



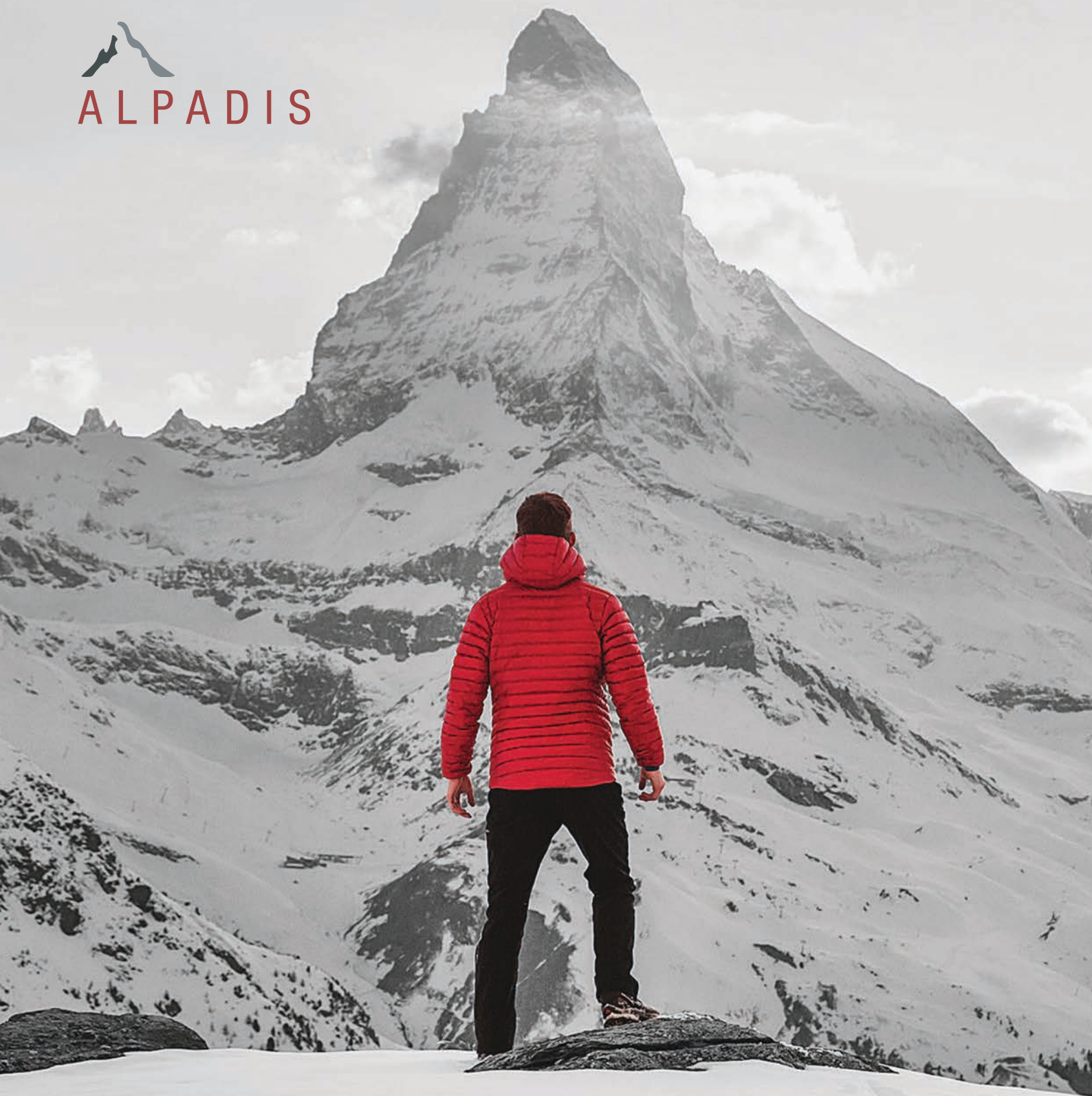
# ACCLAIM

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

## The Third Annual *WealthBriefing* Swiss EAM Awards For Excellence Winners 2023



March 2023



## WHERE EXPERIENCE & EXPERTISE MEET

Professional Solutions for owning, managing and preserving your wealth  
**Family Governance Services | Strategic Estate and Tax Planning**  
**Fiduciary and Trust Services | Philanthropy | Relocation Services**

[www.alpadis-group.com](http://www.alpadis-group.com)  
[info@alpadis-group.com](mailto:info@alpadis-group.com)

SWITZERLAND | SINGAPORE | HONG KONG | MALAYSIA  
LABUAN | UNITED ARAB EMIRATES | JAPAN | THAILAND

# Foreword

**TOM BURROUGHES**

Group Editor, *WealthBriefing*

The *WealthBriefing* Swiss External Asset Management (EAM) Awards For Excellence 2023 continue to put an important sector under the microscope, highlighting businesses that continue to thrive and adapt in often challenging circumstances. EAMs come in all flavours. They exist because clients and advisors treasure independence and flexibility. Given the large changes going on within Swiss banking, those qualities are more prized than ever. The new regulatory regime in Switzerland for EAMs also makes them more prominent. These awards reflect that profile, and honour the people whose hard work and attention has made the difference.

Another benefit of the awards is that they show service providers what the sector is all about and which firms are really “putting a dent in the universe”. They boost morale, remind other financial service providers of how important EAMs are, and help business development and branding.

The awards are part of the wider programme of awards events run by ClearView Financial Media, publisher of Acclaim and the *WealthBriefing* family of websites. The awards could not function without the hard work and diligence of judges who have sifted through entries to arrive at a group of winners. Judges bring their hard work-won knowledge of the role to the table. As ever, the task requires judges to cast their eyes over a wide sector and ensures that salient categories are taken account of. The panel of judges is published on this news organisation’s website.

Thanks are also due to the sponsors of the awards and the team at *WealthBriefing* for organising the process. And thanks again go to all of the firms and individuals who have taken part in this programme, and for their enthusiasm, feedback and comments.

Switzerland’s EAM industry has been a sector that this publication is proud to have highlighted and given more prominence, and we look forward to engaging with it in the years ahead.



## Contents

<b>WEALTHBRIEFING SWISS EAM AWARDS</b>	
JUDGING PANEL .....	5
<b>INTERVIEWS:</b>	
aixigo .....	11
Alpen Partners .....	13
AlphaSwiss Partners .....	15
Alpina Capital AG .....	17
Apricus Finance SA .....	19
Atlantic Financial Group .....	21
CdR Capital SA .....	23
Criptonite Asset Management .....	25
DECALIA SA .....	27
Decisive Capital Management .....	29
FALGOM AG .....	31
IMT Asset Management AG .....	37
NS Partners SA .....	39
Octogone Gestion Sàrl .....	41
Telomere Capital SA .....	43
The Forum Finance Group SA .....	45
WIZE by TeamWork .....	47
<b>WEALTHBRIEFING SWISS EAM AWARDS</b>	
WINNERS IN FULL .....	53

## OVERVIEW OF SWISS EXTERNAL ASSET MANAGEMENT (EAM) SECTOR

There’s not been a dull moment in the Swiss wealth management sector over the past year, and that applies to EAMs. FINMA, the state regulator, now has a new set of regulations for the industry and that promises to bring big change, including consolidation, investment in new systems and technologies, some potential new entrants, and new business models.

Swiss EAMs have often been built by break-away teams of bankers seeking independence, closeness to clients and freedom from bureaucracy. And given the momentous changes in the higher echelons of Swiss banking at the moment (UBS and its Credit Suisse takeover, for example), there will be a lot of focus on the need for choice, competition and variety. This is surely good news for EAMs if they seize opportunities wisely.

Switzerland, while not in the EU, is home to managers serving clients in the bloc and in other parts of the world. For example, a cluster of them serve expat Americans; there are those that

focus on debt, private markets, sustainable investment, high-tech healthcare and specialist equities. Sizes vary: as a general prediction, consolidation is likely to see top-end firms win a larger share of total AuM. The regulatory climate puts more focus on outsourcing, pooling of resources, and technology.

The exact number of EAMs is not known with certainty. As of 31 July 2022, a total of 1,535 institutions were going through the licensing process or successfully completed it. In addition, there is a cluster of trust companies that operate, and the same consolidation dynamics apply.

Banks know they must take EAMs seriously. Lenders such as Lombard Odier, LGT, Julius Baer and UBS serve this space to earn revenues. Technology firms such as Etops and tech consultancy WIZE have told this news service about how important this sector is. There is a lot of news to cover, and we intend to be on top of it.

# RECENT RESEARCH OUTPUT

**FamilyWealthReport**  
North American Family Office Intelligence

**WealthBriefing**  
News Insight Intelligence

## **Why Wealth Managers are the Ultimate Private Market Matchmakers**

(in partnership with Hywin Wealth & VP Bank)

This report tackles both the supply and demand for private market opportunities in both the Asia-Pacific region and globally, a topic which will continue to be hugely important for the wealth management industry as H/UHNWs seek enhanced returns and diversification in a challenging investment environment and billions of "dry powder" await deployment.

## **External Asset Managers in Asia - 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.

## **Family Office Focus: An Update of the Industry's Efficiency in Accounting and Investment Analysis**

(in partnership with FundCount)

A deep dive into the key technological and operational challenges facing family offices in their accounting and investment analysis activities. Based on surveys and interviews among family offices managing over \$72

billion in assets, this is an invaluable benchmarking tool for the sector which presents fascinating insights into future developments from a range of industry experts.

## **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.

## **Virtuous Circles: Sustainable Family Governance Models in an Evolving Environment**

(in partnership with Jersey Finance)

Essential reading for UHNWs and their advisors, this report unites the findings of a global survey of practitioners and the views of a panel of experts drawn from leading firms, but perhaps most interestingly of all, the paper features a wealth of real-world examples illustrating what forward-thinking families are doing to create lasting legacies.

## **Winning Women in Asia-Pacific**

(in partnership with VP Bank & Hywin Wealth)

Asia-Pacific's wealthy women represent a

highly attractive target client group. Yet, they remain an underserved one in many senses in spite of their growing financial power and pronounced need for professional advice. Our second report examining women's specific needs presents truly actionable insights drawn from interviews with H/UHNWs and their advisors right across the region.

