

A black and white photograph of the Tower Bridge in London at night, illuminated by its own lights. The bridge's two towers and suspension cables are clearly visible. The sky is dark, filled with numerous bright, colorful fireworks exploding in various patterns. The overall scene is festive and celebratory.

THE INTERNATIONAL FUND & PRODUCT AWARDS 2018

Meet our winners



INTRODUCTION & CONTENTS

Welcome to the 19th International Fund & Product Awards



“The longest-running awards of their kind continue to grow and innovate. The number of entries continues to rise year-on-year, and across an increased number of categories”

Christopher Copper-Ind, publisher, International Investment

GROWTH AND INNOVATION

Welcome to the 19th International Fund & Product Awards. The longest-running awards of their kind continue to grow and innovate. The number of entries continues to rise year-on-year, and across an increased number of categories. This year we added Best International Young Talent and, together with the International Personality of the Year category, opened up the selection process to you, the readers.

International Investment focuses year-round on the international financial adviser and wealth manager community. It is therefore fitting to recognise those creating a pathway to better practice industry-wide, in products and services, and acknowledge the extraordinary talent and ideas at work across the categories celebrated in these awards.

We do this by delivering timely news services direct to the international industry. Our popular twice-daily news bulletin goes out to more than 30,000 IFAs and wealth managers around the world, and has seen some impressive growth across the regions in the past year. Our special reports and ezines continue to engage readers with in-depth analysis and expert comment. Whatever we do, it is with you, the industry, in mind. That is never more true of the International Fund and Product Awards, an event that continues to go from strength to strength as we look to mark next year's 20th anniversary. The IFP Awards belongs in every sense to you, the people who make up this vibrant industry.



Are you in it for the long haul? We are.

In fact, we're one of the largest providers of international bonds to the UK market*.

Why do advisers recommend us?

- **Financial strength and security** – fully backed by Great-West Lifeco, which has some £820 billion** of Assets Under Management.
- **Long term partners** – we've been in the Isle of Man for over 30 years, while Canada Life UK opened its first office in 1903.
- **Award-winning products** – industry-leading, tax efficient investment and retirement planning solutions available through the Isle of Man and Ireland.

We're committed to the UK's international bonds market – we believe it's got a bright future – and we've no plans to go anywhere else.

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*ABI figures by market share. **As of 30 June 2018.



REMEMBER THAT NIGHT...

In this extended highlights video of the 19th Annual International fund & Product Awards, we speak to some of our winners on the night and enjoy a look back at what was our biggest and best awards yet.

The awards were held in the heart of the City of London with the 14th century Merchant Taylors' Hall providing a fine backdrop to proceedings.

Click above to watch the video.

ROLL OF HONOUR

A complete list of the Winners and the Highly Commended

MEET THE JUDGES

Our judging panel

THE WINNERS

Recipients collecting their awards with judges' comments

BEST BEST-PRACTICE

Global awards for commitment to best practice

PERSONALITY OF THE YEAR

DeVere Group founder and CEO Nigel Green triumphs

YOUNG TALENT OF THE YEAR

Meet our inaugural young talent winner

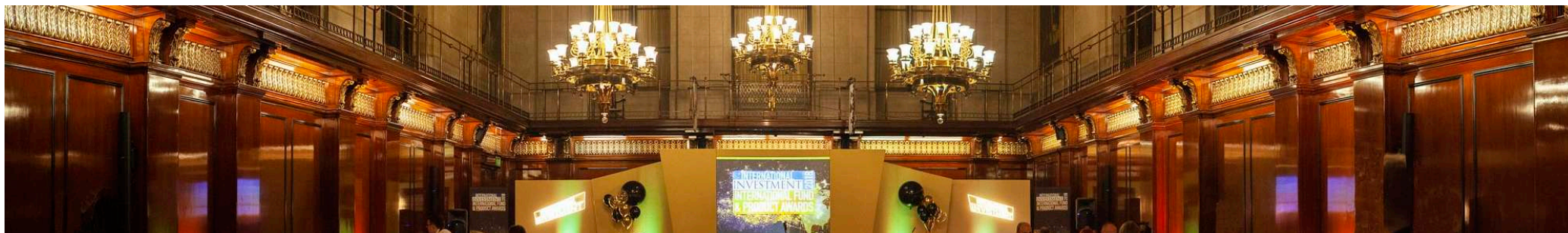
THE NIGHT IN PICTURES

The glamour and the glory



ROLL OF HONOUR

Winners and highly commended



Best International Fund Group

Winner: Quilter Investors

Highly Commended: GAM

Best International Discretionary Fund Manager

Winner: Rathbones

Highly Commended: Tilney

Best International Finance Centre

Winner: Isle of Man

Highly Commended: Jersey

Best International Life Group (Non-UK)

Winner: RL360

Highly Commended: Hansard International

Best International Life Group (UK)

Winner: Canada Life International

Highly Commended: Old Mutual International

Best International Pension Plan

Winner: Zurich International

Pension Plan from Zurich International Corporate Solutions

Highly Commended: Freedom International Personal Pension from Boal & Co

ROLL OF HONOUR

ACCESS PORTFOLIO

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**FLEXIBILITY AND CONTROL
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IN A TAX-EFFICIENT
ENVIRONMENT**

Access Portfolio is a lump sum, open-architecture, portfolio bond product that provides investors around the world with flexible solutions that adapt to their investment requirements.

