

BEST PRIVATE BANK FOR SOCIALLY RESPONSIBLE INVESTMENT

BEST PRIVATE BANK FOR GROWTH STRATEGY

LGT

After several years of knocking at the door, the LGT group has burst into the inner circle of global award winners in dramatic fashion, scooping accolades for both socially responsible investing and growth strategy. The growth strategy award is mainly quantitatively based, supported by Scorpio's analysis of all major private banking groups' KPIs.

As the world's largest private banking and asset management group wholly owned by a single family, running \$132bn for its clients, LGT says it has garnered inflows of around \$40bn during the last five years. Growth has been particularly impressive in both Switzerland and Asia.

Back in 2014, LGT bought a portfolio worth of Swiss private banking assets, held by clients in Europe, Africa and Latin America, from a de-risking, downsizing HSBC. LGT says one of the highlights of 2015 was the successful integration of this portfolio, worth more than \$7.7bn, and the

70 staff who serviced it. All of the relationship managers chose to stay with LGT, says the bank, which claimed an asset retention rate of 85 per cent.

But LGT has also been busy recruiting staff in the Middle East, having added 12 client advisers to its local team in Dubai during 2015, doubling the number of relationship managers employed by the bank in the region.

Clauses relating to investment centred around environmental and social responsibility (ESG) have been enshrined in LGT's investment strategies since 2003. Funds have been screened to detect companies with the highest ESG risks, while those companies with business models friendliest to ESG criteria have also been more likely to be included in investment portfolios.

Since 2007, LGT says it has supported more than 50 social enterprises and non-profit organisations, reaching 3.8m less advantaged people.

Meet the judges

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