

ACCLAIM

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

EXCLUSIVE
THE 2018 GCC REGION
AWARDS WINNERS



February 2019

WealthBriefing

WealthBriefing and its regional sister sites are the leading subscription-based business intelligence services for the wealth management community, with the latest news, analysis and in-depth features from around the globe. Delivered straight to subscribers' inboxes every day, these services provide need-to-know business intelligence in a convenient and easy-to-read format.

www.wealthbriefing.com

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WealthBriefingAsia launched in 2009, is the only wealth management news site focusing exclusively on the Asia-Pacific region.

www.wealthbriefingasia.com

FAMILY WEALTHREPORT

Family Wealth Report - the content as with our other sites comes from both our own dedicated editorial team as well as leading industry professionals, helping subscribers stay on top of all the important developments relating to wealth management, family offices, and the HNW/UHNW sectors in North America.

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www.comp-matters.com

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WEALTH MANAGEMENT & PRIVATE CLIENT EVENTS & AWARDS SERIES

An unrivalled thought-leadership platform, *WealthBriefing's* events foster intellectual debate on the challenges and opportunities facing the industry and are designed to be an optimal use of wealth managers' precious time; they represent an excellent networking opportunity and attendees also accrue valuable CPD hours. *WealthBriefing* has added to its offering for the global private banking and wealth management communities by running six annual awards programmes for the private investment and private client communities. The awards programmes are focused around three main category groupings: experts (individuals and teams); products and services for wealth managers and clients, and institutions of all sizes and types.

BESPOKE RESEARCH SERVICES

WealthBriefing has unrivalled access to the most senior wealth management professionals across the globe, meaning that our research reports represent guides to future best practice as much as being barometers of current industry trends.



FOREWORD

Tom Burroughes, Group Editor of *WealthBriefing*, explains the significance of these awards

The award programmes for the Gulf Co-operation Council region of the Middle East highlight excellence in a region developing as one of the world's most important wealth management hubs. This publication wants to make sure outstanding practitioners get the plaudits they deserve so as to encourage further efforts towards excellence and stimulate best practice across the board.

These awards are a great temperature check on how well the sector is performing. The centrepiece of the programme is the judging process. Refined over several years, judging is designed to blend expertise from banks, family offices, technology firms, multi-family offices, consultancies and other relevant institutions in the region.

Judges bring their own knowledge to the table. When they decide on a shortlist and later on the final winners, the majority of the weight in judging is based around the quality of the entrants' submissions. If a firm or person hasn't entered the awards they cannot be considered. Importantly, judges are divided into groups so they don't evaluate entrants from the judges' own sectors. This is done to reduce risk of conflicts of interest and access to possible sensitive commercial information. The list of judges is published on this news organisation's website. Judges also welcome feedback on the awards and categories are regularly evaluated and reconsidered.

Ultimately, awards are about reputation. They can be highly effective as ways for companies and individuals in branding and marketing. And they are a chance for people to take stock of what this sector does and why it's important to the wider economy. Wealth management is, in the end, a business run by and for people where qualities such as discipline, service and trust are vital. These awards salute those qualities.

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OVERVIEW OF THE GCC WEALTH MANAGEMENT SECTOR

The GCC has become a wealth management hot-spot in recent years, serving not just local high net worth and ultra-HNW families' interests, but those of expats and international citizens using the region in various ways. This is a region that conveys immense wealth – but it also has a fair share of challenges that private banks, family offices and other institutions must confront.

While some way behind the bigger wealth regions of North America and Asia-Pacific, the GCC and wider Middle East collectively has plenty of assets to be overseen. According to the Capgemini World Wealth Report of 2018, the high net worth population in the region stood at 656,350 in 2017, with collective assets under management of \$2.5 trillion. The size of that population expanded by 2.1 per cent in 2017 and wealth rose 2.9 per cent, decelerating somewhat from the 4.8 per cent and 5.0 per cent in 2016, respectively.

While a number of jurisdictions, such as the Dubai International Financial Centre and

Abu Dhabi Global Market, are seeking to diversify the region's source of revenue – such as through cutting-edge financial technology sectors – the region as a whole remains strongly influenced by oil prices. Falls in oil prices and some softening of global economic growth rates during 2018 – possibly continuing in 2019 – cause some headwinds. Some financial numbers are not totally reassuring: a report last year said that the non-performing loans ratios of GCC banks are expected to see a gradual increase in the next 12 to 24 months, although the overall size of problem assets is expected to remain stable (Standard & Poor's). The geopolitics of the Middle East throws up challenges.