Additional Key Features

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- 24/7 access to portfolio valuations, online trading and transactions history via our secure account access website
- Free Partial withdrawals¹ and borrowing facility²
- No establishment charges
- No charges for currency exchange or asset transfers
- No custody charges³

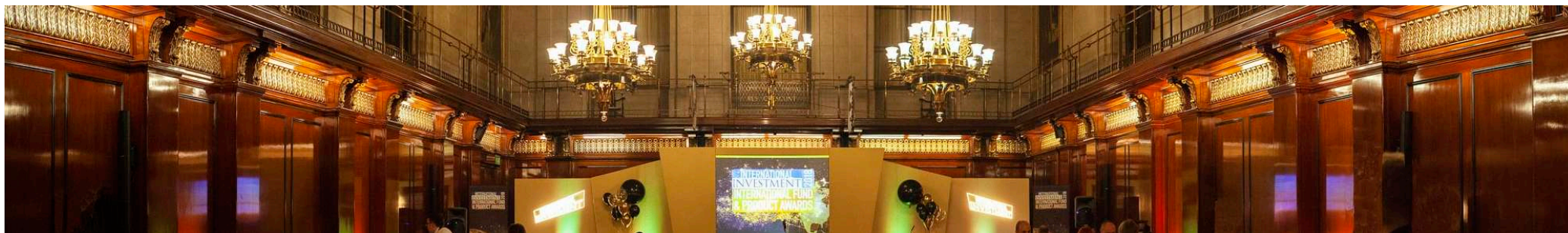
1. Subject to maintaining a minimum cash surrender value of USD 15,000 / EUR 15,000 / GBP 10,000. Please refer to the products terms and policy for more details. 2. Borrowing facility is subject to prior approval and market conditions at the time of borrowing. The current maximum borrowing limit is up to 40% of the portfolio value. Interest rates and lending limits are subject to change. 3. Except for assets that generate additional custody charges.

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Best International Platform

Winner: Ardan International Wealth Platform

Highly Commended: Capital International Platform, by Capital International Group

Best International Portfolio Bond

Winner: Wealth Portfolio, Old Mutual International

Highly Commended: Access Portfolio, Investors Trust

Best Best-Practice in Asset Management

Winner: Future Fit (Old Mutual International)

Highly Commended: Canaccord Genuity Wealth Management

Best Best-Practice in Financial Advisory/Wealth Management

Winner: The Fry Group

Winners by region: Europe, Wimmer Family Office; Africa, VFS International; Asia, The Fry Group; Middle East, Abacus Financial Consultants; UK, Aisa

ROLL OF HONOUR

THANKS TO YOU WE'RE WINNERS

We're proud and delighted to have won three top awards at the International Investment - International Fund & Product Awards 2018. They include, for the third year running, a best practice award for 'Future Fit' - our training programme that helps adviser firms build sustainable business models.

www.oldmutualinternational.com

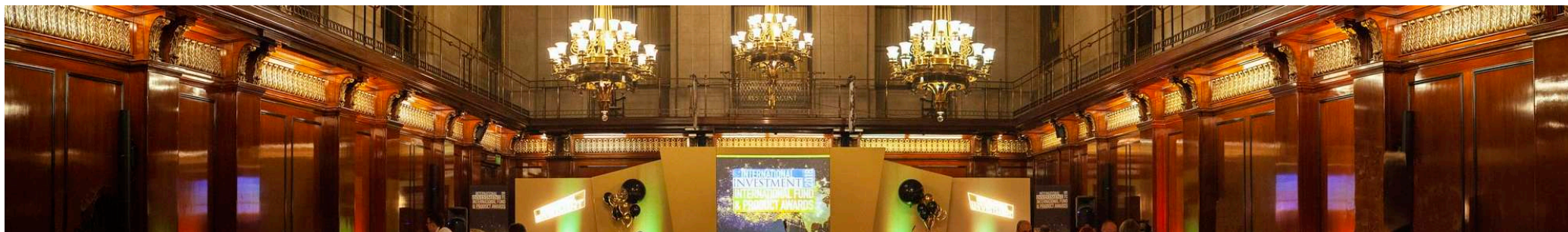
Visit our website to find out about the great choice offered by our high-quality, flexible wealth management solutions to help you meet the needs of your expatriate clients and local investors across the world.



The value of investments can fall as well as rise and investors may not get back what they put in.

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Best International Private Banking Service

Winner: Nedbank Private Wealth

Highly Commended: Standard Bank Wealth International

Best International Wealth Management Provider (UK)

Winner: Nedbank Private Wealth

Highly Commended: Standard Bank Wealth International

Best International Private Health Insurance Provider

Winner: Aetna International

Highly Commended: Now Health International

Best International Protection Plan

Winner: Silk Life Plan (Old Mutual International)

Highly Commended: CanProtect Whole of Life Plan (Canada Life)

Best International Savings Plan

Winner: Offshore Savings Account (Canada Life)

Highly Commended: Zurich International Pension Plan (Zurich International Corporate Solutions)

Highly Commended: Evolution Family of Products (Investors Trust)

Best International Trust and Estate Planning Product

Winner: Estate Planning Bond (Utmost Wealth Solutions)

Highly Commended: Excess Income Trust (Old Mutual International)

International Personality of the Year

Winner: Nigel Green, deVere Group

2nd: Tim Searle, Globaleye

3rd Trevor Keidan, Infinity FS

ROLL OF HONOUR



THE HUMAN APPROACH

You will be relieved to hear that our call centres are staffed with real people. People like Joe, who is proud to have clients call him by his first name.

