citywealth



2016 IFC

POWERWOMEN TOP 200

Stella Mitchell-Voisin
managing director
Summit Trust International

Introduction

IFC 2016

powerwomen

TOP 200

For the third consecutive year, Citywealth is honouring 200 of the most powerful women in government, private wealth, education, private client advisory and philanthropy across the international financial centres (IFCs).

Listed alphabetically by jurisdiction and last name, the list has been compiled from a number of sources. Part of the research was generated by last year's list and the 2016 edition of the Citywealth Leaders List. This was combined with recommendations from leading figures in the financial service industry, UHNW clients, charities and from a call for submissions.

We also bring you five interviews of high-profile female professionals in Bermuda, Dubai, Guernsey, Jersey and Switzerland. These successful women talk about their client work, significant achievements, and the latest trends in the private wealth industry.

The IFC Powerwomen Top 200 list focuses on influencers as well as professionals and celebrates powerful women from diverse backgrounds. It recognises women of achievement who are trailblazers in their field, helping to promote business excellence in their home jurisdiction and consolidating the reputations of the financial services industry globally. We would like to thank those of you who contributed to the research and invite you to take a look at our 2016 IFC Powerwomen Top 200.



Karen Jones
CEO

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Marcela Kunova
editorial assistant

+44 (0) 207 487 5858
mkunova@citywealthmag.com

Bahamas

Judith Whitehead
partner
Graham Thompson

"Judith's ability to offer practical strategic advice has been of enormous assistance to her clients who rely on her to co-ordinate their legal and personal affairs. She is regarded as a person of great integrity and handles emergency events faced by clients with extraordinary focus and emotional intelligence."



Michela E. Barnett-Ellis
partner
Graham Thompson

"Michela is an outstanding member of the legal profession in The Bahamas. She possesses superior skills as an advocate, has a sound commercial acumen and expertly analyses contentious legal issues."



Tanya R. Hanna
partner
Graham Thompson

"Tanya has been a professional colleague of mine for more than fifteen years. I can attest to her impeccable attributes as an individual as well as her integrity as a highly respected professional in the Bahamas."



The Honourable Glenys Hanna Martin, MP
Minister of transport and aviation
The Government of the Bahamas



Pamela Klonaris
consultant attorney
Delaney Partners



Shira Newbold
managing director
Intertrust



Heather Thompson
of counsel
Higgs & Johnson

"Heather Thompson is absolutely at the top of her field. She has been a pioneer in developing new ideas for wealth structuring and is well known for providing expert advice to persons in the wealth management arena where she is globally recognised as a thought leader."



Barbados

Tara Frater
partner
Lex Caribbean

"Tara has always demonstrated herself to be a pragmatic, reliable and responsive commercial and private client adviser. She has earned the loyalty of her clients by delivering practical solutions to what often are complicated multi-jurisdictional matters."



Belgium

Saskia Lust
partner
Loyens & Loeff



Simone Nudelholc
Avocat à la Cour de cassation
Liedekerke Wolters Waelbroeck Kirkpatrick



Bermuda

Helen Cooper
director
Conyers Dill & Pearman



Kimberley Durrant
UK representative for the Government of Bermuda
Government of Bermuda

"Kimberley has been the critical asset in London and Europe for Bermuda over the past eighteen months. She led the successful campaign to rebut allegations about her country's transparency and accountability. Her exceptional connectivity and relationships across the EU, the City of London and Whitehall are simply best in class."



Freya Giffen
head of Codan Trust Company
Codan Trust Company



Linda Longworth
managing director
Hamilton Trust Company

"Linda and her team provide excellent, efficient and proactive service. However, the thing that never ceases to impress me is her 'can do' attitude, be it a tight deadline or dealing with a problem. That, combined with her ability to communicate with clients in their terms, makes her someone who is always a pleasure to work with."



Fozeia Rana-Fahy
director
MJM Barristers and Attorneys

"Rana-Fahy represented my American client in a will construction dispute involving matters of first impression under Bermuda law. She impressed me as a thoughtful, creative and forceful courtroom advocate who can cut through complexity to focus the court's attention on the strength of her argument."



Vanessa Schrum
partner, head of private client and trusts
Appleby



Michelle Wolfe
managing dIrector
Meritus Trust

"Michelle Wolfe has led Meritus to a position of strength in the Bermuda marketplace. She is the ultimate fiduciary professional: a combination of fantastic technical ability, a deep understanding of the role of the fiduciary and a real appreciation of the dynamics of the modern wealthy family."



British Virgin Islands

Gwenyth D. Vanterpool
chief operating officer
Harneys Fiduciary



Arabella di Iorio
partner
Maples and Calder



Sheila George
managing partner, head of private client
Harneys





Michelle Wolfe
founding partner
Meritus Trust

Michelle Wolfe is a founding partner at Meritus Trust in Bermuda. Citywealth caught up with her to talk about new trends in the local trust sector and the advantages of working in an owner-managed trust company.

Interview

What is your role within the business?

I am a managing director and I see myself as the conductor ensuring that all the areas of the business are working together well. My background as a Canadian chartered accountant with a human resources Master's degree has provided me with the opportunity to work with some of the top financial institutions such as Coutts, Rothschild and Butterfield and gave me access to great mentors.

I am also involved with the industry sitting as Past President of the Bermuda Association of Licensed Trustees (BALT) and sit on the Bermuda Business Development Agency (BDA) Trust Focus Group. I spend approximately twenty-five percent of my time on industry initiatives.

What are common themes running through your client work?

Families want to preserve and grow their financial wealth but even more important to most of them is to preserve and develop the family human and intellectual capital. We spend a great deal of our time educating the next generation and implementing good family counsel governance. We are seeing more families setting up foundations and charities. Whilst setting up a solid structure is still an important consideration for families, they are more interested in protecting the wealth from problems including divorce, children or step-children. Trusts help transferring the wealth to the next generation.

Do you work with other wealth professionals?

We work closely with the legal, accounting and investment industry, as well as family offices, art dealers, real estate and insurance agents, or shipyards. As an independent trust company, we can select the best professional for the particular situation. We are always careful in our selection and perform extensive due diligence. We also like to have fun and our goal is to work with likeminded people. That includes the Meritus Team, the families and organisations we represent and advise. Being owner-managed means we have the flexibility to take on relationships that are a good fit.

What is the difference between a private trust company and a stand-alone trust structure?

In very simple terms, a private trust company (PTC) is the family's very own trustee company. In Bermuda, a PTC is very simply a company which is restricted to acting as trustee for the family's trusts. No license or exemption application is required. Bermuda was one of the first jurisdictions to develop and market this vehicle.

Are you seeing new trends in your client work?

As a company and indeed collaboratively as an industry, we have worked hard over the last few years to improve the awareness of our services and legislation to overseas advisers. Families and their advisers are rediscovering that Bermuda offers both traditional and innovative tools, together with decades of expertise to address these challenges.

In addition to seeing more interest in philanthropic structures, families are looking for additional value-added services that we like to put in our toolbox, including reputational risk management and cyber security management.

What do you like to do when you have time away from the office?