The situation requires investment managers in the GCC to explore new money-making ideas for their clients, while wealth firms must work patiently with clients to ensure they are well diversified.

The region plays host to a raft of international and domestic banks and institutions, with new arrivals continuing on a regular basis. In

November 2018, for example, Singapore-listed DBS, which provides private banking, announced that Dubai where it already had a presence had become one of its strategic hubs. Bank of Singapore in 2017 opened a large office in the DIFC.

Mashreq Bank last year said it was the first private bank in the UAE to harness artificial intelligence tech for its offerings. State Street, the US-based financial services group, recently set up its first Abu Dhabi office, located in the Abu Dhabi Global Market. Domestic banks such as Emirates NBD are major players, and international banking groups such as Lombard Odier and Citi Private Bank operate in the region.

Other international financial centres are keen to tap into the region, as can be seen by how Jersey Finance, the group promoting the island's financial sector, set up an office in the DIFC. That is arguably the most eloquent statement of all – to be a global player in the wealth stage, one needs to have a Middle East presence.

JUDGING PANEL

The 2018 *WealthBriefing* GCC Region Awards programme was focused around three main category groupings: **experts** (individuals and teams), **products** and **services** for wealth managers and clients, and institutions of all sizes and types in the GCC Region market.

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

As part of the judging process, a shortlist was identified from the hundreds of entries received for these awards and the judges met for a round-table discussion to agree the winner for each category.



PATRICK CROWLEY
Senior Director
DBS Private Bank



MANNAN ADENWALLA
Managing Director
LGT Bank (Middle East)



LAURENCE BLACK
Regional Director, Client Solutions, MENA
Asiaciti Trust Group



SABILA DIN
CEO & Founder
Din Consultants – Growth Consultants
and Gender Specialists



OLIVER ANSINGH
CEO
Index & Cie



TIM CASBEN
Partner
Gowling WLG



SEBASTIAN W. GRAEWERT
Senior Investment Advisor
Equalis Capital Limited
Dubai, UAE



ALAIN BARON
Managing Director, Head of MENA Markets
Mirabaud (Middle East)



WALID S. CHINIARA
Partner
Deloitte & Touche, Middle East



MANOJ KAPUR
Managing Director
Bank J Safra Sarasin Asset Management
(Middle East)

The judges were split into groups, dependent on their industry.

So **trusted advisors** were responsible for judging the private banking categories and **private bankers** judged the trusted advisor categories.

This was to ensure that commercially sensitive information was kept confidential and conflicts of interest were avoided.



VALÉRIE MANTOT
Director and Head of MENA
Sanne Group



MANOJ PRASAD
Executive Vice Chairman
Que Capital



MARTIN LIEBI
Deputy CEO, Head of Private Banking
Edmond de Rothschild Group



SOFIA MOTA
Head of Regulatory and Compliance
Services
re/think



IZABELLA SZADKOWSKA
Partner, Corporate Commercial Department
Al Tamimi



VENKAT MAHADEVAN
Managing Director & Head of Retail
Banking
Citi



YANN MRAZEK
Managing Partner
M/HQ



BRUCE WEATHERILL
Chief Executive
Weatherill Consulting



DEEPAK MALHOTRA
Chief Executive Officer
Mayfair Private, Dubai



LUDOVIC PERNOT
Head of Private Banking, Middle East
Liechtensteinische Landesbank



DANIEL WILLIAMS
Investment Director
Arbuthnot Latham

INDEX & Cie



Index & Cie combines the efficiencies of a modern day DIFC booking centre with the old-school, Swiss savoir-faire of wealth management.

At Index & Cie we have been entrusted to manage the wealth of high net-worth individuals and families from all over the world, and provide customised solutions to help clients protect, grow and pass on their wealth to future generations - always with a long-term, value investing oriented approach to managing capital.

www.indexcie.com



Regulated by the DFSA

INDEX & CIE DIFC BASED ASSET MANAGEMENT WITH A SWISS FLAVOUR

Oliver Ansingh, Chief Executive Officer from Index & Cie tells **Tom Burroughes** from *WealthBriefing* how its agile investment style and dedication to service is winning admirers after only a short period in Dubai.