96% of the 6,000+ monthly calls are answered **and** resolved directly by Joe and his team in under 5 minutes. This means you won't suffer a frustrating wait or be faced with automated options when you call RL360.

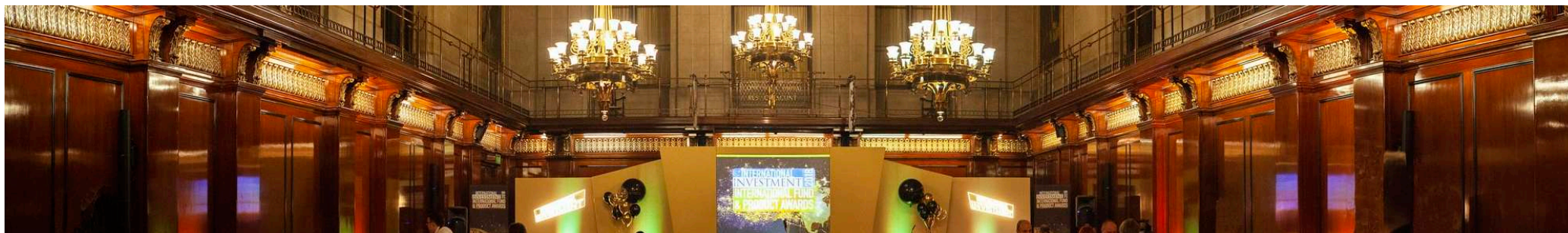
We call this approach First Touch Resolution and we think you're going to love it.

Find out more at www.rl360.com/quality/joe

Quality at your service

RL360[•]

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Best International Young Talent

Winner: James Green, deVere Group

2nd: Samuel Thomas, Standard Bank Wealth Management

3rd: Sam Barrie, Infinity Financial Solutions

METHODOLOGY

The International Fund & Product Awards are driven by a nomination process, with entries judged by a panel of experts. Entries can be made into any category by firms or individuals themselves, but must outline not only what they do in relation to any particular category but also provide evidence of how they do it, and why that means they ought to be determined winners.

Judges score entries on a scale of 1-10, with 10 being the best, after reviewing the quantitative and qualitative evidence put forward by the nominees. For added assurance, entrants are also subject to AKG scores: a product or service may be good, but if the provider is financially insecure, the intermediary needs to be aware of this on behalf of their clients as part of any usual due diligence process.

ROLL OF HONOUR

MEET THE JUDGES

Expert opinions

INTERNATIONAL
INVESTMENT
INTERNATIONAL FUND
& PRODUCT AWARDS 2018



PAUL STANFIELD

**Chief Executive, FEIFA –
the Federation of
European Independent
Financial Advisers**

Paul has 25 years' industry experience, within the UK and mainland Europe. He has considerable knowledge of both the provision of independent advice and the promotion and distribution of financial products.

For over 13 years he was a Director of a cross-border IFA business based in southern Europe.

He is presently CEO of FEIFA and Secretary General of FECIF, two major European trade associations – the former dedicated to assisting English-speaking advisers across the Continent and the latter representing around 250,000 advisers and intermediaries in domestic markets throughout Europe.

In addition he manages a consultancy firm that provides specialist services to investment firms, trust companies and advisory



PHILIP MARTIN

**Marketing Director,
Openwork**

Philip joined Openwork in September 2011 from F&C Investments, where he had responsibility for the asset manager's UK retail proposition, and sales and marketing.

Prior to that, Philip was Business Development Director at wrap provider Nucleus Financial Group, which he co-founded in 2006.

He had previously been a founder-director of consultancy Abacus Financial Marketing, working with more than 65 life companies, asset managers, IFAs and industry bodies on a variety of strategic and proposition projects.

Philip is responsible for all elements of our marketing communication and PR as well as the development and delivery of our investment propositions through Omnis, our own fund management company.



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Zurich's award-winning international pension plan can help to make your employee benefits packages more attractive to your employees. We are experts in creating simple, flexible and attractive benefit solutions that can help you to recruit, retain and reward your employees around the world. Tailored to your organisation, our plans can help your staff to build a more secure future.

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PLEASE CONTACT:**

Mark Belcher
International Corporate
Distribution Manager
mark.belcher@uk.zurich.com

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REX COWLEY

**Founder, New Dawn
Consultancy**

Rex has over 25 years of experience in the wealth management industry covering life insurance, banking, investment management, trust and the retirement sectors. He is recognised as a pioneer having helped shape the offshore multi-asset investment space and the international pension and the tax efficient retirement sectors.

Educated to Masters level Rex holds an MSc, from a leading UK business school, together with a range of other academic and professional qualifications including a post graduate diploma in International Tax from the Thomas Jefferson School of Law.

Passionate about his chosen profession, he is regularly quoted in the press and is seen as a thought leader on a range of specialist wealth management topics.



