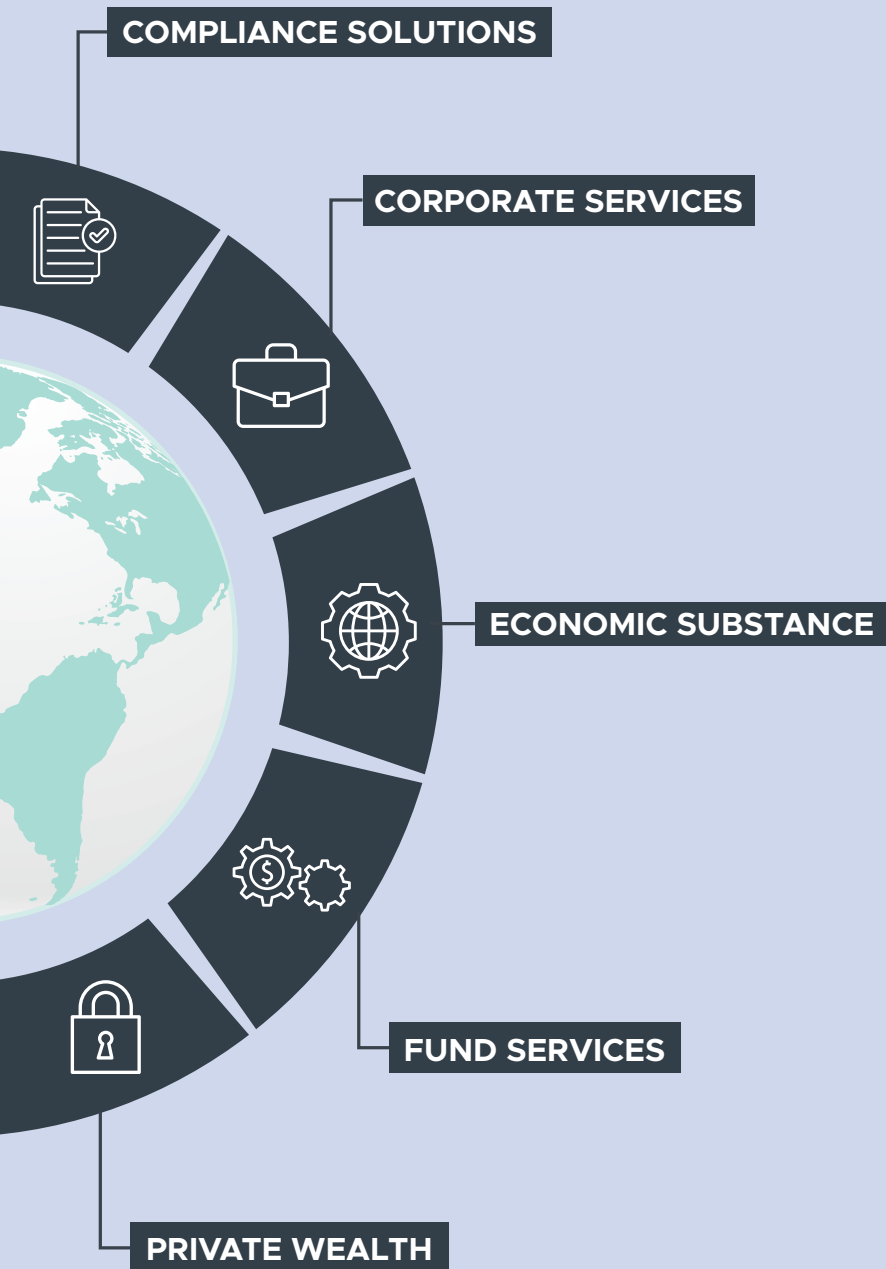


Harneys Fiduciary is an independent provider of corporate, funds and trust services operating from key global offshore and onshore locations.



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# Half a Century of Business Reaching New Heights



**Ross Munro**  
CEO  
**Harneys Fiduciary**



**H**arneys Fiduciary is an independent provider of corporate, funds and trust services operating from ten key global off-shore and onshore locations. With over 300 employees, Harneys Fiduciary specialises in delivering bespoke solutions to private clients, corporate entities, and institutional investors.

**What sort of challenges did you surmount to reach this level, and how have you succeeded in such fast-moving circumstances?**

The past few years have brought their share of challenges, from adapting to evolving regulatory landscapes to navigating global economic shifts. One of the most defining moments for us was the separation from Harneys law firm, a strategic decision that allowed us to operate as an independent business. This move sharpened our focus, enhanced our agility, and positioned us to serve clients more effectively. Throughout the transition, our priority was clear: ensure continuity, uphold the high standards our clients expect, and preserve the relationships that are the cornerstone of our success. Adding to the significance of the year, we celebrated our 50th anniversary, where we reflected on our legacy while setting our sights firmly on the future.

Thriving in a dynamic environment comes down to two key principles: staying ahead of change and creating a culture that fosters innovation. For us, challenges aren't roadblocks, they are opportunities. This mindset has driven our success for five decades and will continue to shape our journey forward.

**What are you going to do to remain competitive and stay ahead?**

Staying competitive requires a dual focus on innovation and building strong client relationships. We're committed to investing in technology to streamline our operations and deliver a seamless, high-quality client experience. At the same time, we're continuously refining and expanding our service offerings to deliver forward-thinking solutions that align with our clients' evolving needs.

Equally important is the development of our people. By fostering a culture of continuous learning and adaptability, we're equipping our teams to stay ahead of industry trends and confidently address new challenges. It's this combination of innovation, tailored solutions, and a strong agile team that keeps us moving forward and delivering value to our clients.

**What was the winning formula of your firm that explains why you won?**

I believe our winning formula comes down to putting our clients first, a principle we've honed over 50 years in the industry. By truly understanding their needs, we've been able to combine technical expertise with a sharp understanding of the global markets we operate in, to deliver solutions that set us apart. We've also invested in technology to ensure our services are seamless, efficient, and ready to meet the demands of an ever-evolving regulatory landscape. But at the heart of everything we do is our culture, built on trust, collaboration, and innovation. It's this culture that empowers our team to adapt, rise to challenges, and continue delivering results for our clients.

**Please describe how your colleagues made a difference.**

Our people are the foundation of everything we've achieved at Harneys Fiduciary. It's their expertise, commitment to excellence, and passion for what they do that set us apart. I'm particularly proud that some of our team members have been with us for over 35 years, a testament to the culture we've built and the sense of purpose we share. Whether it's solving complex client challenges or driving innovation in our services, every individual contributes to our success. One of our greatest strengths is the way our teams collaborate across jurisdictions, working together to deliver a seamless global service. This spirit of teamwork and dedication is what keeps us ahead of the curve.