Index & Cie is a dedicated Dubai based provider of traditional Private Banking Products and Services with a Swiss touch; Discreet, responsive and reliable.

We cater to high net worth individuals (HNWI), family offices, independent financial advisors, external asset managers and in some cases niche institutional clients.

We provide our clients primarily with investment management services; namely execution, investment advisory, portfolio management, cash and forex management, as well as a full suite of peripheral Private Banking products and services.

We are the proud recipient of the awards for *Best Independent Wealth Manager* and *Most Innovative Wealth Management Model* for 2018.

What set you apart from your peers this year?

Index & Cie is an exciting new entrant in Dubai's asset management scene; we provide our clients with (1) a long-term, value investing approach to portfolio management (2) a local booking alternative to local banks, (3) agility and a fast decision making process when competing with the international private banks.

While most of the banks in the region, whether local or international, tend to be very GCC-centric and regional-biased on their offering, at ICL we are sector, industry and geography agnostic. We adopt a long-term, value investing-inspired investment approach, which is tailored for the client's risk/return profile. This niche approach of managing capital is rarely found in either local or international Investment Houses.

How have your colleagues contributed to the success of your organisation?

Our team is the foundation on which Index & Cie has been built. The team hails from most corners of the globe; Europe, Latin America, Central and Southeast Asia and Middle East. All bring their own unique knowledge and understanding of different cultures. Top academic and professional formations complete the well-rounded profiles of our team members.

Working for a small and entrepreneurial firm demands increased involvement from all team members in order to build and maintain a best-of-breed product and service that stands out amongst its peers - as we feel is evidenced by winning these awards.

What will you do to keep to the standard of an award-winner and push ahead in the future?

At Index & Cie our aim is to help our clients preserve and grow their wealth in a conservative manner over the long term, and provide exceptional service for their day to day requirements. This is done by way of attracting and retaining highly talented professionals that share our long-term view of the business.

Being a young firm, having a flat organisational structure, and a platform that is continually in development, allow us the required flexibility to produce high quality as well as highly innovative solutions. This should allow us to maintain a compelling offering for years to come.

What have been the challenges in obtaining excellence?

Initially the challenges lay in building our offering. Smaller firms do not always get access to the right products and platforms. Furthermore, once built, it is continually being reviewed and improved. There are no short cuts to this process, and it just takes time.

I believe though after 3 years of continuous adaptations, adjustments and upgrades, we have a very solid offering that could appeal to most clients with Private Banking requirements in the UAE.

In which areas are you improving and developing?

On the investment side we are constantly structuring highly specialised and tailored investment mandates, as well as looking to provide unique investment opportunities. This happens through continuous observation of markets and through detailed dialogue with our clients.

On the service side, the mantra is keep things as simple as possible, be highly responsive and execute in a short time frame.

Whom do you look up to for inspiration and examples to emulate and compare yourself against, either inside or outside the wealth management industry?

We look at the big Swiss firms that have dominated the Wealth Management industry for the last 100-150 years. The success they have achieved in this time frame is simply stunning. Having said that we look to merge

old school private banking values with the most modern and innovative solutions, taking Wealth Management well and truly into the next century.

What do you hope will be the main consequence of achieving this accolade?

We hope that the increased attention associated with winning these awards, will allow us to both reach a wider audience as well as further enhance the credibility of our offering by having been rated highly by our peer group.

How will you use the award to raise profile in the industry and among clients?

The full details about the awards and the gala dinner can be found on our website and LinkedIn page. Furthermore, when communicating with clients, prospects and business partners we make reference to the awards won through our email signature. Both these actions aim to raise awareness of the accolades achieved. ■

"OUR AIM IS TO HELP OUR CLIENTS PRESERVE AND GROW THEIR WEALTH IN A CONSERVATIVE MANNER OVER THE LONG TERM, AND PROVIDE EXCEPTIONAL SERVICE FOR THEIR DAY TO DAY REQUIREMENTS. THIS IS DONE BY WAY OF ATTRACTING AND RETAINING HIGHLY TALENTED PROFESSIONALS THAT SHARE OUR LONG-TERM VIEW OF THE BUSINESS."

A composite image featuring a man in a dark blue suit and a patterned tie. His right hand is resting on a green pine tree. The background is a warm sunset sky. The image is split diagonally, with the pine tree and the man's hand on the left and the sunset sky on the right.