DONALD SIMPSON

Partner, Turcan Connell

Donald Simpson is a Partner at Turcan Connell where he advises UK and international clients on trusts, asset protection and tax planning. He advises international clients resident in the UK on offshore planning, UK nationals leaving or returning to the UK on residence and tax issues, and UK nationals resident around the world on their UK interests. Donald is also a director of Saltire Trustees (Overseas) Limited, Turcan Connell's trustee company in Guernsey and offers practical advice on offshore trusts and companies.

Donald graduated in mathematics from the University of Edinburgh and then read law at Glasgow University. He is a regular speaker at conferences and writes for the media. Donald is the external examiner for the Private Client and Financial Services courses on the Diploma in Legal Practice at the University of Edinburgh.

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It is important for you to determine the amount of regular savings that you will need on a consistent basis to fund your financial objectives.

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MALCOLM KERR

Senior Advisor, EY Financial Services

Malcolm Kerr is a Senior Adviser within EY's UK Financial Services division providing advice to the key providers in the life, pensions and retail investment markets and to major intermediaries.

Before moving into professional services some 15 years ago, Malcolm held a number of senior executive and board positions in the industry including IFA director at Canada Life (UK), vice-president of MetLife (US) and chairman of Albany International (IOM).

EY is a global leader in assurance, tax, transaction and advisory services with 250,000 staff worldwide.



GUY VANNER

Managing Director, AKG

Guy graduated from University of Birmingham, before going on to become visiting Commonwealth Universities Scholar to Nigeria. He developed an area of research expertise with regard to social dynamics in industrialising economies. Guy joined AKG from this background in social research. His initial role being to add social analysis to AKG's pioneering research into issues such as pension lapse rates, originally produced for the Securities and Investment Board. Following this, Guy moved into AKG's wider activities, developing and promoting company analysis within the UK financial services industry.

As well as overall responsibility for the strategy and the promotion of AKG, Guy maintains involvement in the AKG research and assessment process, including financial strength analysis and ratings.



ALLYSON GIBSON QC

Allyson Gibson has extensive experience in the areas of trusts and estate planning and investment (especially foreign direct investment) law – having advised clients ranging from private individuals to publicly listed corporations.

She was called to the Bar of the England and Wales in 1980 and to the Bahamas Bar in 1980. Invested as Her Majesty's Counsel January 2015, she was the first and is currently the only female Queen's Counsel.

Gibson has served as the first Minister of Financial Services and Investments of the Bahamas (2002-06); and, as a former Attorney General and Minister of Legal Affairs of The Bahamas (2012-17 and 2006-7).



DARREN SMITH

Head of FAS - The Financial Advisers School

Darren Smith is the Head of the Financial Adviser School and joined the Financial Services Sector 24 years ago as a Self Employed Financial Adviser.

After spending a career initially in Sales and then Compliance, he went on to develop a number of propositions including launching a new Platform, building a Centralised Investment Proposition for an established Network and brought two new Networks into the market whilst developing his own compliance consultancy business.

Darren formally joined Old Mutual Wealth in June 2016 after assisting with the acquisition and development of the Financial Adviser School.



PATRICIA WOO

**Partner, Squire Patton
Boggs**

Patricia Woo co-heads the Squire Patton Boggs's Global Family Office Cross-Practice team. She is a fund, trust and tax lawyer specialising in helping global ultra-high-net-worth families setting up their family offices. Her latest offering is an integral approach to family office which brings together transpersonal psychology and legal aspects of family offices.

Woo is also an Adjunct Associate Professor at the University of Hong Kong, Chartered Alternative Investment Analyst, Certified Tax Advisor, member of the Society of Trust and Estate Practitioners (and its Academy Community) and Certified Islamic Finance Executive.



STEVE NELSON

**International Sales
Manager, Medibroker**

Steve has spent more than 25 years in the financial services sector. Beginning his career with stockbrokers Wise Speke in Newcastle in 1989 he moved down to their City office in London in 1991. With their takeover by Brewin Dolphin, Steve became an Assistant Director and worked in London for 12 years in total.

Returning to his North East roots, Steve joined Medibroker in 2003. Specialising in international private medical insurance (iPMI) he works with both individuals and SME's around the World ensuring they have the best medical insurance plan for their specific needs.

A respected expert in iPMI he is often asked to comment on industry issue.

THE WINNERS

The judges' verdicts



BEST INTERNATIONAL FUND GROUP

Quilter Investors was described by the judges as “a first rate all-rounder, with an impressive international offering”.

Having gone through a recent rebrand, Quilter Investors is part of Quilter, a leading provider of advice, investments and wealth management both in the UK and internationally.

It manages more than £116.5bn of investments on behalf of over 900,000 customers, according to company statistics, (as at 30 June 2018).

www.quilterinvestors.com



QUILTER INVESTORS

Award collected on behalf of Quilter Investors by Peter Kenny, CEO, Old Mutual International.

THANKS TO YOU WE'RE WINNERS

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BEST INTERNATIONAL DISCRETIONARY FUND MANAGER

The judges praised **Rathbones**, the winners of this category for the second year in a row, for a “strong and active presence across Europe, providing extensive support for advisers”.

Asked why the company has been successful this year, Maurice Keane, managing director business development at Rathbones, said: "Rathbones is one of the oldest financial institutions in the UK so reputation, brand and our service differential sticks us out."

www.rathbones.com



RATHBONES

Maurice Keane, managing director business development at Rathbones, collected the award.

