



SPEAR'S
WEALTH | BUSINESS | CULTURE | LIFE

WEALTH
MANAGEMENT
AWARDS 2019

SPEAR'S | WEALTH MANAGEMENT AWARDS

SKINNERS HALL 14TH NOVEMBER 2019 6.30-11.00pm

Spear's is the multi-award-winning wealth management and luxury lifestyle media brand whose flagship magazine has become a must-read for the ultrahigh- net-worth (UHNW) community.

IT IS REQUIRED READING for the affluent financial services community, including the bankers, lawyers and family offices who advise the ultra wealthy. Since its launch in 2006, Spear's has established itself as Europe's leading wealth management authority, as well as for its witty and incisive commentary on business, lifestyle and culture. Using print, digital, events, awards and research-based products and services, Spear's is uniquely placed to connect financial and luxury brands to this exclusive and elusive audience. The Spear's readership is made up of extremely wealthy individuals and families and ranges from hedge fund managers to property developers, rock stars to Rich-Listers, entrepreneurs and entertainers.

THE SPEAR'S WEALTH MANAGEMENT AWARDS

Our flagship event, the Spear's Wealth Management Awards, acknowledge and honour entrepreneurs, philanthropists and others for their innovation, success and outstanding contribution to the wealth management world and beyond.

An A list networking cocktail party and awards ceremony, the Spear's Wealth Management Awards provide a platform for over 500+ of Europe's most influential and wealthiest individuals to celebrate and meet the best and most innovative individuals and companies across the high-net-worth world.

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

The Awards will celebrate the very best in wealth management, private banking, law and more. Once again we will be rewarding the rising stars of the industry with the now established and much coveted New Young Turks Awards. This provides the opportunity to meet the next

generation of CEOs, top lawyers and senior leaders in fields from finance to law, art to property.

OUR SECOND DECADE

In 2006, when Spear's launched, there was nothing in the market like it. No brand which spoke to both London's HNW community and the wealth management community who serve their private client needs. No magazine that understood their specific concerns as well as having an eye for the more pleasurable and finer aspects of becoming a member of the HNW and UHNW world. Today, there is still nothing like Spear's. After celebrating our Twelfth Anniversary in 2018 Spear's looks forward to continuing its second decade as the magazine and brand that is globally recognised as the key authority on Europe's wealth landscape.

The Spear's Wealth Management Awards 2019 promise to be a spectacular celebration of our landmark second decade as the voice of wealth management. With the move to the prestigious Dorchester Hotel the 2016 Awards were hailed as the best in Spear's history, but we intend to make them even better: the winners even more innovative and successful, the guests even starrier and wealthier. There won't be another opportunity for you like the Spear's Wealth Management Awards 2019.



SPEAR'S | TESTIMONIALS

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

Gaggenau *Headline Sponsor*

Steve Brownless

Sales & Marketing Director

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

33Calaconta *Sponsor*

Agustin del Pino

Co-Founder & Developer

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

Africa Exclusive *Sponsor*

John Burdett

Director

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

Argenta *Sponsor*

David Monksfield

Executive Chairman

“The event is amazing. It’s our first time as a sponsor and there’s a huge turnout – everyone in the industry is here.”

Borro *Sponsor*

Sharon Grob

UK Head of Partnerships

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

Christie’s International Real Estate *Sponsor*

Julie Leonhardt La Torre

Senior Vice President of Affiliate Services

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

Swiss Life *Sponsor*

Jullian Melling

Head of Private Clients UK

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

Schillings *Winner - Lawyer of The Year - Defamation and Reputation*

Jenny Afia

Partner

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

LJ Private Office *Winner - Multi-Family Office Services of the Year*

Charles Filmer

Partner

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

Stonehage Fleming *Winner - Next Generation Award*

Matthew Fleming

Partner

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

Investment Quorum *Winner - Asset Manager of the Year (HNW)*

Lee Robertson

CEO

“It was a great pleasure to be invited to the Spears Wealth Awards Ceremony this year. It is an excellent forum, which saw the great and the good receiving accolades for their endeavours over the last year.

The time allocated before and after the ceremony is also a perfect networking opportunity for meeting those who practice in the industry, as well as HNWs and UHNWs such as Louis Saha, in convivial and relaxed surroundings.”

Howard Kennedy LLP

Jay Patel

Partner

SPEAR'S | WEALTH MANAGEMENT AWARDS

PREVIOUS GUESTS

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

CATEGORIES subject to change

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



SPEAR'S | COMPANIES WHO HAVE ATTENDED THE AWARDS

Africa Exclusive
Argenta
Artemis Fund Managers
Asprey
Asset Risk Consultancy
Aston Chase
Astra Zeneca
Atkins Thomson
Atlas Fine Wines
Audemars Piguet
Axis Stars
Baker & McKenzie
Banda Property
Banque Havilland
BCL
BDO
Bell Pottinger
Bentley
Blackstone Consultancy
Bespoke Family Office
BMW
Boodle Hatfield
Boodles
Brewin Dolphin
Brinks Global
Brooks Marshall
Bruin Financial
Bulgari
C Hoare & Co
Canaletto London
Capital Generation
Partners
Carlton Smith Partner
Wealth
Carter Ruck

Cartier
Cazenove Capital
Cerno Capital
Chanel
Charities Aid Foundation
Charles McDowell
Properties
Charles Russell Speechlys
Charles Stanley
Child and Child
Christie's
Christie's Int. Real Estate
Citi Private Bank
Clearwood
Clerville Capital
Close Brothers Asset Mgt
Coutts
Cubitt Cultural Comms
Daily Mail
Deloitte
Deverell Smith
Digitalis Reputation
DWFm Beckman
Edmund de Rothschild
Enjoy Education
Evening Standard
EY
Fairmont
Farrer & Co
FG Consultants
Finsbury
Flora Astor
Florence Paul Comms
Floreat Maulti Family Office
Forsters