Our Fingerprint in the World of Wealth Management



MINDFUL WEALTH

THE VALUE OF YOUR FUTURE

www.mindfulwealth.com | 55 Mohamed Sultan Road — Singapore 238995

MINDFUL WEALTH DOING GOOD BY DOING WELL

Alberto De Micheli, Principal Representative of Avenida Funds from Mindful Wealth tells **Tom Burroughes** from *WealthBriefing* how its marriage of debt expertise and environmental awareness are winning clients over.

Mindful Wealth is a boutique fund and wealth management firm that has strong Swiss origins dating back to the mid-1990s. Our focus is to help clients reach their financial goals with specific services and tailor made investment solutions all the while being mindful of the potential impacts our decisions will have on the environment. We serve our clients with three core principles: Professionalism, Trust and Ethics. Mindful Wealth is committed to doing good while working well – 5% of our net profit is donated to our very own NGO – Mindful Smiles.

Mindful Wealth and its flag fund, Avenida CLO Equity, won the award for *Fund Manager (Global Reach)* for 2018.

What set you apart from your peers this year?

Our flag fund is the Avenida CLO Equity Fund, a portfolio of Collateralized Loan obligations (CLO) which is an innovative and unique solution for investors who are looking to diversify their portfolio. The fund aims to produce stable and attractive returns, in comparison to equity and high yield markets, by investing in a portfolio of US CLOs collateralized by a broadly diversified portfolio of primarily senior secured loans. The fund invests in CLO equity, CLO lower-rated tranches (generally BB) and CLO warehouses with a portfolio consisting of only US CLOs denominated in USD. The fund started in March 2016 and since then has performed better than many other funds of traditional asset classes.

How have your colleagues contributed to the success of your organisation?

We are a big family that has a huge family spirit. Every member's contribution is key. We have excellent team work from professional and competent individuals. This sets Mindful Wealth

apart from other fund managers and drives each member to produce work that is of the highest standard. This accolade is the result of the work from a beautiful family that works very well together.

What will you do to keep to the standard of an award-winner and push ahead in the future?

Winning the award supports the notion that we are doing something right and very well. We will continue with our philosophy, strategy and business model.

Consistency is key and, through that, we aim to maintain the high standard that we have been acknowledged for.

What have been the challenges in obtaining excellence?

As the Avenida CLO Equity Fund, we have long experience in this area. With a new and exclusive product such as Avenida, we needed to educate the investors about this non-standard product. The education process involved getting investors to think outside the box and relaying the importance of a new product which was not easy. It is through hard work and perseverance that we are able to be where we are today. You have to be absolutely sure about what you are selling as the investors are able to resonate with you.

In which areas are you improving and developing?

The Avenida Fund Team have over 18 years of experience in the CLO business, possessing a unique knowledge of the CLO market and having established relationships and direct access to CLO managers, professionals and structuring banks. We joined Mindful Wealth 3 years ago planning to grow and develop the fund management area.

Winning this award further motivates us to continue down this path. In August 2018, we launched our second Avenida CLO product – the Avenida CLO Bond Fund. This fund invests in CLO investment grade tranches with a target rating of mainly BBB.

Whom do you look up to for inspiration and examples to emulate and compare yourself against, either inside or outside the wealth management industry?

We have a unique identity that is special to our Mindful Wealth Family. We have our own philosophy and business model that we created for ourselves. As such, I don't believe in emulation. We don't want to lose our strong Swiss roots which has a long standing history in the industry. Otherwise, we will be just another fund manager having lost our uniqueness.

What do you hope will be the main consequence of achieving this accolade?

Firstly we would like to thank the judges for choosing Mindful Wealth. This award recognises and validates all the hard work and effort that has been put in thus far. It means we are doing something right and motivates us harder to strive towards excellence again.

How will you use the award to raise profile in the industry and among clients?

We are a wealth management firm with strong Swiss roots that has a truly international presence through our licenses in Singapore and Dubai, and connections in other countries such as the UK and Ireland. This accolade will help us in client prospecting as proof of our ability as a reputable fund manager. It shows that Mindful Wealth has and is able to deliver high standards. Winning the fund manager also will aid in increasing awareness of our reputable presence in the fund management industry. ■

“WE ARE A **BIG** FAMILY THAT HAS A **HUGE** FAMILY SPIRIT. EVERY MEMBER'S CONTRIBUTION IS KEY. WE HAVE **EXCELLENT** TEAM WORK FROM PROFESSIONAL AND **COMPETENT** INDIVIDUALS. THIS SETS **MINDFUL WEALTH** APART FROM OTHER FUND MANAGERS AND DRIVES EACH MEMBER TO PRODUCE WORK THAT IS OF THE **HIGHEST** STANDARD.”



