

Rising stars of the wealth industry

By David Bain

Grey hair and decades of experience are often thought of as the necessary qualifications for a wealth adviser. But a new generation of youthful professionals is emerging.

Wealth Bulletin asked readers to nominate the best. The full list of 40 Rising Stars is available at www.wealth-bulletin.com



Boris Collardi, chief operating officer, Julius Baer private bank

Collardi, 33, has risen to be chief operating officer at one of Europe's biggest private banks, Julius Baer. Despite lacking a university degree, he moved swiftly through the ranks at Credit Suisse before joining Julius Baer in 2005. He is regarded as a future chief executive of a big Swiss private bank. Collardi is modest about his ambitions: "I'm happy where I am and will be for some time," he said. But few believe Collardi will not progress further up the ladder of European wealth management – and soon.

Burkhard Varnholt, chief investment officer, Bank Sarasin

Varnholt, 39, was recruited from Credit Suisse late last year to be Bank Sarasin's chief investment officer and is seen by contemporaries in Switzerland as one of the top investment specialists in wealth management. A regular on the European conference circuit, the German national backs up his investment knowledge with serious academic credentials, including a doctorate in economics from the University of St Gallen and lectureships at the Massachusetts Institute of Technology and the Stern School of Business at New York University. Beyond the workplace, he has set up a charity to help children in Africa and gathered an impressive collection of contemporary art.



Nicolas Sarkis, managing partner, AlphaOne Partners

Sarkis, 38, set up AlphaOne Partners in 2006 to provide investment services for ultra-high net worth clients and foundations. A former Goldman Sachs private banker, Sarkis manages the money of some of Europe's wealthiest families with a minimum investment of \$100m. Fluent in Arabic, he plans to expand AlphaOne to the Middle East and launch in Switzerland.



Juliette Johnston, senior family business adviser, Coutts

Johnston, 30, works alongside one of Europe's acknowledged leaders in family business advice, Mark Evans. He hired Johnston from BDO Stoy Hayward last year, where she was a director of the Centre for Family Business. She specialises in advising on constitutions to help manage family affairs.



Peter Charrington, head of Citi Private Bank, UK

Charrington, 36, has forged Citi's position as a leader in the ultra-high net worth market in the UK and also manages the private bank's business in Israel, Ireland and Scandinavia. Married with two children he gets little time to indulge his passions for cricket and ballet.

OLD MONEY

A stylish way to travel Handmade luggage



Louis Vuitton
Bags of style

Your luggage says a lot about who you are. While the idea of plucking a bag bearing the LV monogram off the carousel might seem to scream "nouveau riche", those in the know will attest to the heritage of the 160-year-old Louis Vuitton brand. Forget buying off-the-shelf (after all, it is estimated only 1% of items

bearing the LV stamp are genuine), and order custom made. Designing and building luggage to meet exact and bizarre requirements is where Louis Vuitton's craftsmen come into their own. This, after all, is the company that in 1878 made a trunk with a fold-out bed for explorer Pierre Savorgnan de Brazza to take to the

Congo. More recently it has fashioned a minibar trunk in taiga leather and a jewellery trunk with customised drawers for rings, bracelets and necklaces. Each bespoke item ordered through the original Paris-based atelier passes under the eagle-eye of fifth-generation leather craftsman Patrick Louis-Vuitton.

COLLECTORS' CORNER

Inside the art market



AUCTIONEER: SOTHEBY'S
ARTIST: ZHANG XIAOGANG
PRICE: £1.7M (€2.2M)

Like the financial markets, the balance of power in the artworld is shifting east. The US collectors and their dollars are no longer the big hitters at auction and their seats are being filled by first-time Russian buyers and their agents. As the art market has boomed, Russian collectors have been quietly refining their knowledge and are well-prepared to buy when others are uncertain.

The results of the Christie's

Russian Art Sale in April exceeded pre-sale estimates, concluding Russian Art week in New York with the season's most valuable painting by Ivan Ivanovich Shishkin selling for \$3.2m (€2.1m) among other record-setting prices.

Russian art sales being held in London next month should echo the same sentiment when major works by the country's most important émigré artists who settled in France in the 1920s will be auctioned. Natalia Goncharova's Still Life, estimated at £2m (€2.5m) to £3m will be one of the highlights.

Further evidence of the eastwards tilt in the artworld was a recent survey by the French-based art market information group Artprice showing China had overtaken France as a market for art sales.

Soaring prices for Chinese contemporary artists have jolted the global auction market. Sotheby's biannual Hong Kong sale last month saw buyers setting record prices for artists including Zhang Xiaogang, whose works sold for less than \$50,000 a few years ago.

By Viola Raikhel, director of international art advisory at 1858 Ltd