BEST INTERNATIONAL FINANCE CENTRE

In selecting the winner of this category, the judges singled out the **The Isle of Man's** "exceptional support for local businesses and its unyielding focus on the financial services industry".

A popular winner on the night, The Isle of Man has a variety of financial services companies based within this jurisdiction and is currently undergoing a major regulatory review entitled The Conduct of Business Code.

www.financeisleofman.com



ISLE OF MAN

Award collected by Simon Pickering, Head of Insurance and Pensions at the Isle of Man Government.

BEST INTERNATIONAL LIFE GROUP (NON-UK)

In selecting the winner of this award the judges praised **RL360's** "excellent business performance and technological support".

Headquartered in the Isle of Man, RL360 operates in Asia, Africa, the Middle East, Latin America, Europe and the UK and is one of the fastest growing international life companies. It is part of International Financial Group Limited (formerly RL360 Group), which serves over 70,000 customers in 170 different countries. RL360 administers assets of over \$11bn for clients.

www.rl360.com



RL360

Award collected by Simon Barwell, RL360's marketing director.



THE HUMAN APPROACH

You will be relieved to hear that our call centres are staffed with real people. People like Joe, who is proud to have clients call him by his first name.

96% of the 6,000+ monthly calls are answered **and** resolved directly by Joe and his team in under 5 minutes. This means you won't suffer a frustrating wait or be faced with automated options when you call RL360.

We call this approach First Touch Resolution and we think you're going to love it.

Find out more at www.rl360.com/quality/joe

Quality at your service

RL360[•]

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BEST INTERNATIONAL LIFE GROUP (UK)

In presenting this award in what was one of most fiercely-contested categories, the judges described **Canada Life International** as “a clear market leader with a strong UK focus”.

Canada Life International (CLI) offers a wide range of regular and single premium investment bonds, tax and estate planning solutions and whole of life protection solutions. Established 30 years ago it remains one of the leading offshore providers with assets under administration of £15.8bn (as at 30 September 2018).

www.canadalife.co.uk/adviser/international...



CANADA LIFE INTERNATIONAL

Award collected by Sean Christian, managing director of Canada Life International.



Are you in it for the long haul? We are.

In fact, we're one of the largest providers of international bonds to the UK market*.

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*ABI figures by market share. **As of 30 June 2018.

BEST INTERNATIONAL PENSION PLAN

Zurich International Pension Plan from Zurich International Corporate Solutions was praised by the judges for having a “truly global reach and a strong focus on the international pensions market”.

Zurich International is headquartered in the Isle of Man with over 300 employees based in their Douglas-based office. Zurich International is part of the Zurich Insurance Group, offering life insurance, investment and protection solutions throughout the world.

www.zurich.com



ZURICH INTERNATIONAL PENSION PLAN FROM ZURICH INTERNATIONAL CORPORATE SOLUTIONS

Simon Foster, Global Head Zurich International Corporate Solutions collected the award.



WE'VE DONE IT AGAIN.



Zurich's award-winning international pension plan can help to make your employee benefits packages more attractive to your employees. We are experts in creating simple, flexible and attractive benefit solutions that can help you to recruit, retain and reward your employees around the world. Tailored to your organisation, our plans can help your staff to build a more secure future.

**FOR MORE INFORMATION
PLEASE CONTACT:**

Mark Belcher
International Corporate
Distribution Manager
mark.belcher@uk.zurich.com

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BEST INTERNATIONAL PLATFORM

The judges described the winner, **Ardan International Wealth Platform**, as “a clear winner, with a concise and focused global platform, superbly designed to cater to the needs of its target market”.

Having become part of the RL360 stable of companies in recent times, Ardan is led by CEO Sarah Dunnage, who said that she was delighted to collect this year's award - as it was her first at the helm, but the company's third win in this category in recent years.

www.ardan-international.com



ARDAN INTERNATIONAL WEALTH PLATFORM (RL360)

Sarah Dunnage, Ardan International CEO, collected the award.

BEST INTERNATIONAL PORTFOLIO BOND

The judges described **Wealth Portfolio** from **Old Mutual International** as offering “an unrivalled product in its field”.

Old Mutual International provides offshore and cross-border investment solutions for both expatriate and local investors across the world. It is part of Quilter, a leading provider of advice, investments and wealth management both in the UK and internationally, managing over £100bn of investments on behalf of over 900,000 customers (as at 31 March 2018).

www.oldmutualinternational.com



WEALTH PORTFOLIO, OLD MUTUAL INTERNATIONAL

Award collected by Cheryl Gleeson, international marketing manager – Middle East, Old Mutual International.

THANKS TO YOU WE'RE WINNERS

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BEST INTERNATIONAL PRIVATE BANKING SERVICE

The winner, **Nedbank Private Wealth**, was described by our judges simply as “an excellent, comprehensive entry from a first-class firm”.

Nedbank Private Wealth offers services through an office presence in the Isle of Man, Jersey, London, South Africa and UAE. It is part of Nedbank Wealth within the Nedbank Group, which is South Africa's fourth largest banking group as measured by assets.

www.nedbankprivatewealth.com



NEDBANK PRIVATE WEALTH

Award collected by Stuart Cummins, executive head of Nedbank Private Wealth International.