THE WEALTHBRIEFING GCC REGION AWARDS WINNERS 2018

WEALTH MANAGEMENT TECHNOLOGY CATEGORIES *(open to technology vendors only)*

FRONT-OFFICE SOLUTION



CLIENT ACCOUNTING



PORTFOLIO MANAGEMENT



RISK-PROFILING SOLUTION



CLIENT COMMUNICATIONS



ON-BOARDING



CLIENT REPORTING



INNOVATIVE CLIENT SOLUTION



OUTSOURCING SOLUTION



INNOVATIVE FINTECH SOLUTION



DATA PROVIDER



Client Reporting – Regulatory Burden or Client Engagement Tool? 2018

(in partnership with

Computershare Communication Services)

This paper draws together insights from C-suite executives, consultants, technology experts and HNWIs themselves to provide a comprehensive analysis of where this most important element of communications strategy is heading. It covers must-have features, future trends, how to overcome technical challenges and why client reporting capabilities are becoming the next battleground for IFA business.

Technology & Operations Trends in the Wealth Management Industry 2018

(in partnership with SS&C Advent)

Our fifth annual research report examining technology and operations trends across the wealth management industry globally. This report is based on a survey of professionals in all major markets, with findings illuminated by a panel of senior industry executives and consultants. Among the many topics discussed are regtech adoption, in/outourcing drivers and client experience-focused innovations.

Winning Women - Key Insights for Wealth Firms Targeting Today's Dynamic Females

(in partnership with Wealthmonitor & Boston Multi Family Office)

Our first report exploring the sectors and regions where women are winning in the wealth stakes today, while outlining key ways firms can look to attract and

retain their business. Based on a survey of UHNWIs and wealth management professionals, this study contains fascinating insights from female entrepreneurs and senior practitioners the world over.

The Future for External Asset Managers in Switzerland: a Snapshot for 2018

(in partnership with SS&C Advent)

Our third annual research report examining the evolution of the EAM sector in Switzerland – one of the world's most heterogeneous wealth management markets, and one where independent advisors face a sweeping regulatory changes and heightened competition from both within and outside the Alpine state. Fee and performance transparency, differentiation via technology and changing custodial relationships are among this study's many themes.

Applying Artificial Intelligence in Wealth Management - Compelling Use Cases Across the Client Life Cycle

(in partnership with Finantix & EY)

This comprehensive report identifies elements of the institution and advisor's workloads that are ripe for AI amelioration, and points the way for firms seeking to maximise the competitive advantages offered by new technologies. AI experts and senior industry executives enrich each chapter, answering crucial questions on risk, KYC/AML, compliance, portfolio management and more.

External Asset Managers in Asia 2017 - New Directions for Rapidly-Expanding Sector

(in partnership with UBS)

Our second annual report examining the growth of Asia's EAM sector, covering both the powerhouses of Singapore and Hong Kong, and emerging markets like Thailand and the Philippines. This study looks at the growth prospects for independent advisors in the round as they seek to tap the region's booming wealth and growing client acceptance of the EAM model.

Global Compliance and Innovation Trends in Wealth Management

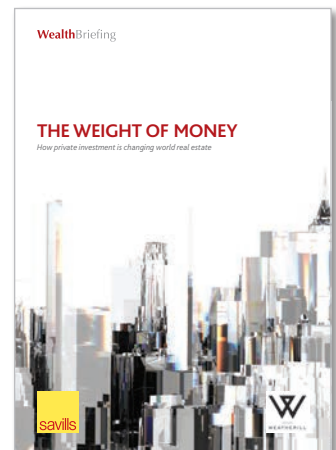
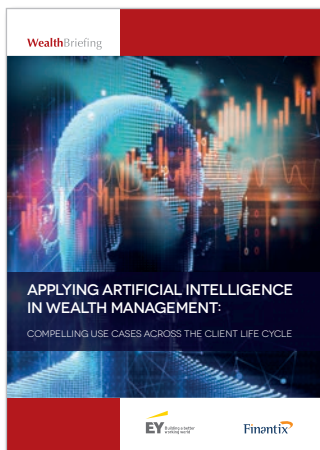
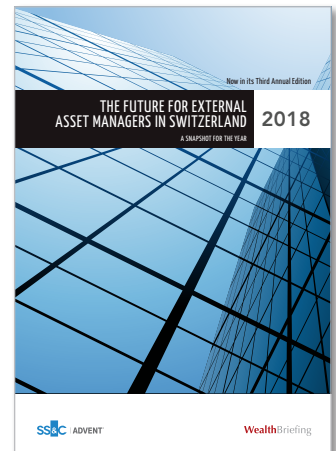
(in partnership with Appway & Deloitte)