## **Technology & Operations Trends in Wealth Management 2022**

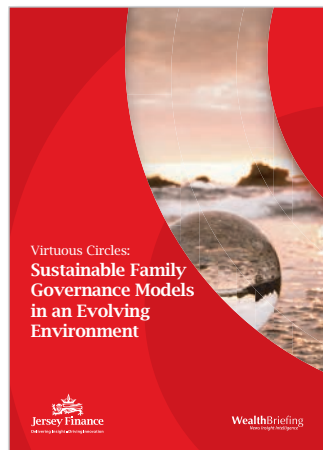
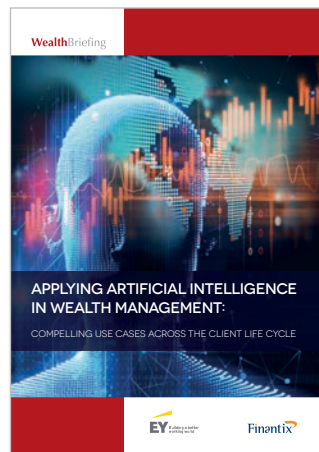
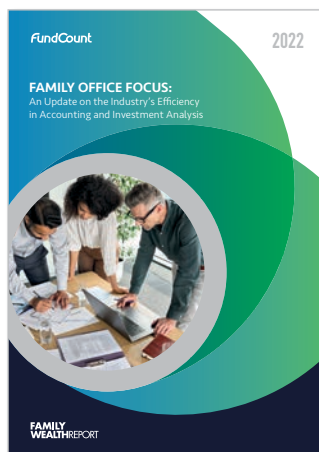
(in partnership with SS&C Advent)

This succinct yet wide-ranging report shines a light on both macro and micro trends, beginning with industry growth sentiment and ending on operating model evolution, taking in every key area of development in between. It brings together datapoints and candid comments senior executives at leading consultancies across the world's major wealth markets to create an invaluable peer benchmarking tool.

## **Technology Traps Wealth Managers Must Avoid 2022**

(in partnership with EY)

With EY providing the overview, this report draws on the front-line experience of many of the technology sector's biggest names, in recognition of the fact that they are the ones going in to solve wealth managers' most pressing problems and have typically seen the ramifications of firms' choices play out numerous times – not to mention in various contexts globally.



# The Judging Panel

Our global awards program is built on the independence of our judges. For the *WealthBriefing* External Asset Management (EAM) Awards, the judges were invited from partners in the custodian banks, technology companies and other service providers. Each judge signed an NDA to ensure that all the information they received in the submissions is kept in the strictest of confidence.



**DR. MARIO A. BASSI**  
Senior Advisor  
**Private Wealth  
Management**



**PIERRE DAELEMANS**  
Head of Latin World &  
Professional Clients  
**CA Indosuez  
(Switzerland) SA**



**PIERRE DUPONT**  
Managing Partner  
**WIZE by TeamWork**



**HELÉN DYBING**  
Sales Executive  
**Masttro**



**ALAIN ESSEIVA**  
CEO and Co-Founder  
**Alpadis Group**



**IAN EWART**  
Chairman  
**Acin Ltd**



**HASSEN JAUFFERALLY**  
Senior Relationship  
Manager  
**The Mauritius  
Commercial Bank**



**ANNE LIEBGOTT**  
Founder &  
Managing Director  
**AW+SWITZERLAND**



**LAURENT PELLET**  
Limited Partner, Global  
Head of EAM  
**Lombard Odier**



**VÉRONIQUE RIONDEL  
ANGEBAULT**  
Head of Syz Independent  
Managers  
**Banque SYZ**



**RAY SOUDAH**  
Chairman and  
Founding Partner  
**MilleniumAssociates**



**PETER VANGHEHR**  
Head of the  
Intermediaries Business  
**VP Bank**



# AW+SWITZERLAND



A directory of Swiss wealth management and private banking services for US, Canadian, and Latin American citizens, residents, and expats

**[americanswelcome.swiss](http://americanswelcome.swiss)**



**WINNER: aixigo**



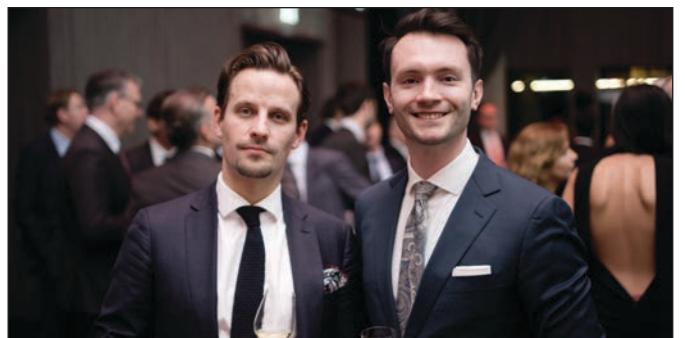
**WINNER: Alpen Partners**



**WINNER: AlphaSwiss**



**WINNER: Daniel Fricker - Alpina Capital**





# For the future...

We're for future. For the days, decades and generations ahead. For preserving, growing and sharing your wealth. For making the most of your business and caring for your family. For whatever happens next – we're here for you.

PRIVATE BANKING  
INDEPENDENT MANAGERS  
ALTERNATIVE INVESTMENTS  
ASSET MANAGEMENT

[syzgroup.com](https://syzgroup.com)

Syz



**SPONSOR: Bank Syz**



**WINNER: WIZE by TeamWork**



**WINNER: Apricus Flnance**



**WINNER: Atlantic Financial Group**

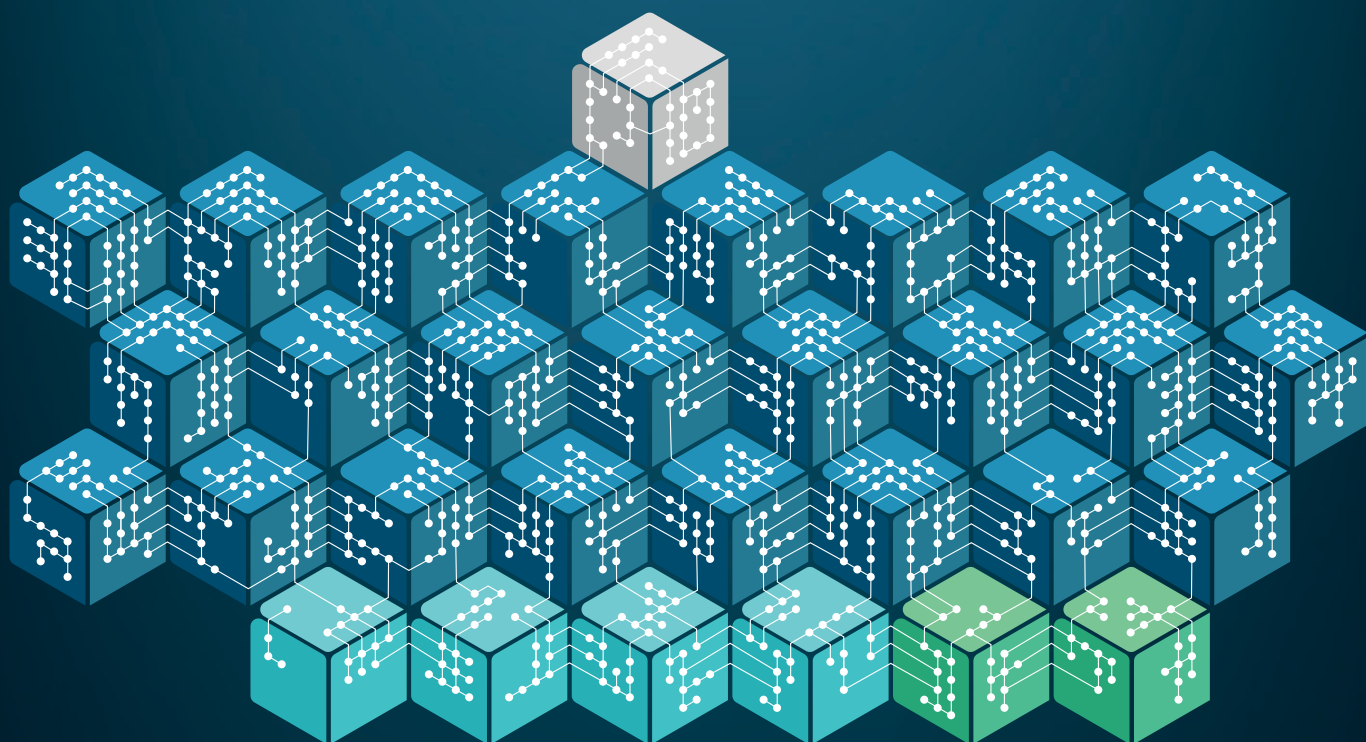


**WINNER: Beat Kunz - Portas Capital AG**





aixigo's **API-based aixigo:BLOXX Wealth Management Platform** is the **world's fastest platform** for creating individual, innovative and profitable wealth management services.



## Our Customers



Visit our website



# Research, Expertise And Commitment Works At aixigo



**Delia Steiner**

Country Manager Switzerland and Liechtenstein  
**aixigo**



*Winner*

• **Client Reporting - External Supplier**

## **What is the mission of aixigo, and what makes the company successful?**

At aixigo, we provide exceptional solutions to our clients in the financial industry, particularly in Switzerland. Our success is built on research, behavioural finance expertise, and the commitment to creating real, added-value solutions that meet market trends and client needs.

## **Can you tell us about aixigo's partnership with radicant, and how it aligns with the company's commitment to innovation?**

We have a rich history of providing financial institutions with solutions that are designed to greatly simplify the lives of advisors and clients. Our partnership with radicant, the first sustainable, collaborative digital bank in Switzerland, is an excellent example of our commitment to innovative solutions that meet the evolving needs of clients. With a strong focus on sustainability, radicant offers clients the opportunity to directly support specific purposes with their investments and seeing their impact grow.

## **How did aixigo respond to the growing importance of ESG and sustainable investing?**

ESG and sustainable investing are socially important topics and major trends, not only among young clients. As we continue to advance our wealth management platform, we always keep an eye on trends and future regulatory developments. It was therefore evident that ESG requirements and impact investing in general would be incorporated into our aixigo:BLOXX Wealth Management Platform sooner rather than later to support sustainable investing in investment advice. Especially when it comes to ESG, technology offers great potential to reduce complexity and promote transparency and trust on the part of the client.