I love spending time with my two very athletic teenagers, enjoying music and whenever possible attending rock concerts. My other dream job would be as a singer in a band whilst riding my Harley Davidson.

> "Being owner-managed means we have the flexibility to take on relationships that are a good fit."

Michelle Wolfe,
founding partner, Meritus Trust

British Virgin Islands

Vanessa King
partner, head of commercial department
O' Neal Webster



Rachael McDonald
BVI managing partner
Mourant Ozannes

"Rachael is very responsive, practical and commercial in her approach and is a pleasure to deal with."



Cora S. Miller
counsel
Conyers Dill & Pearman

"I have worked with Cora Miller over the past eight years on numerous cross border client matters. She has consistently provided advice of the highest quality in an efficient, responsive and cost effective manner. She is not only extremely knowledgeable but she blends her expertise with a commercial view on the issues we have worked on, which has avoided unnecessary work and facilitated their successful completion."



Sharon Mungall
senior associate
Carey Olsen

"I have worked with Sharon both as a peer and as her client. She is extremely diligent and applies her legal expertise in a very commercial manner. Sharon has a great 'can do' attitude which, coupled with her personable nature, makes her a fantastic asset to any team."



Willa Tavernier
partner, head of property and business practice
O'Neal Webster



Cayman Islands

Fiona Barrie
chief operating officer
Elian



Monique Bhullar
senior counsel
Walkers

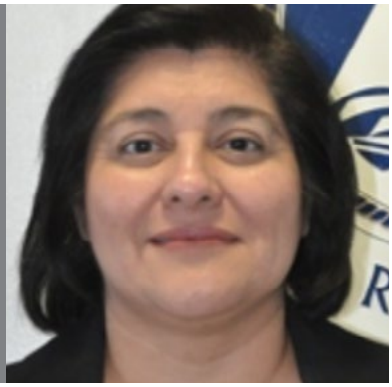
"It is a pleasure to work with Monique. She is an extremely bright, personable woman who provides responsive, precise conclusions to all complex trust issues. In a nutshell, she helps make our life that much easier."



Tamara Corbin
partner
Rawlinson & Hunter



Leticia Frederick
deputy head, fiduciary services division
Cayman Island Monetary Authority



Louise Groom
partner
Harneys



Ingrid Pierce
partner
Walkers

"Ingrid has both keen legal and business sense, a combination of which is essential in the hedge fund industry. Ingrid provides valuable insight at the structuring stage and is forward thinking in her approach. She is adept at addressing issues on a multi-jurisdictional basis and understanding the different nuances that result from multiple corporate regimes. Ingrid's guidance is essential to my ability to manage the legal issues I face."



Jacqueline Stirling
vice president and director
Bessemer Trust (Cayman)

Sheena Thompson
regional head of operational risk
RBC Wealth Management

"Sheena's intelligence and dedication is evident in her accomplishments. Her diligence, collaborative manner, strong leadership skills and positive disposition all transcend her professional life. She is an amazing individual."



Alexandra Woodcock
partner
Walkers

"Alex listens carefully to my questions and comments and responds quickly and clearly with analysis and advice aimed directly at the issue. She has an amazing ability to reduce complex issues into simple concepts that business people can understand."



Cyprus

Amalia Erotokritos
partner
Tassos Papadopoulos & Associates



Stella Kammitsi
partner, head of international corporate department
Chryssafinis & Polyviou

"Stella has extensive experience in corporate, commercial and banking law. She is a serious, studious, and capable person with the highest level of responsibility and dedication to any duties that are assigned to her and that she undertakes to pursue. She is a person of integrity and excellent character."



Liza Loucaides-Theophanous
managing partner
L Loucaides-Theophanous

"Liza's professionalism, knowledge, contacts and friendly approach have made our first property buying venture in Cyprus enjoyable and stress-free. We have no hesitations in recommending her to other prospective purchasers."



Emily Yiolitis
partner
Harneys Aristodemou Loizides Yiolitis



Marina Zevedeou
COO, co-founder
Aspen Trust Group

"Marina has an in depth knowledge of local legislation which enables her to provide comprehensive and compliant international tax planning advice. Marina is efficient, proactive and always willing to get on a call if required. Her highly personalised approach is what stands her apart from other service providers."



Dubai

Kerri Lefebvre
director, head of Dubai office
Conyers Dill & Pearman



Fiona McClafferty
senior manager
Deloitte Private

"I have involved Fiona with several clients since her arrival in Dubai two years ago. She gets on well with them, and takes time to clearly explain complex UK tax concepts to ensure that clients fully understand how these rules impact them. Her ongoing commitment to learning Arabic always goes down very well with local GCC clients."



Gibraltar

Cecilia Bravo
associate
Hassans



Emma Perez
CEO Gibraltar
SGPB Hambros

"Emma is a person of the highest integrity with very strong business acumen. Her contribution to the finance industry in Gibraltar has been crucial serving as president of the Gibraltar Bankers Association and currently sits in the board of The Gibraltar Financial Services Commission."



Guernsey

Angela Calnan
group partner
Collas Crill

"Angela is my first choice in non-contentious trust matters. She is responsive, client-focused and always looking for practical solutions. She has great personality and presence; she's dynamic, engaging, and highly commercial. She's a genuine pleasure to work with, and I recommend her highly."



Julia Church
director, trust and corporate services
Intertrust





Fiona McClafferty
senior manager
Deloitte

Fiona McClafferty is a senior manager in Deloitte's newly expanded GCC regional private client services team headquartered in Dubai. Citywealth spoke with her about her work with the Middle-Eastern clients, the impact of taxation on their investment abroad, and the life in the United Arab Emirates.

What are the main concerns your clients are facing?

Many families are concerned about the impact of taxation on their investments abroad, for example with the recent frequent changes to UK tax legislation with regard to UK residential property. We also see in the market an opportunity to help so-called delinquent US taxpayers regularise their position with the IRS. The widespread publicity surrounding FATCA is reaching the ears of those 'accidental Americans' as well as those who were not aware that US citizenship brings with it filing obligations to the Internal Revenue Service. Finally, the other main theme is succession planning and family governance. Increasingly families are witnessing the fallout from messy, acrimonious disputes about inherited property amongst their peers or neighbours and are keen to start thinking about how their wealth can be successfully transferred from one generation to the next.

How are global tax agreements influencing your work?

We are waiting to see the effect of Common Reporting Standards that should be implemented in January 2017. In a region where the family business reigns supreme in the economy, confidentiality can be key for some families, and the prospect of data sharing across borders ahead is anathema, bearing in mind that many residents, long-term expats included, are not used even to information being available to domestic regulators and authorities. This is less about secrecy, or an intention to avoid or evade tax, but is driven more by genuinely held concerns for confidentiality whether or not these are justified.

What do you see as the main challenges for the year ahead and what aspects of your work are most satisfying?