BEST INTERNATIONAL WEALTH MANAGEMENT PROVIDER (UK)

Nedbank Private Wealth was described as “a remarkable all-round wealth-management offering, with a combination of retail banking and wealth management

Nedbank Private Wealth offers services through an office presence in the Isle of Man, Jersey, London, South Africa and UAE. It is part of Nedbank Wealth within the Nedbank Group, which is South Africa's fourth largest banking group as measured by assets.

www.nedbankprivatewealth.com



NEDBANK PRIVATE WEALTH

Award collected by Stuart Cummins, executive head of Nedbank Private Wealth International.

BEST INTERNATIONAL PRIVATE HEALTH INSURANCE PROVIDER

The judges praised **Aetna International** for “offering an excellent solution for both corporate groups and individuals”.

Aetna International is one of the industry's largest and most prominent international health benefits providers. Its award-winning expatriate business provides health benefits to more than 800,000 members worldwide. In addition, Aetna has helped develop health systems for governments, corporations and providers around the world.

www.aetnainternational.com



AETNA INTERNATIONAL

Award collected by Amber Musson-Thorp – Director SME & Individual, Aetna International.

BEST INTERNATIONAL PROTECTION PLAN

The judges felt that the winner, **Silk Life Plan** from **Old Mutual International**, offered “real flexibility and a top-quality product”.

Old Mutual International provides offshore and cross-border investment solutions for both expatriate and local investors across the world. It is part of Quilter, a leading provider of advice, investments and wealth management both in the UK and internationally, managing over £100bn of investments on behalf of over 900,000 customers (as at 31 March 2018).

www.oldmutualinternational.com



SILK LIFE PLAN (OLD MUTUAL INTERNATIONAL)

Award presented to Old Mutual International by host Jarred Christmas

THANKS TO YOU WE'RE WINNERS

We're proud and delighted to have won three top awards at the International Investment - International Fund & Product Awards 2018. They include, for the third year running, a best practice award for 'Future Fit' - our training programme that helps adviser firms build sustainable business models.

www.oldmutualinternational.com

Visit our website to find out about the great choice offered by our high-quality, flexible wealth management solutions to help you meet the needs of your expatriate clients and local investors across the world.



The value of investments can fall as well as rise and investors may not get back what they put in.

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BEST INTERNATIONAL SAVINGS PLAN

Offshore Savings Account by **Canada Life International** was described by the judges simply as a “global market leader”.

Canada Life International (CLI) offers a wide range of regular and single premium investment bonds, tax and estate planning solutions and whole of life protection solutions. Established 30 years ago it remains one of the leading offshore providers with assets under administration of £15.8bn (as at 30 September 2018).

www.ardan-international.com



OFFSHORE SAVINGS ACCOUNT (CANADA LIFE)

Award collected by Sean Christian, managing director of Canada Life International.

BEST INTERNATIONAL TRUST AND ESTATE PLANNING PRODUCT

The winner, **Estate Planning Bond**, by **Utmost Wealth Solutions**, was described as “an outstanding offering from one of the top companies in the sector”.

Utmost Wealth Solutions is leading international specialist wealth manager with a heritage of over 25 years. Its expertise lies in the provision of award-winning international bonds to assist professional advisers meet the complex wealth management and succession planning needs of their high and ultra-high-net-worth clients.

www.utmostwealth.com



ESTATE PLANNING BOND (UTMOST WEALTH SOLUTIONS)

Award collect by James Clark, national sales director, Utmost Wealth Solutions.

BEST BEST-PRACTICE IN ASSET MANAGEMENT

The award for Best Best-Practice in Asset Management went to Future Fit, from Old Mutual International. The judges praised this product for its “exceptional level of quality, combined with an impressive flexibility.”

www.oldmutualinternational.com



FUTURE FIT (OLD MUTUAL INTERNATIONAL)

Helen Abell, International Proposition Specialist, Old Mutual Wealth, collected the award.



BEST BEST-PRACTICE AWARDS

Awards for commitment to best practice

Sponsored by
RL360

BEST BEST-PRACTICE IN FINANCIAL ADVISORY/WEALTH MANAGEMENT – OVERALL WINNER

The judges for the Best Best-Practice In Financial Advisory / Wealth Management – overall, praised the winner for “consistently putting the customer at the heart of the organization, and exhibiting exceptional knowledge of, and expertise in, the entire region”.

Winning the prestigious overall award for the first time is **The Fry Group**.

www.thefrygroup.sg

Sponsored by:

RL360[°]



THE FRY GROUP

Julian Broom, Director of The Fry Group, collected the award from Simon Barwell, award sponsor, RL360's marketing director and host Jarred Christmas.

BEST BEST-PRACTICE IN FINANCIAL ADVISORY/WEALTH MANAGEMENT – EUROPE

Wimmer Family Office, the winner of Best Best-Practice In Financial Advisory / Wealth Management – Europe, was praised by the judges for its "exceptionally strong application, presenting an international business driven by offering a sophisticated choice to the consumer, consistently exhibiting a deep understanding of the complexities of the European market."

www.wfo.am

Sponsored by:

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WIMMER FAMILY OFFICE

Per Wimmer, CEO of Wimmer Family Office, collects the award from Simon Barwell, award sponsor, RL360's marketing director and host Jarred Christmas.