This cutting-edge report takes readers on a tour of key compliance and innovation developments in the EU, Switzerland, the UK, the US, Canada, Singapore and Hong Kong. This study is intended to help firms strike the fine balance between being prepared for the onslaught of regulatory changes coming up in their jurisdictions, while also staying ahead of the innovation curve.

The Weight of Money - How Private Investment Is Changing World Real Estate

(in partnership with Savills)

With burgeoning interest in real estate as an asset class showing no signs of abating, this study discusses the key factors driving this cultural shift. This report brings together survey evidence from wealth managers and expert opinions to reveal and contextualise the trends in global property investment among high net worth individuals, from the real estate destinations of choice to how portfolio allocations are set to shift.



WEALTH MANAGEMENT TECHNOLOGY CATEGORIES (*in-house solutions*)

INNOVATIVE CLIENT SOLUTION



PRIVATE CLIENT CATEGORIES

ESTATE PLANNING



TAX/ACCOUNTANCY TEAM



INDEPENDENT TRUST OR FIDUCIARY COMPANY



REGIONAL LEGAL TEAM



INVESTMENT MANAGEMENT CATEGORIES

FUND MANAGER (GLOBAL REACH)



INDEPENDENT WEALTH MANAGER



FUND MANAGER (REGIONAL REACH)



SPECIAL WEALTH MANAGEMENT CATEGORIES

INTERNATIONAL FINANCE CENTRE



MOST INNOVATIVE WEALTH MANAGEMENT MODEL



PHILANTHROPY OFFERING/INITIATIVE OF THE YEAR



MOST PROMISING NEW ENTRANT



PRIVATE BANKING CATEGORIES

PRIVATE BANK CUSTOMER-FACING DIGITAL CAPABILITIES (BANKING)



BEST PRIVATE BANK (CLIENT SERVICE)



PRIVATE BANK – BEST CREDIT PROVIDER



UNITED ARAB EMIRATES PRIVATE BANK (INTERNATIONAL)



PRIVATE BANK – TALENT MANAGEMENT AND DIVERSITY



UNITED ARAB EMIRATES PRIVATE BANK (LOCAL)



BEST PRIVATE BANK (INVESTMENT MANAGEMENT PLATFORM)



OVERALL GCC PRIVATE BANK



ATTENDEE LIST

The *WealthBriefing* GCC Region Awards 2018

A

Abu Dhabi Commercial Bank
Arbuthnot Latham
Asiaciti Trust Group

B

BNP Paribas Wealth Management

D

DBS Private Bank
Deloitte
Din Consultants
Dorsum Co

E

Eagle Investment Systems
Edmond de Rothschild (Suisse)
Equalis Capital
EY

F

Finalytix
First Abu Dhabi Bank

G

Globacom Technologies

I

Index & Cie
Intertrust

J

Jersey Finance
JHC
Julius Baer (Middle East)

L

Liechtensteinische Landesbank
Lombard Odier

M

Mayfair Private
Mindful Wealth
Mirabaud (Middle East)

N

Nedbank Private Wealth

O

Optimum Business Consultants

P

Profile Software
PwC

R

Refinitiv

S

SS&C Advent

U

Union Bancaire Privée

THANK YOU

OUR THANKS GO TO THE FOLLOWING FOR ALL THEIR HELP AND GENEROUS SUPPORT
IN MAKING OUR *WEALTHBRIEFING* GCC REGION AWARDS OF 2018 A HUGE SUCCESS



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WEALTHBRIEFING - ALWAYS AT THE CENTRE OF YOUR 360° VIEW ON THE WEALTH MANAGEMENT LANDSCAPE

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