Throughout my career, I've met many people, from a wide range of backgrounds who are daunted by the concept and complexities of tax. I take great satisfaction from being able to allay their concerns, and translate tax rules into layman's terms. This aspect of my job has become even more important when working with clients who have always lived in a tax-free jurisdiction, and who are nervous about doing the wrong thing, making a mistake, or think a tax bill is going to be ruinous. I'm a strong believer in the idea that a happy life and preferred lifestyle should take priority over tax, for example if a complex and expensive structure provides the most optimal tax outcome. But if it requires a family to spend time apart, or restricts the number of days they can spend in a particular jurisdiction causing them to miss important events or family milestones, then to my mind, it's not worth it. Quite often clients start off with the intention of focusing on tax mitigation at all costs, but often change their mind when they are aware of the impact it could have on their family.

What do you do in your spare time?

I am taking twice weekly Arabic lessons, so these, and the associated homework are quite a commitment but one which I really enjoy. Otherwise, I love loading my bike into the back of my car and heading out to Al Qudra which is a dedicated 100km cycle track in the desert outside Dubai. There, you're almost guaranteed an oryx or camel sighting, and as the days get warmer, cycling at night under the stars amongst the dunes is a great counterbalance to the busy Dubai lifestyle. I also enjoy travelling, both around the emirates as well as around the region, visiting souqs, which are local street markets, wadis, which are desert valleys, forts, museums, beaches, and mountains. Top of my wish list is to visit the Nabatean city of Mada'in Saleh, a Saudi version of Petra, but possibly less crowded.

> "In a region where the family business reigns supreme in the economy, confidentiality can be key for some families, and the prospect of data sharing across borders ahead is anathema"

Fiona McClafferty,
senior manager, Deloitte

Shauna Clapham
director
Swoffers Limited

"Shauna has an intimate knowledge of the housing market and is respected by buyers and sellers as a trusted expert in the field. She is also an excellent ambassador for the island, attracting successful wealth-creating people to move here. Shauna epitomises the character of a successful and powerful woman in the most admirable way."



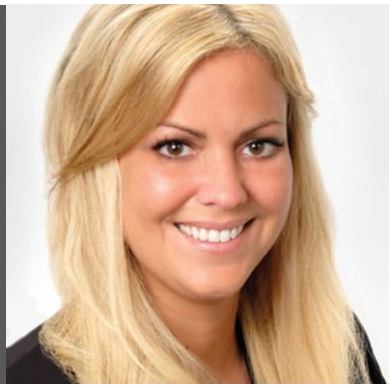
Karen Cleal
group director
Opus Private

"I have worked with Karen for over five years on a major account and have been thoroughly impressed by her commitment, excellent client service and ability to balance her professional and family life. She is one of the most organised people I know and can balance the weekly needs of her clients and family with an impressive precision."



Kate Clouston
director of international business development
Guernsey Finance

"Kate has highly developed interpersonal skills, her ability to present highly technical information to an audience in an entertaining yet serious manner. For an individual who works across multiple market sectors and has mastered some of the most technically demanding aspects of all of them, this is exceptional."



Andréa Daley Taylor
director
Trust Corporation International



Elaine Gray
partner
Carey Olsen

"Elaine is extremely knowledgeable, reliable, strategically incisive and above all pragmatic when dealing with the most complex legal matters. Utterly professional, she provides clarity, accessible conclusions and quick results. Elaine also possesses a quick wit and a warm personality making her approachable and a pleasure to work with."



Helen Green
director
Saffery Champness

"Since Helen has very strong soft skills, she is very good at establishing a rapport with fellow professionals. Accordingly, she is able to work effectively and collaboratively with other advisers to come up with strategic multi step solutions to highly complex issues. She does so with patience, clear thinking and good humour."



Ciara Gurney
director
Aquitaine Trustees



Bethan Haines
Treasurer
States of Guernsey



Rhona Humphreys
client services director
Imperium Trust Company



Natasha Kapp
partner
Carey Olsen

"Natasha is an extraordinary lawyer and an inspirational role model for women. Her dedication to her clients, responsiveness, tremendous knowledge of the law, strategic mind and ability to give practical guidance in highly complex situations leads me to seek her advice time and again."



Mandy Langmead
trust director
RBC Wealth Management - International

"My experiences of dealing with Mandy have been first class. She combines technical knowledge with great client handling skills, always seeking the best commercial outcome for her clients. She is a true pleasure to work with."



Karen Le Cras
partner
Carey Olsen



Jane Le Maitre
director
Intertrust

"Jane has always shown herself to be a rare breed in the private client world. She is able to combine a depth of technical knowledge on trust and tax matters rarely encountered outside of London with a commercial approach and top-drawer client skills showing both empathy and understanding."



Fiona Le Poidevin
CEO
CISE (Channel Islands Securities Exchange)



Kerrie Le Tissier
senior associate
Collas Crill



Alison MacKrill
senior associate
Carey Olsen

"Alison is very knowledgeable in her field. She is professional, helpful and extremely diligent. When working with Alison on client business matters, she has always been really responsive, especially so when dealing with tight deadlines. It has been a pleasure working with Alison and I hope to do so in the future."



Jessica Morris
director
Carey Trustees

"Jessica is the consummate trust professional. She understands the diverse needs of her clients and adds value through her insight and experience. Her knowledge and understanding of the needs and wishes of clients from the Middle East is particularly impressive. She is well respected by peers and clients alike and a pleasure to work with."



Alison Ozanne
partner, head of Guernsey Dispute Resolution team
Walkers



Lindsay Ozanne
deputy managing director
Butterfield Trust



Alison Parry
executive director
Butterfield Trust

"Alison's forward-thinking leadership and focussed, pragmatic management style resulted in significant strategic growth. Alison was committed to raising management standards by ensuring employees were motivated, engaged and understood our organisational goals."



Samantha Renouf
head of risk
Butterfield Trust



Emma Roberts
managing director
Rothschild Trust

"Emma combines her in depth knowledge of trusts with a large dose of commercial acumen and emotional intelligence. She is incredibly personable and a genuine pleasure to work with."



Jessica Roland
managing partner
Mourant Ozannes



Heidi Soulsby
President of the Committee for Health and Social Care
States of Guernsey

"A trained accountant, business owner and a highly successful politician, Heidi's intelligence, intellect and drive is reflected in the respect within which she is held by peers."



Haidee Stephens
managing director
Louvre Trust

"Throughout this period Haidee has not failed to demonstrate complete professionalism both in the good times and when matters have been more challenging. Haidee's knowledge of the fiduciary world is detailed, matched with an equal dose of pragmatism which is often essential in order to successfully develop business."



Laura Stockwell
commercial lawyer
States of Guernsey

"Laura is extremely knowledgeable and demonstrates a thorough understanding of Guernsey legislation. Laura also demonstrates a commercial approach and an understanding of the impact that the changes may have on business. She was committed to identifying the best outcome for practitioners, lawyers and other interested parties."



Lisa Vizia
director
Saffery Champness

"I have worked with Lisa for several years, and continue to instruct her and her very able team due to the high level of client service that they provide. They run several structures with professionalism, accuracy and responsiveness. Lisa understands the idiosyncrasies of the Middle Eastern clients that we collaborate on and her insight into their culture and drivers is invaluable."



Sally Wilkinson
managing director
Harbour Trustees

"I have known Sally for over twenty-five years and she is very professional yet with an extremely pleasing manner. She is an expert in trust and company matters and is a safe pair of hands."



