



# After hours

# In Camera

Never leave home without a camera. Bruce Lawrence – a veteran securities services consultant who was inducted into the Global Custodian Hall of Fame in 2009, formally achieving the status of an industry legend – has followed this advice ever since he was a child. Growing up in Africa, where he was born an expatriate, he found the opportunities to observe and photograph wild life irresistible. Asked by Momentum to give details of his camera collection, he quickly counted no fewer than 10 currently in possession.

“I’ve had everything from a Box Brownie to a Kodak Instamatic, but my current main camera is a Nikon D60, an SLR Digital camera with interchangeable lenses,” he confides. “I also have a little Nikon Coolpix for everyday use. I take it everywhere.”

His habit of packing a camera on every trip has enabled Bruce – founder and owner of

*Bruce Lawrence, Managing Director, HBL Consultancy Services, shares a few of his photographic memories*

HBL Consultancy Services Ltd – to create an impressive wealth of photographic memories, including those he is happy to share with readers of Momentum. One of the photographs above (top, centre) is of a pillbox in Albania, one of 750,000 such structures built in the 1970s under Enver Hoxha, leader of the country from 1946 until his death in 1985. Despite paranoia about invasion by the Soviet Union, the pillboxes – one for every four Albanians – never saw a shot fired in anger, he adds. Bruce helped establish the Tirana Stock Exchange, and has led or assisted in the development of trading and post-trade infrastructures in exotic emerging market locations that are almost too numerous to list, but which include Nigeria, Russia, and Uzbekistan where he unhesitatingly names Samarkand as the most beautiful place he has ever known.

**For more information**  
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# Global village Team Strengthening



*Anja Schlick, Sales Director, and Laurence Jouanny, Global Relationship Manager, SGSS*

SGSS is continuing with its efforts to develop its Sales and Relationship Management capabilities to ensure it remains able to respond actively to ever-changing institutional investor needs. Significant important new appointments over the past few months include those of Anja Schlick and Laurence Jouanny.

Anja Schlick joined the SGSS’ Global Commercial Team and is based in Munich where she covers the German and Austrian markets in her role as Sales Director. Prior to joining SGSS Deutschland KAG in June 2009, Anja worked as sales manager for Activest KAG and Pioneer Investments, and as a trainer/consultant for Thomson Reuters.

Based in Paris, Laurence Jouanny is part of the Global Relationship Management Team. Laurence has more than 18 years of experience in securities services within Societe Generale and has held various positions within the Custody and Fund administration business lines in France and abroad.

**For more information**  
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# Market watch:

## KAG a Hit With Institutional Investors

Institutional investors and listed companies are making increasing use of the KAG investment vehicle and the Master KAG service. Statistics show that the amount under investment in KAG funds rose to €730bn in

2009; KAG funds account for almost 43% of total funds under management in Germany. “The sector has grown for the past five years, demonstrating the willingness and ability of institutional investors to continue the

process of change, adaptation and growth,” comments Frederic Barroyer, CEO of SGSS Deutschland KAG in Munich.

**For more information**  
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