Khiani, Regional managing partner, Nick Reeves, partner, and Emma Sterland, Chief financial planning director, Evelyn Partners, Will Sidery, Senior editor, PAM Insight



Investment Performance, Defensive Portfolios Award - Hal Cruttenden, Geoff Marson, fund manager, Cannaccord Genuity Wealth Management, Charlotte Calder, manager, ARC

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