## **What are some of the challenges associated with incorporating ESG criteria into wealth management, and how does aixigo's client reporting help overcome these challenges?**

One of the most challenging aspects of ESG and impact investing in the market is that it requires processing and reporting on vast amounts of complex data. We support banks and wealth managers in incorporating sustainability criteria into advisory processes, portfolio construction and analysis, and reporting in a client- and advisor-friendly way.

Our client reporting services not only meet regulatory requirements but also go beyond mere compliance by providing customisable, intuitive, and interactive reports. Clients get an understanding of their portfolios' ESG performance and impact on sustainability. Our flexible report generation capabilities and dynamic data visualisation, combined with our commitment to regulation conformity set our reporting services apart in the industry. And thanks to powerful algorithms and an in-memory database, aixigo's platform is incredibly fast. Even flexible analyses are performed in less than 300 minutes, which is almost real-time.

## **As we come to the end of our conversation, are there any final thoughts you would like to share?**

We consider it a great honour to have been chosen as the recipient of this year's *WealthBriefing* Swiss EAM award. We have committed to exerting every effort toward the further development of innovative and valuable solutions for our clients, elevating the way they conduct business and empowering them to achieve their potential.



WINNER  
*Client Service Team*

Alpen Partners



WINNER  
*Based in Zurich*

Alpen Partners

Swiss-based global wealth management  
for an international clientele  
from over 30 countries around the world  
including the United States and Canada

Alpen Partners | Alpen Partners International (for US clients)  
Bäch/Wollerau | Zurich | Geneva | Lugano | Switzerland  
Switzerland: +41 58 105 75 50 | USA: +1 212 461 3684  
[info@alpenpartners.com](mailto:info@alpenpartners.com) | [info@alpeninternational.com](mailto:info@alpeninternational.com)  
[alpenpartners.com](http://alpenpartners.com) | [alpeninternational.com](http://alpeninternational.com)



# An Unwavering Commitment To Excellence At Alpen Partners



**Pierre Gabris**  
Managing Partner  
**Alpen Partners**



**Please explain what you think makes your firm successful in its chosen field?**

As an independent Swiss wealth manager with offices in Zurich, Geneva, Lugano, and Bäch/Wollerau, we have an unwavering commitment to excellence. We have a fiduciary duty to put our clients' best interests before our own, serving our clients in a truly transparent and supportive way, and protecting their interests. Our investment decisions are not limited to, or influenced by, in-house products and services and we can source investment ideas from anywhere in the market and bring best-in-class solutions to our clients. Every client is different and there is no one-size-fits-all solution to wealth management.

**What have been the main obstacles you had to overcome and how did you do so to reach this level?**

The past few years have been challenging for investors as instability and volatility have increased. Listening to our clients, taking emotions out of investment decisions, and our ability to adjust have had a calming effect and that is exactly what our clients need from us.

**How do awards such as this make a difference to your firm and your colleagues?**

Winning the award for the best Client Service Team is a great honour as it is a result of the very hard work of many individuals to understand client issues, find solutions, and respond in a comprehensive and timely manner...every day. It is delightful for our Private Clients Services team to be recognised for their valuable experience and expertise and for being the face of our company toward our clients.

**Where in the world do you operate – are you mainly a domestic player or international?**

Our partners and employees come from many countries around the world and so do our clients. We are Swiss-based but provide global wealth management services to our clients in over 30 countries including the United States through our SEC-registered entity, Alpen Partners International.

**Whom do you look to in terms of ideas and inspiration? What other business sectors do you follow for ideas?**

For us, wealth management remains a people business and the interactivity with our clients, our partners, and within our team inspires us to develop our offering for our clients with an innovative and future-oriented approach. Next Gen investors are increasingly globally-mobile with many additional interests and challenges than simply asset management. The proverbial Plan B has many facets to take into consideration including citizenship and residence planning.

**What position would you like your firm to hold in its sector in five years' time?**

During the next five years we would like to continue to provide innovative solutions to our high net worth clientele, adapting to the next generation of investors and an increasing number of wealthy female entrepreneurs that often have a different approach to investing taking environmental, social, and corporate governance factors into consideration.

We place a lot of value in being a people business and in maintaining a motivating, safe, and supportive working environment.



**ALPHASWISS**

# A Client-Centred Approach By AlphaSwiss



**René Morgenthaler**  
CIO  
**AlphaSwiss**



**Please explain what you think makes your firm successful in its chosen field?**

At AlphaSwiss we aim to stay agile and continuously seek new ways to serve and grow our customer base. Maintaining good customer relations and supporting our clients at times of volatile economic and market conditions is of utmost importance.

***"At AlphaSwiss we aim to stay agile and continuously seek new ways to serve and grow our customer base."***

2022 proved to be the most devastating period for bonds since 1926. Emotions can lead to irrational investor behaviour which in turn may result in booms, busts and bankruptcies that have permeated the history of the capital markets from the very beginning.

**How do awards such as this make a difference to your firm and your colleagues?**

Winning this award for a third time provides enhanced visibility for our company and continues to confirm our position and reputation in the industry and amongst our stakeholders. Credible awards generate significant positive communication and draw in potential customers and employees. This assists in bringing our business to a next level as this recognition is perceived as a sign of successful leadership.

Further it is an acknowledgement of the team's hard work and dedication to the business. Last but not least, these awards allow us to stand out from our competitors and show our commitment to our clients.

**What does success look like – can this be measured in hard numbers, or in qualitative ways, or both?**

While quantitative metrics are important and should definitely be used, we believe that qualitative metrics are more meaningful measures of success. However, there is no single true measurement of success and professional achievements. To measure success ultimately comes down in the way we define our business goals. Furthermore, we set goals in line with the company's overall priorities. Generating a positive customer experience is a sign that our company is working towards success. We should never forget that a company that is successful has a well-supported and satisfied customer base!

**Can you sum up the philosophy that sums up your firm the best?**

AlphaSwiss is an "*haute-couture Maison*" where everything is tailored to each client with a strong focus on their requirements. We do not believe in pushing one-size-fits-all strategies, so we do not have a pre-existing offer. Since its creation, the DNA has always been to create a business model which is free of conflicts of interest and where each client is unique. Our long-standing and close relationship with our clients allows us to have a strong level of proactivity and maximizes the chances of reaching their objectives.

Our core business remains traditional wealth management. Our exclusive network and privileged partnerships enable us to access companies that are not yet listed on the stock market (private equity). We have also established entry to private debt opportunities. Finally we continue to serve our clients by addressing and reviewing all kinds of topics relating to wealth management including wealth transfer and succession planning.



WINNER  
Based in Zug

Alpina Capital AG



WINNER  
Chief Executive Officer (CEO)

Daniel Fricker - Alpina Capital AG

# A Strong Entrepreneurial Mindset At Alpina Capital



**Daniel Fricker**  
CEO  
**Alpina Capital**



## Where in the world do you operate – are you mainly a domestic player or international?

Alpina Capital AG is an investment manager in Switzerland which provides holistic investment solutions while following a disciplined investment approach. Alpina Capital AG is a FINMA (Swiss Financial Market Supervisory Authority)-licensed asset manager of collective investment schemes and abides by highest international compliance standards.

Furthermore, Alpina Capital AG operates as a fully licensed Luxembourg fund management company and is offering a wide range of highly competitive fund management services, and a solution-orientated approach of doing business, whereby aiming to add substantial value to the fund industry.

## Can you sum up the philosophy that sums up your firm the best?

The team has a very strong entrepreneurial acumen and shares the vision of building a services business that effectively adds value to the financial industry. Working solutions, driven with highest precision while focusing on sustainability, are core values that you will encounter whenever interacting with our company.

## Please explain what you think makes your firm successful in its chosen field.

With the highest professional investment experience of the team members and a track record in managing funds and investment strategies successfully, Alpina Capital has in the last five years become a business partner of choice for our clients. Therefore, it has further opened the field to grow the base going forward.

## How do awards such as this make a difference to your firm and your colleagues?

My team and I are absolutely thrilled and deeply honored for having been awarded not only the best External Asset Manager but also the best CEO. Both awards reflect the acknowledgement that hard work, persistently pursuing a strategic goal, being always true to you and your clients as well as steadily delivering superior investment returns, will eventually be recognised and honored by the public.

## What position would you like your firm to hold in its sector in five years' time.

Alpina Capital will grow in the next five years in various dimensions. In respect to the asset management division the company aims to become a well-known player within the Climate Adaption Investing space. The company already offers an Insurance Linked Strategies Fund. Additionally, it will soon launch an actively managed Carbon Credit Fund for institutional investors to be tap into concerns about climate change.

In addition to its growing alternative investment expertise, Alpina Capital aims to expand its already strong manager selection domain through further growing its network within independent wealth managers.

In respect to our Luxembourg Fund Management Company, we are working with full steam to digitalize this specific industry and become a disruptive fintech leader of choice in attracting private label funds and offering them simultaneously distribution support on a global scale.

# Families, with families, for families



**APRICUS FINANCE**  
WEALTH MANAGEMENT

30 rue du Rhône · CH-1204 Geneva · Switzerland  
+41 22 3178840 · [fss@apricus.ch](mailto:fss@apricus.ch)

**[www.apricusfinance.com](http://www.apricusfinance.com)**

# A Flexible Approach, Strategic Convictions And Agility



**François Struye de Swielande**  
CEO & Partner  
**Apricus Finance**



*Winner*

• **Portfolio Management Team**

**F**ounded in 1995, Apricus Finance is a family-owned external asset manager delivering first class, discreet Asset Management & Family Office services to U/HNW individuals and families.

Each client is unique, with a personalised wealth management solution that evolves over time, mirroring the client's own personal journey. For family office clients, this extends to a personalised investment team, supporting clients with a wide range of services: from help setting up legal structures, to undertaking due diligence on external providers, from helping determine key wealth touch points and objectives, to corporate governance advice and next generation structuring.

Apricus Finance partners with 15 banks across four jurisdictions: Switzerland, Singapore, Liechtenstein and Luxembourg. Supported by our advanced IT platform, TeamWork and other proprietary reporting tools, we provide robust performance, risk & cost analysis, effective cash-flow management, and professional accounting & audit reporting.

Our investment professionals are known for their vast experience, flexibility and agility, combining long-term wealth protection with innovative and creative solutions. The keys to our success are a combination of our market-conscious approach, strategic and thematic convictions, coupled with a flexible and opportunistic investment DNA.