Patricia White
managing director
Vistra

"Patricia White is a worthy leader in the fund industry."



Hong Kong

Elise Donovan
director
BVI House Asia

"Elise Donovan has played a pivotal role in building the reputation of the BVI as one of the world's leading International Financial Centres. She has represented the BVI with the utmost commitment, professionalism and knowledge; forging lasting relationships and trust in the BVI."





Patricia White
managing director
Vistra

Patricia White joined Legis, now Vistra, nine years ago, after working in the Cayman Islands and at Butterfield Bank in Guernsey. Marcela Kunova spoke with her about the challenge to develop what, at the time, was a little known fund administration practice, and the latest trends in the sector.

Interview

Tell me about your role as managing director?

As well as ensuring we are on track to meet our strategic goals I am involved in BD, sales, marketing activities and am a non-exec director on a number of funds and client companies. I also manage the day to day operation of the Guernsey office. No two days are the same which I enjoy.

What are you proud of?

Our growth. I have been part of the company for nine years, originally recruited in 2007 with the objective of growing, what was then, a very small fund administration business at $600k assets under administration (AUA) with revenues less than $1m and eight staff. The Guernsey team now comprises forty eight staff and AUA is in excess of US$12bn.

What are the advantages of being an independent fund administrator?

The advantage of being independent is the speed and versatility of decision-making, enabling us to adapt quickly to changes in market conditions. As part of a global service provider we now have the jurisdictional reach that was previously lacking.

What common themes do you see?

As a regulated industry the fund sector has seen a plethora of new local and international regulation. Corporate governance is also a significant theme as directors are more aware of the burden of responsibility in their roles.

Are you seeing new trends in client work?

There is more interest in private equity and real estate funds and less in traditional equity and fund of funds structures.

What aspect of your work gives you the greatest sense of satisfaction?

I get a lot of pleasure when I see young, ambitious members of the team develop their careers and earn promotions, often passing professional qualifications along the way. I enjoy building and retaining a strong team who are engaged, experienced, qualified and committed to client service.

How many women work on your team?

There are around twenty females in our team, a number of whom hold senior roles.

Is fund administration still a male-dominated sector?

The balance is gradually being addressed and there are a solid number of highly experienced professional women are increasingly occupying senior roles.

How can the financial industry be more inclusive of women?

I think that the industry is inclusive of women. It will take time for the full impact to work its way through the industry but it is moving in the right direction. Boards of directors are demonstrating a more balanced approach to the selection process with the demonstrable benefits of gender diversity on boards being a proven benefit in the approach and style of decision making.

"I think that the industry is inclusive of women. It will take time for the full impact to work its way through the industry but it is moving in the right direction."

Patricia White,
managing director, Vistra

Hong Kong

Katie Graves
registered foreign lawyer
Withers



Mimi Hutton
of counsel
Withers

"Mimi is passionate about her work and clients and excels at handling the give and take between technical tax issues and personal family dynamics. Many of her client relationships stretch back in time to Mimi's early years in Hong Kong highlighting the trust and confidence she has built up with clients over the years."



Melanie Ison
managing director
Nerine

"I have always found Melanie to be an exceptional trust officer. She is intellectually sophisticated and understands complex and bespoke trust structures – both new and existing. She is efficient and effective in terms of client take on and ongoing process and administration. She is also a team player and a pleasant person to work with."



Wendy Lee
vice president
Intertrust Hong Kong

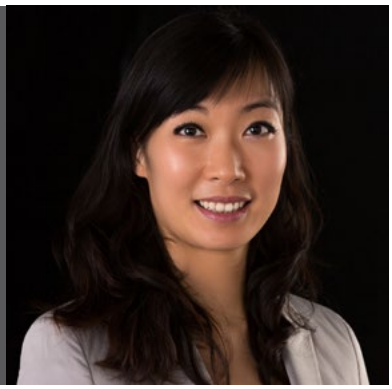
"Wendy Lee is a true thought leader, possessing that rare combination of intellectual and emotional intelligence. She has an outstanding knowledge of corporate law and always provides critical and valuable advice."



Jacqueline Loh
senior director
HSBC Trustee

Silvia On
legal director and registered foreign lawyer
Stephenson Harwood

"As an outstanding adviser to both individuals and families for estates and succession planning with her vast technical knowledge, her approachable personality and ability to converse in three different languages definitely makes her one of the preferred legal professionals for dealing with convoluted family matters spanning across generations."



Denise Wong
partner
Walkers

"Denise is highly-regarded by her peers and widely considered a leading authority in the offshore funds space. She is a consummate professional who exercises exceptional judgment and character at all times. She understands the commercial realities and offers practical business oriented solutions."



Frances Woo
managing director
Appleby



India

Soumya Rajan
managing director and CEO
Waterfield Advisors



Ireland

Nora Lillis
partner
William Fry



Susan O'Connell
partner
O'Connell Brennan



Sasha Wiggins
CEO
Barclays Bank Ireland

"Sasha is a highly motivated individual who brings boundless energy and enthusiasm to her organisation. She is always responsive to both clients and staff and has an intuitive ability to deliver outstanding results based on sound judgement. Unflappable in a crisis, Sasha is always able to filter information and find the optimum solution."



Isle of Man

Sheila Dean
global chief executive
Equiom

"Sheila's biggest strength is her ability to inspire the Equiom team to consistently perform at their best. Sheila has maintained a culture of support and encouragement at Equiom throughout a period of substantial exponential growth – a sign of a great leader. Her passion is infectious and she is incredibly well respected."



Katherine Ellis
business development director
Boston Group

"Katherine is both professional in style and approach as well as being technically knowledgeable in her field of expertise. Add to this her personable manner and her 'can do' approach to each new challenge brought, I would have no hesitation in recommending Katherine for fiduciary and trust related advisory work."



Annemarie Hughes
partner, head of trusts and private client
DQ Advocates

"Annemarie Hughes provides not only speedy service but detailed and proactive solutions for our trust and company needs. We receive good value for money and access to other advocates at DQ where there is overlap in matters where other legal input is required."



Helen Woods
managing director
Equiom Solutions



Israel

Chana Salomon
partner
BDO Israel

"Chana is one of the most distinguished professionals, combining brilliance, creativity and successful initiatives in delivering sound solutions."



Shira Shine
advocate and senior partner
Michael Shine & Partners



Jersey

Gillian Arthur
director
Sanne Philanthropic Foundation



Farah Ballands
CEO
Estera

"Aside from knowing Farah personally for very many years I have had the benefit of dealing with her professionally for more than a decade. Over that time, Farah has assembled a highly respected, multi- jurisdictional, fiduciary and trust administration division at Estera, which is considered one of the leading providers in the sector."





Farah Ballands
CEO
Estera

Farah Ballands, CEO, Estera, talks to Marcela Kunova about her role at the new operation formed from the former Appleby fiduciary business.

Interview

Tell me about your new role as chief executive of Estera?

I oversee our fiduciary and administration business across ten jurisdictions including Bermuda, the British Virgin Islands, Cayman, Guernsey, Hong Kong, Jersey, the Isle of Man, Mauritius, the Seychelles and Shanghai. That business is broken down along four service lines: corporate, trusts, funds and accounting.