Fran Global Capital
Frank Hirth
Fraser Yacht
Frederick Mulder Ltd
Fulcrum
Gaggenau
Gagosian Gallery
Giving Evidence
Glentree International
Global Partnership
Golden Squared
Goldman Sachs
Good Giving Global
Goodwood Estate
Grace Belgravia
Graff Diamonds
Greatest Estates Groups
Hampden Capital
Insurance
Harbottle & Lewis
Harrison Varma
Hays
Henley & Partners
Hickman and Rose
Howard Kennedy
HSBC Private Bank
Hughes Fowler Carruthers
Investment Quorum
Jaeger-LeCoultre
James Andrew International
James Hambro
JP Morgan Private Bank
Jumeirah Hotels & Resorts
Kaiser Partner
Kingsley Napley

Jupiter Asset Management
Kleinwort Benson
KPMG
Le Beck
Lee and Thompson
Lionheart Education
LJ Group
LM Communications
LJ Private Office
LMP Law
London & Capital
Macfarlanes
Mail on Sunday
Maisons Marques et
Domaines
Maitland Group
Marcus Watches
Maseco
Maserati
Massey
Maurice Turnor Gardner
Mayfair Private
Michael Simkins
Mishcon de Reya
MM Management
Monica Davis Property
MTP International
Multi- Family Office
Nathalie Hirst
Family Office
Nectar Capital
Noble
Northcote
Norwood
Nyetimber

Oak Investment
Management
OCM Wealth Management
Optimal Risk
Osborne Clarke
Partners Wealth
Management
Patek Philippe
Payne Hicks Beach
Penningtons Manches
Philanthropy in Action
Philip Mould Gallery
Piaget
Pilot PR
Pitmans
Poggenpohl
Prime Purchase
Prism the Gift Fund
PWC
Ralph Lauren
Property Vision
Rawlinson & Hunter
RBC
Rhubarb Food
Robert Bailey Property
Rockpool Investments
Rothschild
Sabre Private Wealth
Salamanca Group
Sandaire Investment Office
Sarasin
Savills
Schillings
SCM Private
Signia Wealth

Single Family Offices
Sotheby's
Spring Law
Stanhope Capital
Stonehage Fleming
Strutt and Parker
Sullivan & Cromwell
SwissLife
Symbolic & Chase
Taylor Wessing
The Ritz
Tiffany & Co
Tods
Tottenham Hotspur FC
Tuckers Solicitors
Turnbull Property
UBS
Union Bancaire Privée
VanHan
Vestra Wealth
Vistra London
Vela Private Island
VSY
Wartski
Waverton
Wells Fargo
Wentworth Hall
Westleton Drake
Wilford London
Wine Owners
Wine Source
Withers
YSL

SPEAR'S | AWARD SPONSORSHIP PACKAGES

HEADLINE SPONSOR

£35,000

In association rights to the event, The *Spear's* Wealth Management Awards 2019 in association XXXX

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

10 tickets to attend the event

1 x showcase room branding and lead generation in one of the networking rooms

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

Company logo on every award as headline sponsor

Double page advertisement in the event programme

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

Your logo to appear on www.wma.spearswms.com in association with the *Spear's* Wealth Management Awards and alongside your chosen award's category and skins on the homepage until 30 days post the event.

Logo to appear on step repeat board

Your company logo on all award ticket/invitations as the headline sponsor

Branding and collateral in goody bag

Branding on all awards coverage in our magazine post event

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

One native article online at www.spearswms.com to be live on the site until 30 days post the event

SPEAR'S | AWARD SPONSORSHIP PACKAGES

PLATINUM SPONSOR

£22,000

10 tickets to attend the event

1 x exclusive showcase room branding and lead generation in one of the networking rooms

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

Company name on the chosen sponsored award.

Double page advertisement in the event programme.

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

Your logo to appear on www.wma.spearswms.com as a gold sponsor of the *Spear's* Wealth Management Awards and alongside your chosen award's category.

Logo to appear on step repeat board.

Your company logo on all award ticket/invitations as a Gold sponsor.

Branding and collateral in goody bag

Branding on all awards coverage in our magazine post event.

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

One native article online at www.spearswms.com to be live on the site until 30 days post the event.

SPEAR'S | AWARD SPONSORSHIP PACKAGES

GOLD SPONSOR

£10,750

5 tickets to attend the event

1 x shared showcase room branding and lead generation in one of the networking rooms

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

Company logo on the chosen sponsored award.

Full page advertisement in the event programme.

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

Your logo to appear on www.wma.spearswms.com as a gold sponsor of the *Spear's* Wealth Management Awards

Logo to appear on step repeat board.

Your company logo on all award ticket/invitations as a Gold sponsor.

Branding and collateral in goody bag

Branding on all awards coverage in our magazine post event.

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

One native article online at www.spearswms.com to be live on the site until 30 days post the event.

SPEAR'S | AWARD SPONSORSHIP PACKAGES

AWARD CATEGORY SPONSOR



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

Logo to appear on step repeat board.
Company logo on the physical award
of your choice.

Full page advertisement in the event
programme.

BESPOKE SHOWCASE PACKAGES



Packages on the evening available
for a limited time only

SPEAR'S | AWARD SPONSORSHIP PACKAGES

£5,000

Key note speeches –
2 x 10minute key note speeches during
the award – exact subject TBC with the
editor of *Spear's*.

£1,750

Full page advert in
the awards programme

£1,005

Half page advert in
the awards programme

£4,950

Goody bag sponsor –
opportunity to provide the goody
bag with marketing content

£2,250

Marketing collateral in goody bag