This is what sets us apart, because we are leading the way in External Asset Management by evolving the historical mould. How? Asset managers, be they banks or independents, are highly aware of, and thus closely aligned to, market recognised benchmarks – be they the MSCI World Equity Index or the Bloomberg Global Aggregate Bond Index, to name those most commonly used. Matching the indices performance and ideally out-performing, with a little alpha, is considered a success. What happens, though, if we believe that a constituent of an index is likely to dramatically underperform? Do we slavishly follow it? Well, no, this is where the founding pillar of our investment process comes in – our market-conscious approach.

Witnessing an increasing “decoupling” with European equities, Apricus Finance was heavily underweight US equities (and remains so), preferring a markedly over-weight position in European equities. Along with a more targeted, “European Recovery” strategy, this has resulted in meaningful outperformance into 2023 to date.

Firstly, targeting key “*thematics*”, that we believe will be the focus of future market growth and secondly, having a flexible, nimble and tactical approach to market changes. For example, seeing historic discounts to NAV in Listed Family Holding Companies. Being global leaders in investing in such companies, we have doubled exposure in this segment. This ability to adapt, quickly and decisively, sets us apart from our competitors.

Actively evolving the market, is not done to be different though, it is a by-product of our instinctive style. Being family owned, we work with and for families, ensuring that clients receive the attention and service they deserve - as a member of the Apricus “Club” - with everything dedicated to ensuring their best interests are met, time and again.



# Invest without limits



Helping institutions, financial professionals and private  
clients to invest without limits.

Visit [atlantic-financial.net](http://atlantic-financial.net) to discover how.

---



**ATLANTIC**  
FINANCIAL GROUP

[atlantic-financial.net](http://atlantic-financial.net)

# A Potent Mix Of Expertise And Focus On Clients' Needs



**Isabel Guggisberg, Managing Director & Julien Dunigague, Partner**  
**Atlantic Financial Group**

**Please explain what you think makes your firm successful in its chosen field?**

We pride ourselves on bringing a powerful combination of digital expertise, in-depth industry knowledge and a focus on client needs. Our digital tools streamline investment processes and provide a seamless experience for private, professional, and institutional clients.

***"We pride ourselves on bringing a powerful combination of digital expertise, in-depth industry knowledge and a focus on client needs."***

We actively listen to our clients and provide them tailored investment strategies which help achieve their financial goals.

Additionally, we offer tailored services for Independent Asset Managers to leverage on our resources and knowledge for greater insights and access to unique opportunities.

**Where in the world do you operate – are you mainly a domestic player or international?**

Our firm is an international brand with a global presence. We operate in several countries across Europe (France, Switzerland, Spain, Luxembourg) and are expanding beyond, into North Africa and the Middle East, with a focus on providing our specialised financial and wealth management services.

By maintaining an international presence and mindset, we are able to adapt to different markets and provide the best

possible service to our clients, irrespective of their profile, location or risk appetite.

**What position would you like your firm to hold in its sector in five years' time?**

In five years' time, we aim to become a leader in Europe in our sector. We strive to be recognised for our excellence, unique use of proprietary technologies, and specialisation in the wealth management industry.

By continuing to provide high-quality services and creating value for our clients, we believe we can achieve this goal and the *WealthBriefing Awards* are a testament to this ongoing success story.

**Can you sum up the philosophy that sums up your firm/you the best?**

At our firm, we believe in using advanced technology and entrepreneurial thinking to help institutions, financial professionals, and private clients manage and grow their capital sustainably.

We take pride in being adaptive and business-oriented, always staying on our toes and reacting quickly to changing trends and opportunities.

Our philosophy is to offer specialised, non-mainstream, and highly qualitative financial and wealth management services that require specific knowledge and specialised teams. We believe that by providing these services, we can help our clients invest without limits and achieve their financial goals.

CdR  
CAPITAL

 **WealthBriefing** SWISS EAM  
**AWARDS 2023**

**WINNER**  
*Investment Process*

CdR Capital SA

"We are thematic and quantitative thinkers that turn disparate data and research into clear strategy recommendations."



GIVING BACK TIME.  
TIME FOR THE BUSINESS OF LIFE

# A Rigorous Process, Great People And Judgement At CdR Capital



**Steve Smith, Co-founder & Sabrina Tazi-Riffi, Investment Director CdR Capital**



*Winner*

• **Investment Process Team**

**T**he year 2022 was a significant test for all asset managers and we take great pride in winning the award for best investment process in this particular year. Our process involves a rich historical data set, rigorous quantitative construction to ascertain our strategic positioning, to which we add input from our trend and momentum models in order to be reactive to shorter term price movements. The traditional static positioning in bonds and equities, clustered around a 40:60 split did not work last year.

Thanks to our overweights in liquid alternatives, commodities and portfolio protection (with relative underweights in stocks and government bonds) our worst portfolios we're down only single digits and our higher risk portfolios showed positive returns. We expect increased volatility going forward, especially in fixed income markets, and remain positive on hedge funds, commodities (both alpha and beta) as well as emerging market equities.

**Please explain what you think makes your firm successful in its field?**

We believe that our success is due to our collective commitment to deliver value to all our stakeholders. We do this by investing in exceptional people, following a robust investment process, and by fostering a work environment which encourages participation and an open mindset. The difficulty in achieving consistency and repeatability is always underestimated in our line of business. We ensure to have those goals at the forefront by integrating them within a strong investment process.

**What does success look like – can this be measured in hard numbers, qualitative ways or both?**

Success is building a business we are proud of and growing it over time. We measure it via the growth in the numbers of clients,

in our ability to deliver consistent outperformance, in the number of referrals that we receive from clients and business partners alike, in attracting the right people, and in the low turnover of our teams.

**What do you look to in terms of ideas and inspiration? What other business sectors do you follow for ideas?**

We start by examining the long term expected returns for each asset class produced by our models and then compare with our short term signals. We then incorporate the research and specialised press. We listen to our clients who are experts in their respective fields, we connect with best-in class fund managers and with the advisory desks of the banks that we work with, we participate in forums with our peers from the IAM community where ideas are shared and challenged.

**How do awards such as this make a difference too your firm and your colleagues?**

Awards such as this validate our vision, they tell us that we are on the right track and encourage us to push boundaries further. They bring visibility and hold us to a higher standard of execution.

**What are the main contributions do you think you bring to the wealth management industry?**

First, a rigorous approach. Second, an open architecture along with our humble awareness that there are exceptional investment specialists out there: we happen to be the centre of a network of top tier investors and our valued added is to connect them to our clients, facilitating access and knowledge.



Asset Management SA

Building bridges between  
traditional finance  
& the future of investing.

# A New Asset Class: Investing in the Digital Assets' Ecosystem



**Florian Rais**  
Founder and CEO  
**Criptonite Asset Management SA**



*Winner*

• **Digital Assets Offering or Service**

**C**riptonite is a Swiss pioneer firm in cryptocurrency asset management. The firm was founded in 2018 and is based in Geneva. In 2022, it obtained a licence from the Swiss Financial Market Supervisory Authority to act as regulated portfolio manager. Since its inception, the aim has been to provide its institutional and professional clients with tailor-made solutions to enter and navigate the digital asset class with a liquid and proven approach to cryptocurrency investments.

Last year, it formally partnered with SEC registered Wave Digital Assets, one of the US crypto investment management companies based in Los Angeles. This provides institutional and private wealth digital asset management solutions. This partnership provides the opportunity to propose a unique investment offering.

## **Please explain what you think makes your firm successful?**

From the start, we prioritised adherence to due diligence and risk management rules. Our success is also due to the similarity between the two companies because we speak the same language, share the same vision, and were founded with a similar focus on private investors' needs. We share the strong conviction that crypto investments must be treated with the same level of risk and investment management rigour as traditional assets.

Criptonite addresses the increasing demand from investors for new, secure, and regulated crypto asset investment products.

## **What have been the main obstacles you had to overcome?**

Switzerland is one of the most knowledgeable and forward-looking countries on blockchain and cryptocurrency regulation, which is the main obstacle for a growing crypto asset management ecosystem. There is still a lack of general adoption of the digital asset as a new asset class by institutional investors. We continue to support and advise investors to understand this space, how digital assets can be integrated in a portfolio, and the role of digital assets in an investment strategy. Our mission is to bring digital asset exposures into the mainstream financial ecosystem.

## **How do awards such as this make a difference to your firm?**

Winning the Digital Asset Offering / Service category in the *WealthBriefing* Swiss EAM Awards 2023 is a great achievement and a validation of our expertise. It will motivate us to pursue excellence in this space. We are grateful for the hard work and dedication of our team.

## **What position would you like your firm to hold in its sector in five years' time?**

This asset class has not yet found its final shape or form, neither on the regulatory nor on the technology side. But there is no doubt that this asset class is here to stay and its inclusion in financial management will grow tremendously from now on.

We see that the current money supply system is on the verge of changing. The fastest growing world economies are all emerging markets, and they have no stable financial systems and no convertible currencies. Crypto currencies and blockchain technology are revolutionising the industry for the better. We are uniquely positioned to meet the changing needs of many financial firms.

# EXPLORING NEW TRENDS



DECALIA

Wealth Management  
Asset Management  
Private Markets

[DECALIA.COM](https://www.decalia.com)

# 2023 Outlook: What Comes After The “Great Reset”?

While equity markets started last year with a sell-off, 2023 is showing positive momentum, propelled higher by two major U-turns - on top of fading headline inflation numbers. Firstly, Europe is getting back on its feet, helped by lower gas prices and (thus) a more resilient consumer. As recently as the end of the summer of 2022, sentiment was uber-bearish, with predictions of an inevitable recession.

Secondly, an even more remarkable U-turn happened in China, shortly after the country had been labelled “un-investable” in October. Rarely has the investment community been caught so wrong-footed, when the government unofficially let go of its zero-Covid policy just after the party Congress.

What is the point of mentioning these events since they have unfolded in front of our eyes? The answer is twofold:

- Macro developments are erratic, meaning that predicting them is prone to error: top-down considerations within an equity investment framework should certainly not be solely based on macro considerations, quite the opposite. A well-established thematic investment process is key.