How did you get to where you are today?

I joined Estera, formerly Appleby, as a partner in 2003 and become the global head of the fiduciary and administration service practice group when law firm Bailhache Labesse merged with Appleby in 2006. As our business has grown, my responsibilities have increased and a key aspect of this has been the identification and implementation of new business initiatives for our group. Most recently, I led the management buyout of Appleby Fiduciary Business from the Appleby Group, backed by private equity business Bridgepoint. The buyout completed in December 2015 and led to our rebrand as Estera in April 2016.

Which jurisdictions do you find yourself working in most often?

Each of our jurisdictions presents its own unique selling point, which allows us to cater to the needs of our clients. We work with international clients and we were among the first international businesses to be permitted to provide offshore fiduciary services from our Mauritius and Shanghai offices, so we are well positioned to service our clients based in Asia and Africa.

Do you cross into the area of philanthropy when advising your UHNW clients?

Yes, often we have clients who wish to use part of their wealth to help a good cause. Sometimes they support existing charities, or they might want to establish a new charitable foundation. Either way, we are there to help.

Are you seeing new trends in your client work?

The focus is now very much on success planning involving private trust company structures set up for families and other groups who share a common interest. Foundations are also regularly used by our clients in civil law jurisdictions where the concept of a trust is not so familiar, or by those private clients seeking a wealth management company that will be recognised in their home jurisdiction.

What aspect of your work gives you the greatest sense of satisfaction?

We have some fantastic clients and employees who really are the stars of our business and I much enjoy the collaboration that allows us to achieve our goals.

How do you relax when you have some time off?

The last twelve months have been extremely hectic so there has been little chance for rest. However when I do get the opportunity for some downtime, I love nothing more than spending time with my family and friends, and enjoying some of the great outdoors that the beautiful island of Jersey has to offer.

> “I led the management buyout of Appleby Fiduciary Business from the Appleby Group.”

Farah Ballands,
CEO, Estera

Jersey

Heather Bestwick
non-executive director
Equiom



Cora Binchy
partner
Stonehage Fleming

"Consistently impressive, Cora is always 'on the case', capably progressing cross-border matters for global families. She has the experience, confidence and force of character to challenge and stress-test advice, and leads a team that operates at a high level. Cora is an ambassador for IFCs and their role for family offices."



Louise Bracken-Smith
managing director
Fairway Trust

"As a key member of the Fairway leadership team, Louise has been instrumental in the consistent growth of our fiduciary services business. She has been able to demonstrate keen technical knowledge in combination with sound commercial judgement to deliver successful results."



Christine Brown
director
LGL Trustees

"Christine is always a pleasure to work with. Completely committed to her clients and diligent in all she does, I have no hesitation in recommending her for the Citywealth IFC Powerwomen Top 200 list."



Barbara Corbett
partner
Benest Corbett Renouf

"Barbara Corbett is an exceptional lawyer. She is genuinely kind, supportive and sympathetic. Her attention to detail, pro-active strategies and prompt responses avoided conflict in a complex fragile situation. Her wisdom, diplomacy, sense of perspective, intuition, well-tuned sense of timing and mediation skills facilitated a successful outcome."



Julie Coward
client service director
First Names Group



Siobhan Crick
director, private client
Sanne Group

"Siobhan always goes the extra mile for her clients and is an absolute pleasure to work with. Her extensive knowledge, attention to detail and calm manner make her the go to person for bespoke private client structures and she stands out as someone who gets things done and makes complicated arrangements appear simple."



Clare Crockart
associate director
First Names Group



Emma Dantec
director
UBS Trustees (Jersey)

"Emma is excellent at identifying the issues on which advice is required and coming up with strategies from a commercial perspective to achieve the best results for her clients. She leads a large number of staff and all of Emma's colleagues with whom I have worked have had nothing but respect for her."



Felicia de Laat
partner
Mourant Ozannes

"Felicia is a trusted adviser who provides invaluable input and support on a variety of very challenging subjects. Her wealth of knowledge coupled with her insightful and pragmatic advice is of enormous benefit in our decision-making. Felicia is highly recommended."



Powerwomen Club



Citywealth Powerwomen Club is a group of senior women with more than ten years' experience in the wealth sector. It offers a space to share new ideas on empowering women in the financial industry.

The group meets four times per annum in London. High-profile speakers are invited at each event to talk about topics suggested by the members.

If you're interested in becoming a member of Powerwomen Club
contact Marisa Barton at mbarton@citywealthmag.com

Sally Edwards
partner, head private client and trusts
Ogier

"I have worked with Sally for many years and have always found her professional, efficient and technically able. She is also excellent at thinking strategically and finding solutions to problems whilst providing clients with reassurance that their needs and concerns are being met."



Helen Gale
partner
Deloitte



Jen Geddes
managing partner
Rawlinson & Hunter

"Jen leads by example with her strong technical knowledge complemented by a commitment to putting her clients first whilst providing them with the very best objective advice. She has a strong professional and personal relationship with those who have entrusted their wealth to her stewardship."

Karen Grieve
associate director
Volaw Group

"I have known Karen for many years since she started as a junior. I have seen her grow and she is now responsible for our overall relationship. She is extremely service-orientated, commercial and understands the issues. She has dealt with complex matters very well and I recommend her for this award."



Sarah Hanna, ACIB TEP
executive trust director
Kleinwort Benson

"Sarah is a highly experienced and thoughtful fiduciary services director with a long track record of finding pragmatic solutions to day to day challenges."



Saffron Harrop
director
JTC Group

"Saffron has a wealth of experience, excellent leadership skills and is truly committed to the industry. These, along with her exceptional people skills, have enabled her to achieve successful partnerships and deliver a first class service to our clients."



Helen Hatton
managing director
BDO Sator Regulatory Consulting



Zillah Howard
partner
Bedell Cristin



Wendy Inns
associate director
Minerva Trust

"Wendy is an incredibly hardworking professional whose professional ability and knowledge completely encompasses the bigger picture. Her well thought out, measured, caring approach enables issues to be understood and progressed with new found confidence. All of this with a smile, humour and approachability no matter what."



Sarajane Kempster
private client director
RBC Wealth Management

"If ever there were a paradigm Powerwoman, it is Sarajane. I have seen her with clients, advisers and peers. Sarajane forges remarkable relationships with her clients. She is fiercely loyal to them and they love her. Advisers are impressed. Peers are in awe."



Carol-Ann Le Boutillier
senior associate
Hatstone Lawyers

"Carol Ann, who has an extensive knowledge of family trust matters, is a valued adviser to our family office. I have worked alongside her for twelve years. She is very client-focused and her legal advice is always timely, thorough and practical. She is extremely approachable and supportive of colleagues."



Liz Le Poidevin
director, fiduciary management
RBC Wealth Management

"Liz brings a wealth of experience to her role as an offshore trustee, giving 110% to her work with HNW and UHNW families. Her special talent lies in her ability to combine creative strategic thinking with an innate emotional intelligence. This inspires loyalty and appreciation from clients and professionals alike."