BEST BEST-PRACTICE IN FINANCIAL ADVISORY/WEALTH MANAGEMENT – AFRICA

VFS International won the Best Best-Practice In Financial Advisory / Wealth Management – Africa category for achieving what the judges described as, “truly outstanding levels of commitment to quality and clarity”.

www.vfsint.com

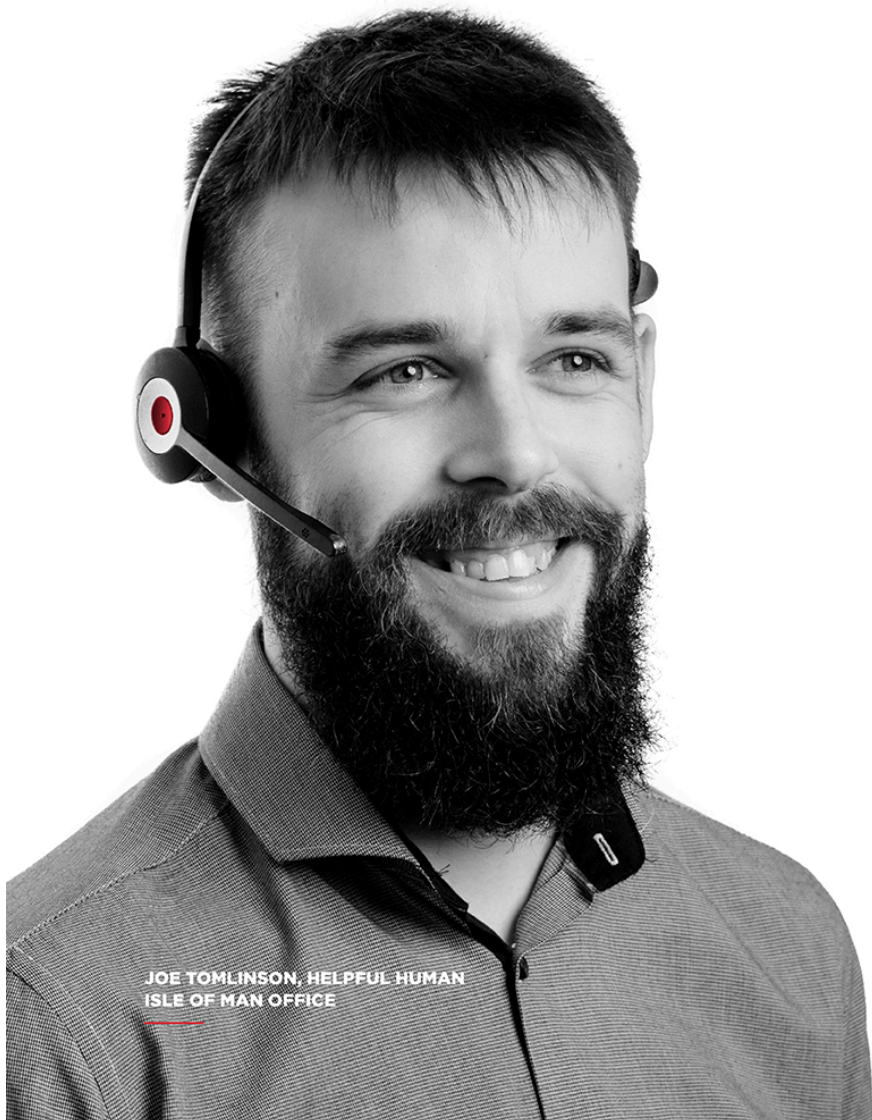
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VFS INTERNATIONAL

Thomas Wright, group managing director of VFS International, with Simon Barwell, award sponsor, RL360's marketing director and host Jarred Christmas..



JOE TOMLINSON, HELPFUL HUMAN
ISLE OF MAN OFFICE

THE HUMAN APPROACH

You will be relieved to hear that our call centres are staffed with real people. People like Joe, who is proud to have clients call him by his first name.

96% of the 6,000+ monthly calls are answered **and** resolved directly by Joe and his team in under 5 minutes. This means you won't suffer a frustrating wait or be faced with automated options when you call RL360.

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BEST BEST-PRACTICE IN FINANCIAL ADVISORY/WEALTH MANAGEMENT – ASIA

The judges for the Best Best-Practice In Financial Advisory / Wealth Management – Asia praised the winner for “consistently putting the customer at the heart of the organization, and exhibiting exceptional knowledge of, and expertise in, the entire region”. The winner is **The Fry Group**.

www.thefrygroup.sg

Sponsored by:

RL360°



THE FRY GROUP

Julian Broom, Director of The Fry Group, collected the award from Simon Barwell, award sponsor, RL360's marketing director and host Jarred Christmas..

BEST BEST-PRACTICE IN FINANCIAL ADVISORY/WEALTH MANAGEMENT – MIDDLE EAST

The winner for Best Best-Practice In Financial Advisory / Wealth Management - Middle East was confirmed as **Abacus Financial Consultants**.

The judges praised the winner's "extraordinary breadth of offering, and sophisticated product range specifically and expertly adapted to the region."

www.abacus.ae

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ABACUS FINANCIAL CONSULTANTS

The award was collected by Cornelius Lillis, executive partner of Abacus Financial Consultants.

BEST BEST-PRACTICE IN FINANCIAL ADVISORY/WEALTH MANAGEMENT – UK

The judges for Best Best-Practice In Financial Advisory / Wealth Management - UK commented that, “it is hard to see the distinction between the UK and non-UK arm which is a credit to the advanced processes that have been put in place.”