- Markets have a funny way of not doing what is expected. Rarely had we seen such a consensual stance at the close of 2022. This consensus paled starkly with the large range of potential macro and geopolitical outcomes in 2023. Though we would not claim to be macro pundits, the reopening of the Chinese economy is in our view the biggest wildcard for 2023, certainly when one considers the vast potential unleashing of accumulated savings.

Exhibit 1: China's household new deposits versus new loans  
Chinese households built up a sizable excess savings pile in 2022.



Source: BNP Global Research, CIBC, PBOC

BNP GLOBAL RESEARCH

A mean reversion of these savings could prove a powerful tailwind for the Chinese and world economy...although it might also sow the seeds of an inflationary flare later in the year.

The shrewd reader might ask: what is the narrative of the title? Well it refers to the collapsing gap between value and growth stocks, i.e. the Great Reset, seen only on three occasions during the past five decades.



Source: Berenberg Research, Eikon

There are conclusions to be drawn from the graph above:

- Such a Great Reset happens rarely and following it, the differential in performance petered out significantly. This was even the case after 2000, when valuations of growth stocks had reached stratospheric levels and unlike in 2022 were barely supported by free cash flow yields.
- The cause of the Great Reset lies in the steepness of the 2022 hiking cycle, causing longer duration assets to derail massively.
- Given evidence of decelerating inflation, one cannot help wondering whether risks of a further derating of longer duration assets have sharply receded.

A balanced equity approach should thus prevail, i.e. a right mix of companies with “sound growth at reasonable prices” and “cheap but not broken business models”.

Thematic investing had to navigate rough waters during 2022 but it serves as a stronghold for both the top-down and bottom-up dimensions of an investment process.



**Alexander Roose**  
Head of Equities and  
Co-lead PM  
**DECALIA Sustainable  
SOCIETY Fund**



*Winner*

- **Growth Strategy**
- **Based in Geneva**

# When our clients win, we win.



WINNER  
*International Team*

Decisive Capital Management



WINNER  
*Direct Investment Program Team*

Decisive Capital Management

## DECISIVE\_\_

The Authority on Smart Capital

# Strong Due Diligence, Great Teamwork Delivers For Decisive



## Elie Chamat

Senior Partner and Chief Executive  
**Decisive Capital Management**



**D**ecisive Capital Management is an independent, next-generation wealth advisor. We provide curated advisory services to ultra-high net worth individuals, their families, entrepreneurs, and corporates around the world.

We were founded in Geneva in 2016 to address the evolving needs of UHNW clients and provide services that are responsive to today's rapidly changing environment. We're seeing a shift to more involvement from the next generations in the families we cover, who are more open to direct investing.

An entirely new approach to financial advisory was needed to fulfil this. At Decisive we invest in Smart Capital, selecting the very best companies that are in the business of fundamentally changing our world for the better and generating superior returns for our clients.

### What makes your firm successful?

We always work hard and leave no stone unturned during our due diligence process. This helps us find the best companies and achieve solid returns.

***"We believe that diversified and well-coordinated teams produce better results for clients."***

We believe that diversified and well-coordinated teams produce better results for clients.

We are tough on ourselves, setting high standards so that we always deliver the best for our clients. But it is curiosity and an eye for opportunities that makes the difference. We access deals through a carefully constructed network, conduct our robust due diligence processes, and ultimately manage private portfolios.

We collaborate across the firm, drawing from all areas of expertise, because we know there is no such thing as luck.

Accessing these markets is not an exact science and we need to eliminate as many risk factors as possible.

### What have been the main obstacles you have had to overcome and how did you do so to reach this level?

Our unique approach to wealth management is not common in Switzerland. This makes the talent pool here very limited, and so we are hiring globally.

Another challenge is that these markets can often suffer from greed. As an industry we need to be able to overcome this, especially during uncertain periods for markets like now. We believe the solution lies in exhaustive research and robust due diligence and being able to access the right deal at the right price. We pay great attention to detail at every stage. On average, we screen about 500 companies per year, globally.

### Where in the world do you operate – are you mainly a domestic player or international?

Decisive has a strong international presence with resources and capabilities that span the globe. We cover European, Asian, North American, Latin American and Middle Eastern markets from our Swiss and UK offices, but we have staff on the ground around the world looking after our clients.

### How do awards such as this make a difference to your firm and your colleagues?

It is always encouraging to be recognised by a well-respected publication like *WealthBriefing*, and this repeated recognition is humbling.

Our success in the Direct Investment Programme and International Team categories is testimony to the quality of our investment model and our strategy.

FALGOM

# Algorithms Designed to Outperform

Adding true diversification  
to any institutional portfolio.



[www.falgom.com](http://www.falgom.com)

[www.falgom.com/linkedin](http://www.falgom.com/linkedin)

# FALGOM Builds Opportunities Through Innovation

**F**ALGOM AG is a Swiss asset manager that offers institutional investors its core competence: algorithmic investment alternatives that deliver genuine added value for almost every professionally managed portfolio. Based in Zug, it is authorised by the Swiss FINMA in 2021.

## Can you sum up the philosophy that sums up your firm/you the best?

"Creating opportunities through innovation" - FALGOM AG has lived up to this credo since its visionary founding in 2019. We believe that innovation gives us an edge: our algorithmic investment solutions are derived from our own research and are strategically designed to outperform.

## Please explain what you think makes your firm successful in its chosen field?

Our proprietary methods of quantitative research and decades of market experience give us the edge: They allow us to develop algorithmic investment solutions with unique return profiles that are completely independent from classic benchmark indices. They do not even correlate with other alternative investments.

Our algorithmic and systematic investment strategy is deliberately called TARO® Diversified. What's behind it? TARO® stands for "Tactical Algorithmic Reverse Opportunities". It is an algorithmic and systematic investment strategy that aims to exploit inefficiencies in the markets. TARO® is the result of decades of quantitative research and market experience. All our algorithms are developed entirely inhouse. Therefore, our strategy uses unique techniques developed by FALGOM AG that are applied to futures in different asset classes.

This makes TARO® Diversified – in combination with its short-term countertrend approach – unbiased towards the direction of the underlying markets.

Our innovative concept exploits alpha from the markets and, above all, our algorithms stay always ahead of the curve: The algorithms are designed to automatically adapt to a changing market environment. This includes not only short-term changes in market characteristics such as volatility,

but also longer-term structural changes. The benefits are consistent returns and an algorithmic ability to exploit inefficiencies over the long term.

## What have been the main obstacles you had to overcome and how did you do so to reach this level?

When you use algorithmic investment strategies, it is essential to have a firm grip on the management of the operational IT systems and the processes. It is like a clock: for optimal precision, all the individual components must be perfectly aligned. In our risk management, disciplined risk controls play such a crucial role that they ensure a similar level of precision. The same applies to the management of market risks, which is an integral part of our investment strategies. In addition, both our operational processes and risk parameters are of course continuously monitored by our team.

## What are the main contributions do you think you bring to the wealth management industry?

To be clear, our algorithmic investment solutions simply do not follow the crowd: Thanks to our crisis alpha strong strategy, it is not even necessary for our clients to react to market events. In times of crisis, markets tend to exhibit increased volatility, which provides the TARO® Diversified strategy with more profitable trading opportunities.

This is because market participants tend to change their positioning more frequently in volatile markets, leading to the inefficiencies that our completely systematic strategy is designed to exploit. No matter whether it is a 60/40 structure or a hedge fund portfolio: Thanks to its uncorrelated return profile, the strategy offers significant diversification benefits for almost any professionally managed portfolio. This is achieved through TARO® Diversified's opportunistic, short-term approach, which takes positions against the prevailing trend, in contrast to the trend-following approach of most CTA strategies. With an expected return of around 15 per cent and volatility of around 10 per cent, TARO® Diversified offers an excellent risk-return profile.



**Alessandro Francioni**  
CEO  
**FALGOM AG**



*Winner*

- **Assets Under CHF 500 Million AuM**
- **Newcomer**



Wealth managers need to strike the appropriate balance between advisor-led and self-directed digital services. We help wealth firms combine the best of both worlds by leveraging sophisticated digital tools and capabilities to support personalized client experiences.

Here at EPAM, we help wealth managers reimagine their business through a digital lens. Our software engineering heritage – combined with our strategic business and innovation consulting, design thinking and physical-digital capabilities – provides tangible value to our customers.

Through our proven services framework, we can help wealth management firms redefine their value propositions, build next-generation digital platforms and futureproof the business to thrive through multiple waves of technology change.

**Our unique approach involves:**

- **Unbiased, collaborative partnership.** As technology and product-agnostic partners, we design, engineer and deliver best-in-breed solutions.
- **End-to-end integrated transformation.** We approach transformation holistically to build digital platforms that innovate and streamline your business and service offering to exceed customer expectations.
- **Dedicated wealth management domain expertise.** Our teams of financial services and wealth management experts have the experience and know-how to bring your vision to life – or envision the future on your behalf.
- **Core engineering DNA and digital credentials.** We activate and support your competitive advantage by delivering best-in-class wealth management solutions while minimizing technical risks via scope validation, rapid prototyping and MVP development.

Since 1993, EPAM Systems, Inc. (NYSE: EPAM) has leveraged its advanced software engineering heritage to become the foremost global digital transformation services provider – leading the industry in digital and physical product development and digital platform engineering services.

Through its innovative strategy; integrated advisory, consulting and design capabilities; and unique 'Engineering DNA,' EPAM's globally deployed hybrid teams help make the future real for clients and communities around the world by powering better enterprise, education and health platforms that connect people, optimize experiences and improve people's lives.



**CONSULT**



**DESIGN**



**ENGINEER**



**OPERATE**



**OPTIMIZE**



**WINNER: CdR Capital SA**



**WINNER: Cryptonite Asset Management SA**



**WINNER: DECALIA**



**WINNER: Decisive Capital Management**



**WINNER: The Forum Finance Group**

# WE FOCUS ON RESPONSIBLE FINANCE SO YOU CAN FOCUS ON SUSTAINABLE WEALTH.



## *Architects of Wealth*

Shaped by more than 145 years of experience supporting families and entrepreneurs around the world, Indosuez Wealth Management offers in Switzerland via its Swiss entities a tailor-made approach that allows their clients to build, manage, protect and pass on their wealth according to their goals and ambitions. In coordination with the Cr dit Agricole group, their employees are committed to addressing environmental, social, and governance issues to pursue consistent progress and ceaseless value creation. Indosuez Wealth Management is the global wealth management brand of the Cr dit Agricole group and is present in Switzerland via CA Indosuez (Switzerland) SA and CA Indosuez Finanziaria SA. As a whole, the Indosuez Wealth Management group is present in 10 locations and counts more than 3'000 employees.