Joanne Luce
managing director
Aqua Group

"Joanne and the Aqua team are well qualified, have integrity and are driven to demonstrate the importance of effective management to create significant advantage for their clients, which in my experience, can be a rare commodity in the offshore world."



Hilary May
director, fiduciary management
RBC Wealth Management

Gail McCourt
head of client experience
RBC Wealth Management

"Gail combines a high degree of professionalism with an ability to get things done. She is a fantastic team player and always a pleasure to work with. With a straightforward no-nonsense approach, Gail can effectively bring resolution to complex and often unnecessarily complicated situations. And always with a smile."



Sarah Mullins
director
Aqua Group



Katherine Neal
managing associate
Ogier

"Katherine provides consistently competent advice, with her keen legal intellect matched by the clarity and precision of her drafting. These qualities, along with her good humour and unfailing support, make her a pleasure to work with. Katherine can safely be regarded as one of the need-to-know lawyers in Jersey."



Helen Ollivro
head of financial intermediaries Jersey
UBS AG

"Helen has been our main client relationship officer for nearly a decade now. In all this time, she has consistently demonstrated the highest degree of professionalism. Helen is always prompt to respond to us and she is always considerate of our requirements."

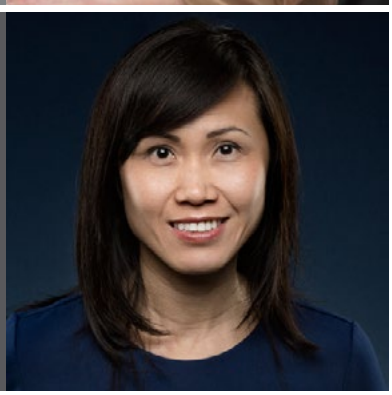


Jane Pearce
managing director
Vistra

"I have been very impressed by Jane, having worked with her in different capacities over the last ten years. Not only is she excellent on detail and acutely aware of the technical aspects relevant in the asset management context but she is also incredibly commercial and understands the client's needs."



Prapa Pearce
director
Bedell Trust



Pamela Pitcher
motivational coach
Pamela Pitcher Consulting



Kathryn Purkis
barrister
Serle Court

"I appeared against Kathryn in a factually and legally complex piece of Jersey litigation involving very hostile Russian parties. She played a tricky hand with calm intelligence and attractive, authoritative submissions. The court always listens when Kathryn speaks, and often it learns too. Her advocacy is all the deadlier for being delivered with such courtesy."



Sophie Reguengo
senior associate
Walkers

"Sophie has always provided sensible, astute legal advice on Jersey matters in a professional and engaging manner. Her technical ability has enabled our two firms to provide the kind of solutions our clients demand and I would have no qualms in referring her services to others in need of Jersey investment fund advice."



Siobhan Riley
partner
Carey Olsen

"Siobhan is well-connected and well-regarded in the local and UK marketplace. Siobhan is technically excellent and also equally importantly she communicates well and has a great sense of humour, which is helpful to diffuse the tension when dealing with complicated issues. There is no better trust lawyer in Jersey."



Naomi Rive
chief trust officer
Coutts & Co Trustees

"The combination of Naomi's first class legal knowledge and reasoned practical approach makes her stand out as a trustee."





Gaenor Bagley of PwC (left) introduced the attendees to her efforts to achieve diversity in her company. With Liz Henson, PwC, and Kate Jolly, Briars Group.

Debunking gender myths

The Citywealth Powerwomen Lunch took place on 7 March at private members' club 12 Hay Hill in London, just in time to celebrate International Women's Day. The event welcomed a range of women from across the private wealth industry, as well as speakers who included Dr Muna Jawhary, coach and author of Women and False Choice: The Truth about Sexism: How to Fight Sexism in the Workplace; Dr Gina Heathcote, chair of the Centre for Gender Studies, SOAS, University; Dr Almuth McDowall, senior lecturer, Birkbeck University; Gaenor Bagley, head of people, PwC; and Bonita Norris, the world's youngest person to reach the summit of Mount Everest and the North Pole.

After an informal networking breakfast, Muna

Jawhary shed some light on the myths about women and men and talked about what holds women back from reaching their full potential in the workplace. She said: "Many believe men and women are fundamentally different human beings. For example, women are often viewed as carers while men are considered to be agentic or natural leaders."

Jawhary said that "another common belief is that masculinity and femininity are mutually exclusive, so men have no feminine attributes and vice versa. But perhaps the most dangerous myth many still buy into is that masculinity is superior to femininity." Jawhary went on to explain that because of these myths, the workplace is still designed in masculine terms. Given that our societies invariably assign the childcare to women, this means the workplace is biased against women. "The workplace needs an urgent redesign and the single most important aspect of any new design should remove the care bias," added Jawhary. "Equally, we have to remove the stereotype that it's women who should care. It robs them of their ambition."

But, as she pointed out and many attendees confirmed from their own experience, there are two sides to sexism. Several studies have shown that flexible work is thought of as something for women with children and men worry about perceptions if they take paternity leave. There is a belief that working part-time and caring for children is not something 'real men' do. Helping fathers to adjust their workload and encourage them to care for their children is just as, if not more, important than promoting women into leadership roles.

The audience then listened to Dr Almuth McDowall, senior lecturer at Birkbeck University, who was talking about her behavioural pay research on business leaders. She found that pay was not the ultimate motivator and that primarily employees just wanted to know they were being paid at the same level as their counterparts. She said, "I see no evidence why we should have a 'war on talent,' there is so much untapped female talent in all of the organisations I work with. We just need sponsors to encourage them to step forward."

McDowell was followed by the youngest female climber of Mount Everest, Bonita Norris, who gave an inspiring talk on conquering fear in order to reach the summit. She said that taking one step at a time, helped her during the many frightening situations she encountered. Small steps it turned out were important in driving her forward and it was something she took away from the experience to help others in life. After Norris's speech, Gaenor Bagley, head of people at PwC, spoke about her efforts to roll out a diversity programme at PwC. Her main point spoke more to the struggle of implementing change than it being strictly a diversity or gender issue.

Liz Henson, private client tax partner at PwC, who chaired the Second Powerwomen Summit committee, said about the event: "We discovered that often our roles as women in both the business arena and life are based on preconceived stereotypes and often incorrect notions of what women are. We all have masculine and feminine sides and these are in no way related to gender."

> "Women are often viewed as carers while men are considered to be agentic or natural leaders."
>
> **Muna Jawhary,**
> author and coach

Jersey

Helen Ruelle
partner
Mourant Ozannes

"Helen is an exceptional employment lawyer providing first class legal advice across a wide range of subjects. Helen is also fully engaged in the community and is chair of the employment forum and the Jersey Community and Relations Trust, a body set up to eliminate discrimination and achieve equality in the community."



Lisa Springate
partner
Bedell Cristin

"Lisa's strengths are her communications skills, client handling and attention to detail. The expert advice she provides is very detailed and she considers all potential aspects."



Liz Taylor
director, fiduciary management
RBC Wealth Management

"Liz is an extremely talented professional in the industry. She has very strong technical skills but is also hugely practical and works hard to deliver an excellent service as trustee to the families she looks after. Liz is also very personable and it is always a pleasure to work with her."



