

Media release

1 August 2011

Hawksford continues global expansion

Hawksford, one of the Channel Islands' largest independent trust companies, has acquired L-S&S GmbH, based in Zurich, Switzerland and its New Zealand trust company. The acquisition forms a significant part of the company's growth strategy and follows its recent move into the Middle East where it opened a Dubai office in May. In addition, the award-winning organisation has also appointed a new chairman, former senior partner of PwC Channel Islands, Philip Taylor, to assist the company with its global expansion.

Hawksford was established in 2008 following a management buyout of Rathbone Trust Company Jersey Limited, backed by UK private equity company, Dunedin. Since this date, the company has been focused on growth, both organically and through global expansion. Acquiring L-S&S GmbH, which specialises in capital tax and estate planning, private and estate administration services, trusts, wills and probate, makes significant strides to achieving the company's growth targets.

Hawksford is no stranger to success and was recently crowned Trust Company of the Year at the 2011 Citywealth Magic Circle Awards and has been recognised as a Top 25 Trust Company by Private Client Practitioner for the second year running. Last year Hawksford was awarded the title of Independent Trust Company Team of the Year for 2010/2011 at the STEP Private Client Awards.

L-S&S GmbH is a boutique private wealth law firm which was founded in Zurich by English lawyers Geoffrey Shindler, Roger Lane-Smith and Tim Urquhart. The firm provides specialist advice on all aspects of wealth planning and structuring, particularly using international and offshore trusts, private trust companies and other asset-holding structures.

'Our recent acquisition in Switzerland will ensure that Hawksford's clients, and those of L-S&S GmbH, will have access to an even wider resource pool of experts across multiple jurisdictions – an opportunity we view as a great positive. As the firm's global footprint increases, so too will awareness of our unique service offering. We are delighted to welcome Geoffrey Shindler, Tim Urquhart, James Norman and Nicole Noti to the team,' said Peter

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Murley, chief executive, Hawksford. 'L-S&S GmbH will continue trading in Switzerland under its existing name as the brand is already well established.' continued Mr Murley.

Newly appointed Hawksford chairman, Philip Taylor, has been appointed to assist the board with its accelerating growth strategy. He is currently a commissioner at the Jersey Financial Services Commission, founder member of the Jersey Financial Services Advisory Board, chairman of the States of Jersey Treasury Investment Committee and chairman of the Jersey International Business School. Mr Taylor retired from PwC in 2009 as the head of PwC's global assurance inspection programme, which has operations in over 140 countries and audits of many of the world's largest companies. Turnover grew by 250% during his time as senior partner,

'Since our management buyout in October 2008, the board of Hawksford has been working hard to realise the growth strategy that we set for the company. The appointment of Philip as chairman will have a significant impact on our ability to fulfil this aspiration. Philip is highly regarded in the financial services sector and was a key asset to Price Waterhouse in the Channel Islands during one of the largest accountancy mergers in the industry's history. His subsequent appointment as head of PwC's global assurance inspection programme reflects this,' said Mr Murley.

In May 2011, Hawksford opened an office in Dubai with Lynda O'Mahoney based there permanently as business development manager. Dubai remains the hub for work in the Middle East and there are great opportunities there, be they for family offices or increasingly, for employee solutions for companies who have survived the recent difficulties in the region and are building their businesses for the future.

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Notes to editor

Photo shows: Present at the signing, which officially took place in Zurich on 27 July were: Geoffrey Shindler from LS&S, Stephanie Urquhart, Peter Murley (CEO) Hawksford, Tim Urquhart from LS&S, Julian Hayden (director) and Tim Cartwright (director) from Hawksford.

About Hawksford

Hawksford is a leading independent fiduciary services provider with a range of differentiated product offerings, which include investment fund administration, employee solutions, law services including wills and probate, family office and the management of image and royalty rights.

Hawksford has the expertise, experience and resource to create and manage structures that withstand the challenges of today's demanding global environment. In 2011 the organisation was recognised as Trust Company of the Year at the Citywealth Magic Circle Awards and in 2010 was crowned Independent Trust Company Team of the Year 2010/2011 at the STEP Private Client Awards. Also in 2010, Steve Carr, Trust Manager for Private Clients at Hawksford, was also recognised by Private Client Practitioner in the 2010 Top 35 Under 35 rankings while the company was recognised in both 2010 and 2011 as a Top 25 Trust Company in the Private Client Practitioner annual listing.

The business focuses on larger and more complex situations, working closely with both private and commercial clients and their advisors to administer sophisticated, effective structures.

Hawksford believes the key to success is to form strong relationships, working closely with clients and their advisors to gain real insight into their requirements. The foundation for these relationships comes from employing the highest calibre and most experienced people, a commitment to finding solutions and the culture of working to world class standards of service.

The technical expertise and scale of Hawksford enables the business to handle large and complex structures, while its independence and exclusive focus on wealth structuring give it the flexibility and autonomy to do what is right for its clients.

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Hawksford is driving to become the leading international specialist in the creation, management and governance of larger or more complex private client and corporate wealth management structures.

Hawksford can trace its roots back to late 19th century Jersey, when lawyer Cyril Hawksford first began practising. Since the 1970s, a dynamic and successful offshore trust business has evolved, which retains a firm focus on the company's traditional professional values. It is for this reason that the name Hawksford was selected following the management buyout from Rathbone Brothers Plc in October 2008.

The buyout has given Hawksford the independence, resource and motivation that are crucial to delivering the best service for its clients and their advisors. As an organisation with a global vision, this position also allows the business to develop its international reach, strengthening its worldwide facilities to respond to the growing demand for sophisticated, multi-jurisdiction, offshore structures.

About L-S&S GmbH

LSS GmbH was formed in 2008 to answer the need for an independent law firm specializing in wealth structuring with particular emphasis on Trusts and similar structures recognized by the Common Law and the tax implications of using such structures. The philosophy behind the founding of the firm which has been applied by the firm was not to compete with other law firms in Zurich but to complement them, with a view to providing local independent and expert advice to the wealth planning industry in Switzerland in a very limited area of planning. The need that was identified was clearly required and the firm's client base has grown very satisfactorily over the last two and half years

Geoffrey Shindler OBE, was one of the founder members of STEP and its chairman between 1994 and 1998 and is now its world president. Geoffrey is also a member of the International Academy of Estate & Trust Law and is consulting editor of *Trusts & Estates Law & Tax Journal* and a member of the editorial board of *Wills & Trusts Law Reports*.

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Tim Urquhart, consultant to LS&S GmbH, is also an English solicitor, and former chairman of The Society of Trust and Estates Practitioners in Switzerland. He practised as an English solicitor for 22 years before retiring from practice in 1994 to join Rothschild Trust Group in Switzerland where he became CEO and a member of the executive board of Rothschild Bank in Switzerland. Having retired from Rothschild he helped establish L-S&S GmbH in 2008.

In May 2011 the UK arm of Lane Smith & Shindler was acquired by Manchester law firm, DWF.

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