CA Indosuez (Switzerland) SA  
4, Quai G n ral Guisan - P.O. Box 5260 - CH-1211 Geneva 11

CA Indosuez Finanziaria SA  
3, Via Ferruccio Pelli - CH-6901 Lugano

[ca-indosuez.ch](http://ca-indosuez.ch)

**CA** **INDOSUEZ**  
WEALTH MANAGEMENT

CR DIT AGRICOLE GROUP



**WINNER: Decisive**



**WINNER: Etops**



**WINNER: Falgom**



**WINNER: FormInvest AG**



**WINNER: Wecan Group**





# SPIRIT OF VALUE MANAGEMENT

Seit mehr als 35 Jahren entwickeln wir sinnvolle und greifbare Werte, um generationsübergreifende Ziele verfolgen zu können.

Wir schaffen Grundlagen, um Entscheidungen zu treffen.

Finanzberatung & Family Office  
IMT Financial Advisors AG

Asset & Fund Management  
IMT Asset Management AG

Rechtsberatung  
Kieber Nuener Struth – Rechtsanwälte

Steuerberatung  
IMT Tax Advisors AG

# The Spirit Of Value Management Drives Excellence At IMT



**Dr Thomas Trauth**  
CEO  
**IMT Asset Management AG**



**I**MT Asset Management is a sophisticated asset and fund management company, based in Liechtenstein. It was founded in 1999 by an entrepreneurial family and provides services for entrepreneurs and private wealth owners. IMT Asset Management is part of IMT Group, which is family and employee owned. In 2019 IMT Asset Management acquired the Alternative Investment Fund Manager licence. In total, we manage assets of approximately SFr2 billion.

## **Can you sum up the philosophy that sums up your firm/you the best?**

Our philosophy is centered around what we call "Spirit of Value Management". The five pillars of our philosophy consist of: Independence, Transparency, Fairness, Discipline, and Sustainability. Our clients' interests are the focus of everything we do. One of our core strengths is tailoring portfolio strategies to the specific needs of our clients.

## **Please explain what you think makes your firm successful in its chosen field?**

In collaboration with our IMT Group sister companies, we offer family office services, including asset structuring advice (trusts, foundations, companies, private label funds, etc.), corporate management services, development of family governance mechanisms, strategic structuring of family wealth, as well as reporting and accounting services.

## **What makes your offering stand out from your competitors?**

We have many years of experience to set up and manage Private Label Funds. We discovered the many advantages of fund solutions early on. Today 85 per cent of our assets under

management are held by regulated investment funds, either UCITS or AIF.

Furthermore, we have built up a portfolio of SFr550 million private equity investments. Our clients can benefit from this very rewarding and diversifying asset class.

## **Where in the world do you operate – are you mainly a domestic player or international?**

Our clients are predominantly wealthy families from the DACH region. Since, as a Liechtenstein-based company, we enjoy free market access to EU countries, our staff obviously travels regularly to visit clients. Our offices, however, are based in Liechtenstein only.

## **What do you most like about the wealth management industry, and what do you like the least and would most like to change?**

We find the wealth management industry fascinating. We enjoy partnering with our clients and help them steer their wealth through uncertain times. The complexity of today's financial, tax, and legal environment requires careful planning and producing tailor-made solutions. A tailored strategic asset allocation is usually the corner stone for our investment solutions. We usually incorporate investment instruments, which have hedging properties and help to limit downside risks.

Regulation has become a major burden. While we appreciate the necessity to set clear frameworks, to ensure best business practices and to safeguard highest transparency, we think that regulation went clearly overboard. We would hope that regulators re-focused on a more balanced regulatory framework.

# INVEST WITH TALENT

TALENT IS RARE.  
TALENT IS INTANGIBLE.  
YET TALENT EXISTS.

For over 50 years, we've honed our manager selection skills to find exceptional fund managers with the ability to consistently deliver superior performance to you.

**WEALTH MANAGEMENT • ASSET MANAGEMENT • MANAGEMENT COMPANY**

# Investing With Talent: Selecting Best Managers To Satisfy Each Client



**Cédric Dingens**  
Head of Investment Solutions &  
Institutional Clients  
**NS PARTNERS**



*Winner*

• **Overall External Asset Manager (EAM)**

**F**ounded in 1964, NS PARTNERS is now, with CHF 10 Bn in client assets under management, one of the largest independent investment management groups in Switzerland and in Europe. NS PARTNERS is active in three business lines: wealth management (with discretionary and advisory portfolio management for high-net worth individuals and family offices), asset management (through a full range of investment solutions and funds for institutional investors and distributors), and a management company (ManCo) activity. 100 per cent executive-owned, NS PARTNERS has over 100 employees in seven offices worldwide.

**Please explain what you think makes your firm successful in its chosen field?**

In 1964, our founder Beat Notz, a truly independent and visionary mind, realised that, in order to deliver the best performance to his clients, he should not limit his scope to the expertise available in-house but rather select the best talents wherever they may be. This simple yet revolutionary idea – investing with exceptional fund managers who find alternative ways to deliver superior returns in all market conditions – met with great success.

**What does success look like for you – can this be measured in hard numbers, or in qualitative ways, or both?**

Of course, AuM growth, top-ranking performance and industry accolades are very gratifying, as they bear testament of our dedication and expertise. But the most gratifying reward is the satisfaction of each one of our clients, which is always our primary objective.

**What position would you like your firm to hold in its sector in five years' time?**

Next year, we will celebrate our 60th anniversary. But rather than looking back with satisfaction, we prefer to look forward because that is where the challenges lie. We can do this with confidence, as we have the cards in our hands to continue to grow.

**What do you most like about the wealth management industry, and what do you like the least and would most like to change?**

What I like most about wealth management is that it's all about people. Each client is unique and it's about taking the time to listen to them, understand their needs and then respond individually. You get to know their family, their business, their dreams... And then you help them shape their wealth for the next generations.

Similarly, we attach great importance to active investment, based on strong convictions. The current trend towards standardisation and automation, while undoubtedly more profitable for the manager, does not seem to me to meet the real needs of investors.

**Can you summarize the philosophy that sums up your firm the best?**

Our motto, Invest with talent, sums up our philosophy perfectly: to seek out the best managers, the independent minds who think outside the box to find better ways to invest our clients' money. No one has ever come out on top in a race by simply following the others.



## OCTOGONE CREATING VALUE THROUGH EXPERIENCE AND INNOVATION

Established in Geneva in 1995, the Octogone group provides high-level personalized services and rigorous, tailor-made asset management.

With an unbiased and independent advice, we bring you solutions which fit your personal situation.

We manage the assets of families and institutions from Europe, USA, Latin America and the Middle East, through a network of international specialists.

Wealth Management  
Family Office  
Fund selection

Rue De-Candolle 26  
1205 Geneva  
Switzerland

[www.octogone.ch](http://www.octogone.ch)  
[admin@octogone.ch](mailto:admin@octogone.ch)  
+41 22 320 32 32

# A Powerful Network Of International Specialists At Octogone



**Ivan Peruffo**  
CEO  
**Octogone**



*Winner*

• **Manager With International Offices Outside of Switzerland**

Established in Geneva in 1995, the Octogone group provides high-level personalised services and rigorous, tailor-made asset management to families and institutions from Europe, US, Latin America and the Middle East.

**Please explain, what you think makes your firm successful in its chosen field?**

For nearly 30 years, Octogone has been building an international footprint, with offices in Geneva, Zurich, Miami, Nassau and Dubai (soon in Panama as well). This provides us access to certified local partners, as well as a global view on the financial markets.

Our network of international specialists, highly qualified and experienced professionals in wealth management, are chosen for their recognised competencies and complementary skills.

We can proudly say to be the first Swiss company elected to integrate in 2022 Focus Financial Partners Inc., a global partnership of independent wealth management and other financial services firms.

**What have been the main obstacles you had to overcome and how did you do so to reach this level?**

Due to the regulatory changes imposed by the FINMA, our profession is engaged in a long process of transformation that forces independent asset managers to evolve. However constraining it may be in certain aspects, this evolution is necessary if Switzerland wants to assert its competitiveness and maintain its world leadership in asset management.

To adapt to this new regulatory environment, we have made and are making investments in operations, compliance, risk and technology. I believe that tech investments will be essential to

facilitate the task of asset managers in the areas of management, control and reporting. To be at the top, it is essential to have a solid organisation as well as state-of-the-art tools to facilitate the work of the teams.

**What does success look like you - can this be measured in hard numbers, or in qualitative ways, or both?**

The retention and satisfaction of our customers will always be one of the best indicators we have to evaluate the quality of our services. So is the satisfaction and loyalty of our employees, which are particularly important to us. We have a strong corporate culture and a human environment that make our employees stay with us for long. Two of the three founders are still involved in the management of Octogone, testimonials of our roots and history.

As for hard numbers, at the end of 2021, we had CHF 5 billion in assets under management. Today, due to the market downturn, they have fallen to CHF 4.5 billion. Our mission is to double our assets over the next three years.

**How do awards such as this make a difference to your firm and your colleagues?**

We are proud and honored to have been named best 'Manager with International Offices outside of Switzerland'. Forging a single, uniform corporate culture with offices scattered around the world is a daily challenge. This award illustrates and rewards that work, which is the fruit of the efforts of all our teams during these last decades.

***"This award illustrates and rewards that work, which is the fruit of the efforts of all our teams during these last decades."***



TELOMERE | Capital



OUR DNA IS

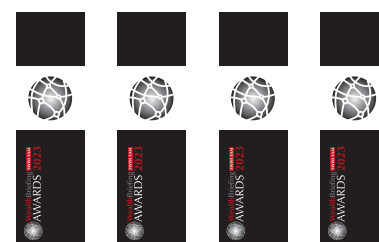
# TO TAKE CARE OF YOUR FUTURE

Telomere Capital provides private clients, such as individuals, families, executives and entrepreneurs, with wealth management, investment advice, personalized financial planning and family office services. Because each life situation is unique, we offer you a comprehensive and tailor-made approach.

