



NEWS RELEASE

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## DECISIVE CAPITAL MANAGEMENT JOINS GLOBAL ELITE WITH WEALTHBRIEFING SWISS EAM AWARD

Leading wealth management industry participant, **Decisive Capital Management**, has joined the ranks of an elite global group who have been handed the honour of winning a WealthBriefing Award.

**Decisive Capital Management** was awarded 'Best Direct Investment Program Team' and 'Best International Team' at the Third Annual WealthBriefing Swiss EAM Awards 2023.

Showcasing 'best of breed' in the Swiss region, the awards have been designed to recognise outstanding organisations grouped by specialism and geography which the prestigious panel of independent judges deemed to have 'demonstrated innovation and excellence during the last year'.

Each of these categories is highly contested and is subject to a rigorous process before the ultimate winner is selected by the judges. It is this process that makes WealthBriefing awards so prized amongst winners.

The WealthBriefing Swiss Awards are part of a global programme run by WealthBriefing and its sister publications WealthBriefingAsia and Family Wealth Report, encompassing all of the world's major wealth management centres.

Participants around the world recognise that winning awards is particularly important in these challenging times as it gives clients reassurance in the solidity and sustainability of the winner's business and operating model.

**Commenting on the firm's triumph, Elie Chamat, CEO at Decisive, said:** "At Decisive, our job is to invest in disruptive, well-backed companies, working on the discount premium between private and public valuations. Consistent hard work and not leaving any stone un-turned when it comes to due diligence helps us achieve solid returns. Though tech is our key skill, it is only one of the ways we aim to realize value as wealth managers. We have strong conviction that diversified and well-coordinated teams produce better results for our clients."

**ClearView Financial Media's CEO, and Publisher of *WealthBriefing*, Stephen Harris, was first to extend his congratulations to all the winners. He said:** "The organisations and individuals who triumphed in these awards are all worthy winners, and I would like to extend my heartiest congratulations to the winners and to those who have put so much work into each winning submission.



"These awards were independently and expertly judged solely on the basis of entrants' submissions and their response to a number of specific questions, which were answered by focusing on the client experience rather than purely quantitative performance metrics. That is a unique, and I believe, compelling feature. These awards recognise the very best operators in Swiss wealth management, with 'independence', 'integrity' and 'genuine insight' the watchwords of the judging process - such that the awards truly reflect excellence in Swiss wealth management."

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#### NOTES TO EDITORS

##### **1. About Winning Company**

Decisive Capital Management is an independent, next-generation wealth advisor. We provide curated advisory services to UHNW individuals, their families, entrepreneurs, and corporates around the world.

We were founded in Geneva in 2016 to address the evolving needs of UHNW clients and provide services that are responsive to today's rapidly changing environment. We're seeing a shift to more involvement from the next generations in the families we cover, who are more open to direct investing.

An entirely new approach to financial advisory was needed to fulfil this. At Decisive we invest in Smart Capital, selecting the very best companies that are in the business of fundamentally changing our world for the better and generating superior returns for our clients.

##### **2. About ClearView Financial Media Ltd ("ClearView")**

ClearView Financial Media was founded by Chief Executive, Stephen Harris in 2004, to provide high quality 'need to know' information for the discerning private client community. London-based, but with a truly global focus, ClearView publishes the *WealthBriefing* group of newswires, along with research reports and newsletters, while also running a pan-global thought-leadership events and awards programme.