The winner for this category was **Aisa Financial Planning**.

aisagroup.org/aisa-international-uk

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AISA INTERNATIONAL

Geordie Bulmer, independent financial advisor, collected the award for Aisa Financial Planning.

INTERNATIONAL
INVESTMENT 2018
INTERNATIONAL FUND
& PRODUCT AWARDS

INTERNATIONAL PERSONALITY OF THE YEAR

Nigel Green, deVere Group



James Green (left) and Mitch Hopkinson, director, deVere United Kingdom

NIGEL GREEN, DEVERE GROUP

This award has been selected via a combination of judges selection and by the votes of the readers of *International Investment*.

The winner of International Personality of the Year 2018 is CEO of one of the world's largest independent financial consultancies with over 80,000 clients in more than 100 countries worldwide and over \$10bn under advice. Judges said: "He has led the company's growth from one single office to well over 70 offices around the world in just 14 years. Outspoken, he is often as controversial as he is inspirational".

The winner of the 2018 International Personality of the Year is, **Nigel Green**, founder and CEO, **deVere Group**.

www.devere-group.com



YOUNG TALENT OF THE YEAR

James Green, deVere Group

JAMES GREEN

One of our new categories is the award for Best International Young Talent. The award specifically seeks to acknowledge the rising stars of the industry, and salute the extraordinary young talent around the world.

The winner was selected by the judges and, for the first time, by *International Investment* readers.

The winner of the Best International Talent award is 31 years old, and has already oversees a total of 13 offices across Europe. Judges said: "He has rapidly risen to become a respected and high profile figure in the international financial industry".

The winner of the inaugural Best International Young Talent award is **James Green**, Divisional Manager of **Western Europe deVere Group**.

www.devere-group.com



In this short video interview above International Investment caught up with its inaugural winner of the 'Young Talent of the Year' - James Green, directly after receiving the accolade.

In what was a special evening for the Green family, James also collected the award for Best International Personality on behalf of his father Nigel Green, CEO and founder of deVere Group.

A man in a red suit is pointing towards a group of men in white shirts and blue ties. The men are smiling and looking towards the man in the red suit. The background is a dark, wood-paneled wall. A man with a camera is visible in the background.

THE NIGHT IN PICTURES

Highlights from the event



TAKING THE HONOURS

For a short snapshot video of this year's big event hosted by comedian Jarred Christmas, featuring images of the winners collecting their awards and a full roll call of the night's winners and highly-commended, please click above.

For a selection of photographs, click the arrow on the right.

A STAND-OUT YEAR

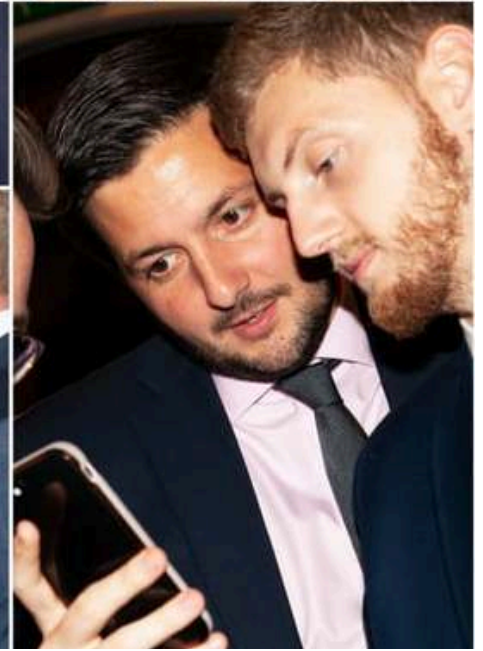
The International Fund & Products Awards will mark its 20th anniversary next year but this 19th year event will taking some beating.

International Investment's flagship event is the longest-running of its kind in the world.

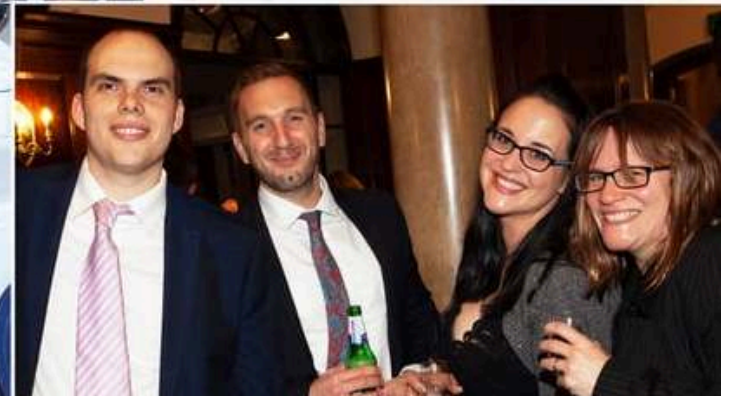
And this stand out year – hosted by one of of the comedy circuit's best stand-up comedians – was certainly one for attendees to remember.

Click on the arrow to the right for five pages of photos from the night

To view additional images and further information about the awards or to find out about how to enter in 2019, visit www.ifpawards.net.









THANK YOU FOR READING

THE INTERNATIONAL FUND AND PRODUCT AWARDS 2018