## OUR AWARDS 2023



# Telomere Capital's Desire To Excel Produces Results



*Winner*

- **Assets between CHF 500 Million - 1 Billion AuM**
- **Swiss Domestic**
- **Client Reporting**
- **Family Office Proposition**

**T**elomere Capital SA is a company based in Switzerland. Since our creation, we have built a strong network of expertise and knowledge specific to Switzerland. Our clientele, 80 per cent of which is made up of Swiss clients, is the best demonstration of this. Telomere Capital provides private clients, such as individuals, families, executives and entrepreneurs, with wealth management, investment advice, personalized financial planning and family office services.

## **Please explain what you think makes your firm successful in its chosen field?**

According to us, it is our desire to excel and to breathe dynamism, energy and to act proactively towards the client relationship. A character where the idea of performance is expressed on a daily basis in the markets to identify investment opportunities and to preserve and increase our clients' capital. But above all, an ambitious entrepreneurial spirit, total availability, the maintenance of absolute independence and the willingness to establish long-lasting relationships of trust with our clients. In a few years, this philosophy has borne fruit as the number of clients and the assets under management have recorded continuous growth.

Our team is an integral part of our success, people often say that to measure the success of a business or a team, you need to look not just at the bottom line but at the satisfaction of its clients. At Telomere, we believe that team spirit is a key component of success.

## **How do awards such as this make a difference to your firm and your colleagues?**

As a small but growing team of external asset managers, receiving an award for being among the best in our field is an honor we value greatly. Such recognition not only serves as a testament to the quality of service we provide to our clients but also validates the hard work and dedication of our entire team.

Awards like this make a significant difference to our firm and our colleagues by boosting our reputation in the industry, enhancing our credibility, and increasing our visibility to potential clients. They also motivate us to continue striving for excellence in our work, as we are encouraged by the positive feedback and recognition from our peers.

## **What does success look like you - can this be measured in hard numbers, or in qualitative ways, or both?**

We believe that our success is contingent upon the satisfaction of our customers and employees alike. The growth of our business speaks for itself, since Telomere Capital was created in May 2015, we have successfully onboarded over 160 clients and accumulated more than SFr1 billion in assets under management. We now have more than ten employees and nine custodian banks. This exponential growth is the product of our rigorous and quality work that has enabled us not only to attract new clients, but also to expand our existing relationships and attract additional capital and, above all, engage a high quality team.



FORUM FINANCE

1994

## A CLEAR WAY FORWARD

To protect your wealth and make it grow, you need a reliable partner, guided by a genuine vision of the future.



### THE FORUM FINANCE GROUP SA

Discretionary wealth management  
Active advisory services  
Wealth planning  
Estate planning  
Family Office services  
Multi-bank consolidation services  
Swiss pension planning



Authorised and regulated as an asset manager by FINMA in Switzerland and registered in the USA as an investment advisor with the SEC.

FIND OUT HOW WE CAN HELP YOU ON [FFGG.COM](https://ffgg.com)

# Investment-Focused Approach Builds For The Future



**Egon Vorfeld**  
Managing Partner  
**The Forum**  
**Finance Group SA**

**Congratulations on winning your four awards this year and in particular on winning the best Swiss EAM with more than SFr1 billion of AuM award for a third consecutive year.**

**What's your secret?**

We are absolutely delighted and honoured to have been awarded these industry accolades by the independent expert panel of judges.

It is a real testament to many years of investment and effort by the whole team at Forum Finance. As a wealth management firm, founded in Geneva in 1994, we have from the outset had a mindset to build a sustainable business and invest in its longevity.

This was one of the reasons we never had a cost-sharing model, but rather a collaborative and equitable structure. That's the secret!

**Why was that so important?**

Well, in short it means one doesn't focus on costs, but rather on investments. As equitable owners of the business we were willing to invest in the long-term future of the business and this is one of the reasons we had the foresight and willingness to become authorised as asset manager by FINMA in 2015 - a rare feat among our peers then, and the following year to be registered as investment advisor with the SEC as well - an even more rare feat! Both required non-negligible investments.

**Have all these investments enabled you to grow substantially?**

Yes! Our AuM has doubled over the last years to SFr2 billion, largely as a result of attracting great talent and expanding our markets to

for example the US. Two of the awards this year clearly demonstrate that: Wealth planning and Next Gen.

These were a direct result of us hiring a dedicated wealth planner who is inherently also focussed on the next generation.

**Your NextGen focus does not only refer to clients but also applies to Forum Finance internally?**

There is a clear agreement between partners that they retire at 65 and that their equity becomes available to the next generation of partners at a pre-defined formula.

This provides younger talent an opportunity to become an owner and manager of their company in future.

**What are the challenges and opportunities for the Swiss EAM market and for Forum Finance going forward?**

The regulatory environment has changed dramatically and the ramifications are only just beginning. A lot has been written about likely consolidation, but I don't think that will be so material.

Most EAMs are owned by the 60+ year-old founders and they have not established clear succession plans, nor will they find it easy to sell their business or book of clients.

Working with the new regulations will also be a real challenge and very costly. So, I believe many relationship managers working at such firms will see the writing on the wall and be looking to move to the more established and well organised EAMs, where they will have a more secure future.



The **All-In-One**  
Wealth & Asset Management  
Solution

**CRM - PORTFOLIO MANAGEMENT - ORDER MANAGEMENT**  
**ADMIN & BACK-OFFICE - COMPLIANCE - REPORTING**

Geneva  
Zurich  
Montreal  
Singapore  
Luxembourg  
[www.wize.net](http://www.wize.net)

 **TEAMWORK**

# Best-In-Class Support And Back Office Services By WIZE By Teamwork

## What sets you apart from your peers this year and why?

WIZE by TeamWork, with an all-in-one wealth and asset management solution, is one of the fastest growing wealthtech companies in Switzerland. It is dedicated to external asset managers, family offices, private banks, fund managers, pension funds and securities traders.

The TeamWork Group, a 1000+ employees Swiss company was founded in 1999 and is fully owned by its top management. The Group offers a unique 100% web-integrated SaaS secured Cloud or on-premises platform including:

- portfolio management system with model portfolios & rebalancing/hedging capabilities; private equity module; risk & performance management (MWR/ TWR, contribution/attribution);
- order management System including FIX Straight Through Processing connectivity with 20+ trading rooms;
- CRM system with KYC, documents, lifecycle management;
- compliance system with AML; MiFID II and LSFIn/FIDLEG/FinSA pre-trade checking; risk profiling & monitoring; full audit trail;
- reporting system with white labelled customised multi-assets consolidated reports;
- invoicing system including automatic fees calculation and controlling; profitability measurement;
- multi-custodian connectivity with 200+ automatic feeds and API connectivity; and
- e-banking / mobile app.

In Geneva, Zurich, Singapore, Luxembourg and Montreal, our team of 45 professionals aims at delivering best-in-class support and back-office Business Process Outsourcing (BPO) services thanks to our extensive banking operations expertise gained at various banks and family offices.

Trusted by more than 100 clients representing \$125+ billion AuM and 3000+ users in 22 different countries, our clients can focus on their business while using the platform's performance and scalability for an attractive all-in-one monthly fee.

## How have your colleagues contributed towards the success of your organisation?

First of all, WIZE by TeamWork is a fantastic success story based on people. WIZE was founded in 2010 by Philippe Rey-Correz, founder of the TeamWork Group, and Cédric Baiker, an expert in IT banking solutions who was involved in the development of the Swiss "Newbanking" core banking package from 1996 to 2010.

They recognised that the market solutions dedicated to private banking and external asset managers (EAM) were very expensive, inadequate, and mainly based on legacy technologies. Further, with the increasing regulation and the requirement for financial transparency, there was a growing need for the EAM community to rely on more sophisticated, functional and secure solutions that would enable them to respond efficiently to their business challenges. Cedric and Philippe started working together in 2010. After two years and a huge investment in R&D, the first customer signed in 2012. Since then, the team has grown to a team of 45 today and continues to be ahead of market trends, evolving constantly.

## What will be the result of receiving this accolade? How will it help your business in this region?

This accolade will show our clients and team members that our 12-year collaboration has produced a remarkable and scalable platform. We see this award as a recognition of the high quality work delivered and to our prospects that they will be in safe hands with our platform and team.



**Pierre Dupont**  
Managing Partner  
**WIZE By Teamwork**



*Winner*

- **Client Communications (External Supplier)**
- **Portfolio Management Solution (External Supplier)**



# Welcome to Digital Transformation.

InvestCloud is transforming the Financial Industry's approach to digital.

<b>Nba</b> AI Next Best Action	<b>Nbo</b> AI Next Best Offer	<b>Crn</b> CRM	<b>Ma</b> Meeting Assistant	<b>Dpm</b> Digital Proposal Management	<b>Lpm</b> Lead & Pipeline Management	<b>Esg</b> ESG Analytics	<b>Co</b> Credit Origination	<b>Clm</b> Client Lifecycle Management	<b>Apsm</b> Automated Portf. Suitability Monitor	<b>Mo</b> Mobility	<b>Dw</b> Data Warehouse
<b>Cp</b> Client Portal	<b>Ap</b> Advisor Portal	<b>Dar</b> Digital Advice Robo	<b>Das</b> Digital Advice Self-Select	<b>Dap</b> Digital Advice Planning	<b>Dapp</b> Digital Advice Planning Proposal	<b>De</b> Digital Engagement	<b>Dv</b> Data Views	<b>Akyc</b> Automated KYC	<b>Pm</b> Performance Measurement	<b>R</b> Risk	<b>Dv</b> Document Vault

**InvestCloud** is a singular, no-code software platform for Digital and Commerce enablement within the Financial Industry. With our cloud-native, multi-tenanted platform, we are changing the approach to digital for the world's largest banks, wealth managers and asset managers – empowering them to leverage and leapfrog decades of technology debt and meet the elevated needs of today's, and tomorrow's, end clients.



## Digital Communication

Enabling unique client communications at scale.



## Digital Planning

Enabling comprehensive digital planning at any stage of the wealth continuum.



## The Financial Supermarket

A Commercial Marketplace for shopping and selling Financial Products.

### GET IN TOUCH

(888) 800-0188

Email: [sales@investcloud.com](mailto:sales@investcloud.com)

[investcloud.com](https://investcloud.com)





**WINNER: Isabel Guggisberg - Atlantic Financial Group**



**WINNER: Falgom**



**WINNER: IMT Asset Management (IMTA)**



**WINNER: Indigita**



**WINNER: WHVP**





# forward.

We're living through a perfect storm of uncertainty: Climate. Geopolitics. Inflation. Recession.