Heather Tibbo
director, family office services
Crestbridge

"Heather has an incredible amount of international private client experience and undoubtedly adds significant knowledge and expertise to the industry. Working with someone of Heather's calibre ensures you are in the most accomplished hands."



Kathryn Tully
partner
Rawlinson & Hunter



Charlotte Valeur
managing director
GFG

"Charlotte's approach is highly professional, pragmatic and collegiate, not only with her fellow board members but also with the various related third parties who work alongside the board. Her passion and dedication has an infectious effect on those who work closely with her."



Ann Marie Vibert
managing director, sales and relationship management
RBC Wealth Management



Julia Warrander
co-CIO
Affinity Private Wealth

"Julia is an extraordinary professional financial adviser. While I had a broad range of financial experience, I had no hesitation in giving Julia full discretion in managing my financial affairs. In fact, my switch to Affinity was entirely based on my appreciation for her skills and commitment."



Lorraine Wheeler
client services director
First Names Group

"Lorraine provides exceptional client service. She is very responsive, proactive and makes herself and her team available to deal with urgent matters and to provide a first class client experience. This is always done with the utmost integrity, a real interest in and understanding of their clients, and a great sense of humour."



Fiona Whitehead
executive director
Coutts & Co Trustees

"I have worked with Fiona Whitehead on a number of difficult, high value and technical trust matters. Fiona is calm, measured and very impressive technically. She is excellent with clients and team members alike, both of whom trust and value her input. She is a credit to her organisation and the industry and a pleasure to work with."



Luxemburg

Sandrine De Vuyst
head of private banking
ING Luxembourg



Katia Gauzès
partner
Clifford Chance



Simone Retter
attorney
Retter Attorneys



Inessa Wendland
executive
Deynecourt



Malaysia

Nicole Fiona Wee Sue-Ren
partner, head of probate and family practice
Chooi & Company



Malta

Rosanne Bonnici
partner
Fenech & Fenech

"Not only does Rosanne have extensive knowledge of the technical options available to clients wishing to consider Malta as a jurisdiction through which to structure their affairs, she gives commercial and practical advice which clients and their advisers greatly appreciate."



Laragh Cassar
partner, head corporate and finance
Camilleri Cassar Advocates

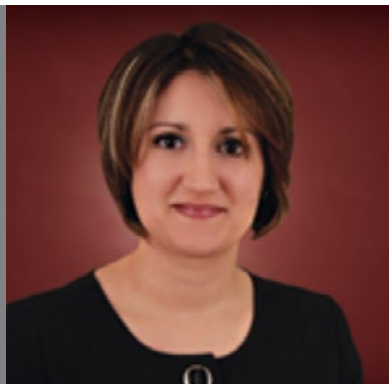


Annalise Micallef
partner
Micallef & Associates

"Annalise is unlike many notaries that I have met. She is very practical but also hugely knowledgeable about the wider commercial issue of the law and the environment that her clients are operating in. Her help to us in relocating to a new country was invaluable. She has also been inspirational in her promotion of Malta as a jurisdiction throughout Europe."



Dr. Priscilla Mifsud Parker
partner
Chetcuti Cauchi Advocates



Geraldine Noel
partner
Acumum - Legal & Advisory

"Geraldine Noel introduced me to the international field of law and mentored me with her extreme attention to detail and precision, as well as utmost dedication to any task at hand. When she set up her own firm, I saw the same dedication and integrity that is so characteristic of her."



Mauritius

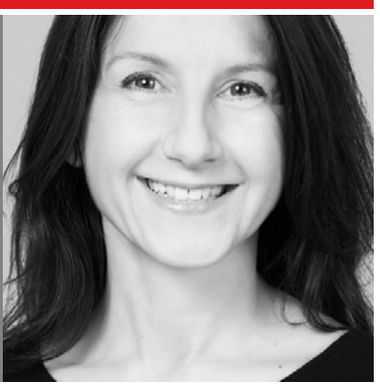
Rizwana Ameer Meea
CEO
Sphere Management



Monaco

Joanne Chappell
private client director
Barclays Wealth and Investment Management

"Despite numerous approaches from private bankers I have never considered moving my business. In fact, to continue having Joanne as my private banker, I have moved my business to follow her when she moved to a new company. Joanne understands her client's needs, is proactive in making value added proposals and her customer service ethic is exceptional."



Netherlands

Nathalie Idsinga
partner
Arcagna

"Nathalie is an exquisite tax adviser with an incredible amount of knowledge in her field. She is smart with years of experience, very proactive and responsive. When looking for a trustworthy adviser who is keen on finding a suitable and sustainable solution, I would highly recommend her."



Dr Ineke Koele
founder, attorney at law
Koele PC

"I have a lot of respect for her creativity and grit. No challenge is too big for her. She always puts her clients first, is sensitive to their issues, and is result oriented. She thinks and acts quickly. She's also an excellent communicator, whatever the medium, and she's very convincing."



Singapore

Tan Bee Lian
senior executive director
TSMP Law Corporation



Deborah Barker SC
managing partner
Withers KhattarWong



Jasmine Chew
partner, funds and investment management
Rajah & Tann



Stacy Choong
partner
Withers KhattarWong



Kai Yun Wong
co-managing partner
Chia Wong



Ee Lin Chan
co-founder, director
RHT Family Office

"I have always found Ee Lin to be target-driven, practical and very inspiring. She also imparts her knowledge from years of experience to those around her and never fails to marvel me with her professionalism, meticulousness and for being just indefatigable."



Britta Pfister
head of wealth planning Asia Pacific
Rothschild Trust

"Britta Pfister uses her considerable skill and experience to lead a team with humour and dedication, and with a genuine understanding of the real needs of her clients. She is a sensitive and highly competent leader of family retreats that help families move towards solid and effective family governance."



Laura Rogers
partner
Walkers

"I have always been highly impressed by Laura's utmost professionalism and technical competency on legal matters. She is also blessed with an engaging personality and she has been instrumental in facilitating the warm relationship our firm enjoys with Walkers."



Christine Tan
executive director, trust services
Vistra

"Christine's key professional advantage is her approach to client relationships. She is one of the few senior professionals that appears to be genuinely unaffected by business pressures. Christine is always calm, measured, engaging and committed to helping."



Joanna Yap
partner
Withers KhattarWong



Stefanie Yuen Thio
joint managing director
TSMP Law Corporation



Switzerland

Caroline Delétra
counsel
Lenz & Staehelin



Kecia Barkawi
CEO and founder
VALUEworks AG

"It is a real pleasure to work with Kecia and her team. She has created a special atmosphere that enables clients and advisers to express concerns and bring up ideas in an open manner. Her experience enables her to deal with people from various backgrounds, nationalities and cultures professionally but without losing her warm familiarity."



Frédérique Bensahel
avocate associée
FBT Avocats

"Bright and personable. A dynamic combination."



Cécile Berger Meyer
partner, head of real estate
Lenz & Staehelin



Olga Boltenko
partner
Withers





From left: James Penny of Barclays, Sheila Dean and Nicola Gott of Equiom - gold winners of the Company of the Year Female Leadership (Large, Institutional) Award, and event host Frances Edmonds.

Powerwomen Awards

The Powerwomen Awards highlight the female leaders in the private wealth industry and celebrate individuals and companies who support caregiving responsibilities, female leadership, and promote diversity. The awards also create a platform for best practice and positive social influence on the sector.

Every year, the event attracts over 180 attendees from blue-chip wealth management organisations. Attendees this year included Citi Bank, Credit Suisse, Deloitte, KPMG, PwC, RBC, Stanhope and UBS.

Join us on 8 February 2017 for the Powerwomen Awards gala in London, hosted by British TV presenter Mark Durden-Smith.

For enquiries and ticket booking, please contact Calin Lapuste at clapuste@citywealthmag.com

Bernadette Bopp
director
Rawlinson & Hunter



Maria Canals de Cediel
managing director, head of wealth advisory
Quilvest

"Maria has accumulated great experience of wealth and estate planning issues and always applies her extensive knowledge with much common sense and long term vision in the best interest of the clients. She also follows the latest developments in a broad spectrum of fields and endeavours to identify the future trends that may affect her clients."



Annick Chambost-Sluijs
executive director
J.P. Morgan



Caroline Clemetson
head of banking and finance group
Schellenberg Wittmer



Sibilla Cretti
attorney at law
SGC Avocat

"Dr. Sibilla Cretti is a highly regarded and respected tax expert among peers, in Switzerland and abroad, as well as tax authorities in Switzerland. I have always admired her high technical skills, her complete dedication to clients, her calm and reflected approach of very complex tax and legal issues."



Nicole Curti
partner, group COO
Stanhope Capital

"Throughout the years, Nicole has been an invaluable resource for me, helping me manage the firm and pursue our international expansion. Simply put, I think Nicole is one of the best professionals in the industry."



Diane de Galard Terraube
director
SAGA Investment

Annemarie de Wit
founder, director
Reliance Trust Company



Louisa Douglas Home
solicitor
Withers



Belinda Ferré
team head UK, Asia and external trusts
Bank J Safra Sarasin

"Belinda is a leading figure in the Swiss private banking market. She consistently blends a very professional and friendly service. Her strong relationship management skills enable her to deliver a bespoke approach which is highly valued by her clients."





Belinda Ferré
managing director and team head external trusts, UK and Far East Bank J. Safra Sarasin

Belinda Ferré talks to Marcela Kunova about remaining confident in the UK's ability to continue to remain a global financial power in the aftermath of the Brexit vote.

Interview

Tell me about your time at Bank J Safra Sarasin?

I have been with the bank nineteen years and the majority of my team members have been with me anywhere between eight and fifteen years. This stability enables us to work closely with our clients and trustees with a long-term objective.

How has your work changed over the years?

Originally our team's main focus was private UK and Asian clients, but as many of the clients and families we looked after had trust structures, we added an additional part to the team in 2003. This enabled us to offer a team of experienced staff dedicated to trustees wanting custody in Switzerland. Even the best trust structure can be weakened by a banker who doesn't truly understand trusts.

Are your clients concerned about Brexit?

Generally our clients have been very calm with the subject of Brexit, remaining confident in the UK's ability to continue to remain a global financial power.

What other concerns do your clients have?

Clients have become comfortable with transparency, however with the Common Reporting Standard there are a lot of concerns about who will report what to whom, and how in the end this information will be protected from misuse.

What's the secret to your professional success?

Hard work, tenacity, and always knowing who is better than me in something and going to them for their support and guidance. You can't rush experience but you can definitely benefit from the wisdom of others.

You lived in the US for a long time. What major differences do you see between the US and Switzerland?

In Switzerland we have a global approach to service and investments, whereas the US banks are often more USA investments and US Dollar focused.

Do your clients get involved in philanthropy?

Yes. Philanthropy is also an active part of Swiss culture, so we see many charities, as well as clients preferring sustainable investments.

How do you unwind after a long day?

Homework with my thirteen-year-old daughter and cooking.

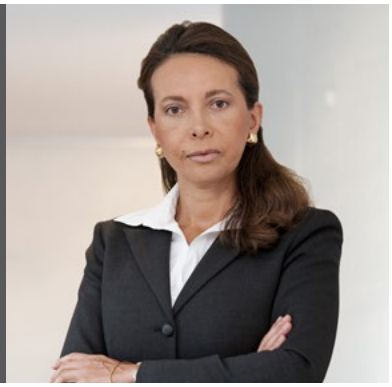
"Our clients have been very calm with the subject of Brexit, remaining confident in the UK's ability to continue to remain a global financial power."

Belinda Ferré,
managing director and team head external trusts, UK and Far East, Bank J. Safra Sarasin

Switzerland

Patricia Guerra
partner, head of private clients Zurich
Meyerlustenberger Lachenal

"One of the most important women in wealth."



Tara Hopwood
trust officer
Summit Trust International



Judith Ingham
partner
Withers



Stephanie Jarrett
partner
Baker & McKenzie



Justine Markovitz
partner, head of Swiss operations
Withers



Clare McPartland
senior trust officer
Summit Trust International

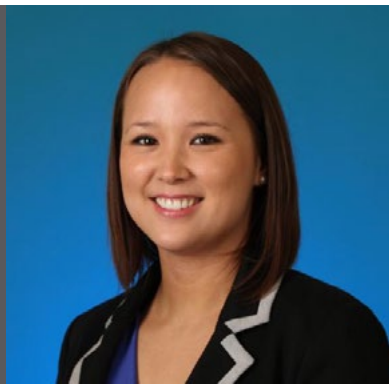


Stella Mitchell-Voisin
managing director
Summit Trust International

"Stella has great knowledge of legal and investment management matters and provides first class guidance. Thank to her fantastic communication skills, she quickly gains the confidence of beneficiaries. The service is always delivered with her signature smile, charm and buckets of energy."



Joanne Morse
senior trust administrator
Summit Trust International



Natalie Peter
attorney-at-law
Staiger, Schwald & Partner



Leila Pillonel
client services director, team head, Geneva
Salamanca Group



Caroline Piraud
head of philanthropy services
VALUEworks AG



Dr. Claudia Sieber Peyer
managing director
Bank Vontobel

Sabine Simkhovitch-Dreyfus
partner
Cabinet Mayor



Ariane Slinger
CEO
ACE International

Anna Steward
senior wealth planner
Rothschild Trust



Nathalie Sutter
partner, member of the executive committee
office managing partner Basel
Kendris



Clare Usher-Wilson
director, family office services
Summit Trust International

"Clare is very client-focused, always considering the best approach or solution for her clients. She is experienced and technical whilst able to explain things in a straightforward way so as to ensure clients understand the full ramifications of the steps they are taking which can be fairly complex."



Tina Wüstemann
partner
Bär & Karrer

"Tina is hard working, tenacious on behalf of her clients, well rounded, solution oriented and a pleasure to work with, respected by colleagues and adversaries alike."



Marie-Noelle Zen-Ruffinen
of counsel
Tavernier Tschanz



Joëlle Zumoffen-Fruttero
associate
Cabinet Mayor