But it's for times like these we exist.

With over 225 years of experience, we know there is only one way through this storm: forward.

For an unstoppable sustainability transition is already well underway, revolutionising Energy, Food, and Materials systems.

Transforming our entire economic model far more fundamentally than many imagine.

With forward-minded investment solutions our role is to calmly guide our clients.

Towards a future that has already begun.

Find out more at [LombardOdier.com](https://LombardOdier.com)

rethink everything.®



**LOMBARD ODIER**  
LOMBARD ODIER DARIER HENTSCH

PRIVATE CLIENTS  
ASSET MANAGEMENT  
TECHNOLOGY





**SPONSOR: Pulsar**



**WINNER: MFM Mirante Fund Management SA**



**WINNER: NS Partners**



**SPONSOR: MCB**




**WINNER: Portas Capital**



**WINNER: Telomere Capital**





# **Your WealthData. 100% Transparency. Total Visibility.**

Masttro delivers holistic data views, custom analytics, and  
anytime-anywhere access to your wealth data.  
Regardless of asset type or location.

Powered by market-leading AI and machine-learning.  
Run on direct data feeds and an expert team.  
Protected with military-grade security.  
Presented beautifully.

If you are part of an ecosystem supporting wealth owners  
who have complex needs, we should talk.



# The Third Annual *WealthBriefing* Swiss EAM Awards For Excellence Winners 2023

## SWISS NATIONAL CATEGORIES (COMPANY)

### Growth Strategy

**WINNER**

**DECALIA**

Wealth Management  
Asset Management  
Private Markets

### Assets Under CHF 500 Million AuM

**WINNER**
**FALGOM**

### Newcomer

**WINNER**
**FALGOM**

### Overall External Asset Manager (EAM)

**WINNER**

**NS PARTNERS**  
SINCE 1964

### Assets between CHF 500 Million - 1 Billion AuM

**WINNER**

**TELOMERE | Capital**

### Assets Over CHF 1 Billion AuM

**WINNER**

**FORUM FINANCE**

1994

## REGIONAL AND CANTONAL CATEGORIES (COMPANY)

### Based in Zurich

**WINNER**

**alpenpartners**

### Based in Zug

**WINNER**

**alpina capital**

### Based in Geneva

**WINNER**

**DECALIA**

Wealth Management  
Asset Management  
Private Markets

### Based in Liechtenstein

**WINNER**


### Based in Vaud

**WINNER**
**MFM**

MIRANTE FUND MANAGEMENT

# AN OPEN WINDOW ON OPPORTUNITIES

There is more to executing an investment transaction.  
At MCB, we see it as an opportunity to create meaningful  
partnerships with investment professionals and their clients.

Born in Mauritius, a vibrant and multicultural blend of three continents,  
the Mauritius Commercial Bank (MCB) is a solid financial group with a  
proven track record in External Asset Management.

Ranked 1st in East Africa and investment-grade rated by Moody's, MCB,  
with over 180 years of expertise, brings you a unique perspective.

Our External Asset Management & Financial Intermediaries desk opens  
avenues to a range of differentiated investment and banking solutions.

Connect with us at [eam@mcb.mu](mailto:eam@mcb.mu)



## TECHNOLOGY AND EXTERNAL SUPPLIER CATEGORIES

**Client Reporting  
- External Supplier**

**WINNER**



**CRM Product or  
Solution - External Supplier**

**WINNER**



**Overall IT Solution  
Provider - External Supplier**

**WINNER**

**Indigita**

**Compliance Solution  
- External Supplier**

**WINNER**

**Indigita**

**Data Provider**

**WINNER**



**Client Communications  
- External Supplier**

**WINNER**



**Portfolio Management  
Solution - External Supplier**

**WINNER**



## INTERNATIONAL CATEGORIES (COMPANY)

**Servicing MENA  
Clients**

**WINNER**



**Manager With  
International Offices  
Outside of Switzerland**

**WINNER**



**Servicing North  
American Clients**

**WINNER**



### PUBLICATIONS

---

#### **WealthBriefing** *News Insight Intelligence*

*WealthBriefing* is the leading subscription-based business intelligence service for the wealth management community, with the latest news, analysis and in-depth features from around the globe. *WealthBriefing* subscribers are part of an international community for whom staying abreast of the latest industry developments is a crucial part of their professional practice. Readers find our content on topics such as strategy, M&A, important people moves, investment management and asset allocation to be an essential resource in a fast-moving world.

---

#### **WealthBriefingAsia** *Global Perspective, Regional Focus*

The Asia-Pacific region's meteoric rise as a major wealth management market has sparked huge demand for region-specific business information. *WealthBriefingAsia* was launched in 2009 to satisfy this growing information requirement, and it is the only wealth management news site focusing exclusively on the Asia-Pacific region. Providing indispensable news, features and industry views that are always relevant and concise, *WealthBriefingAsia* allows subscribers to conserve that most precious of all resources: time.

---

#### **FamilyWealthReport** *North American Family Office Intelligence*

The North American wealth management market is one of the largest and most diverse in the world, and is markedly different from those in Europe and the Asia-Pacific region. Multi and single family offices in particular are a well-entrenched, integral part of the private wealth management landscape. *Family Wealth Report* provides need to know business intelligence in a convenient and easy-to-read format – straight to subscribers' inboxes every day. Nowhere else will you find such high quality, in-depth and often exclusive content all in one place.



### WEALTH MANAGEMENT AND PRIVATE CLIENT EVENTS AND AWARDS SERIES

A unique 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 and present an excellent networking opportunity.

*WealthBriefing* has added to its offering for the global private banking and wealth management communities by running thirteen annual awards programmes for the family office, private banking, wealth management 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.

## TEAM-BASED CATEGORIES

*Client Service  
Team*

WINNER

*Private Markets  
Offering Team*

WINNER

ALPHASWISS

*Portfolio  
Management Team*

WINNER

APRICUS FINANCE  
WEALTH MANAGEMENT*Investment Process  
Team*

WINNER

*Direct Investment  
Program Team*

WINNER

DECISIVE\_\_

*International  
Team*

WINNER

DECISIVE\_\_

*Swiss Domestic  
Team*

WINNER

*Wealth Planning  
Team*

WINNER



## TECHNOLOGY CATEGORIES (IN-HOUSE)

*Innovative Use of  
Technology*

WINNER

*Client Reporting*

WINNER

*Client  
Communications*

WINNER

WHVP  
since 1991*Overall Digital  
Engagement*

WINNER

WHVP  
since 1991



## YOUR STORY IS OURS TO TELL

Pulsar Media acts as your trusted advisor in times of growth, or in times of hardship. We provide expert media relations services and clever storytelling, offering counsel, strategy and content to grow and protect your business.

Rue de Neuchâtel 8, 1201 Genève  
[info@pulsar-media.ch](mailto:info@pulsar-media.ch)

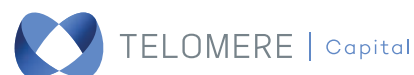
---

[www.pulsar-media.ch](http://www.pulsar-media.ch)

## SPECIALIST WEALTH MANAGEMENT CATEGORIES (COMPANY)

**Digital Assets  
Offering or Service****WINNER**

Asset Management SA

**Fund Selection/Asset  
Allocation Programme****WINNER****Family Office  
Proposition****WINNER****Next Generation  
Program****WINNER**

## LEADERSHIP-BASED CATEGORIES (INDIVIDUAL)

**Chief Executive  
Officer (CEO)****WINNER****DANIEL FRICKER****Female Executive****WINNER****ISABEL GUGGISBERG****Chief Investment  
Officer (CIO)****WINNER****BEAT KUNZ****Thought Leadership****WINNER****JAMIE VRIJHOF-DROESE****Rising Star Under 40****WINNER****JAMIE VRIJHOF-DROESE**

# It takes **superior experience** to master the complexity of the **intermediaries business.**

We are a proven partner of intermediaries – because we have been aware of what they value since we first began to operate. This allows you to focus on your core business – and to benefit from our network. [vpbank.com/intermediaries](http://vpbank.com/intermediaries)



# GLOBAL AWARDS

Showcasing The Best in the Industry

*Independence, integrity and genuine insight are the watchwords of the judging process.*

## 2023 Announcements Schedule

### FEBRUARY 2023

WealthBriefing Swiss Awards  
WealthBriefing WealthTech Americas Awards

### MARCH 2023

WealthBriefing Swiss EAM Awards  
WealthBriefing European Awards

### MAY 2023

Family Wealth Report Awards

### JUNE 2023

WealthBriefingAsia Greater China Awards  
WealthBriefingAsia Awards

### JULY 2023

WealthBriefing Wealth For Good Awards

### OCTOBER 2023

WealthBriefingAsia EAM Awards

### NOVEMBER 2023

WealthBriefing MENA Awards

### DECEMBER 2023

WealthBriefing Channel Islands Awards



For more information: + 44 (0) 20 7148 0188 (UK Office)

[www.wealthbriefing.com](http://www.wealthbriefing.com) / [www.wealthbriefingasia.com](http://www.wealthbriefingasia.com) / [www.fwreport.com](http://www.fwreport.com)

# Private banks and wealth managers face unique KYC demands.

Clients can be higher risk.  
Due diligence challenges are extensive.  
Case volumes can be unmanageable.

**smartKYC** was built from the ground up to meet each of these challenges

Our solutions include:

- ✓ Adverse Media Screening
- ✓ Source of Wealth Corroboration
- ✓ Network Mapping & Relationship Risk
- ✓ List Screening & Entity Resolution
- ✓ ESG Risk Intelligence
- ✓ Periodic Refresh
- ✓ Perpetual KYC (Continuous Monitoring)
- ✓ Robo Onboarding
- ✓ Batch Remediation
- ✓ Lead Generation & Target Profiling

smartKYC is built to provide a 360° view of your client. Its intelligent automation provides a platform for private banks and wealth managers to empower front-of-house teams to be an efficient and effective first-line of KYC defense and focus compliance teams where it really matters.

[www.smartkyc.com](http://www.smartkyc.com)

smartKYC proudly sponsors  
this awards ceremony and  
we congratulate all the winners!

**smartKYC** 